

**PAGES
MISSING**

CANADIAN GROCER

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

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

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

Winnipeg: 511 Union Bank Building

VOL. XXIV.

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NO. 14.

All the World Loves a Winner

AND

KEEN'S



OXFORD

BLUE

has proved a world winner because of its satisfaction-giving qualities. Keen's goes further than any other blue, and is just the line to handle to build up the trade you are after—the steady family trade.

See to the stocking of your shelves. For sale by all the Canadian jobbing trade.

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

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

Drive these tandem! They are the leading laundry and cooking starches in Canada, and are noted for their purity and ease in handling. In demand by every housewife who knows! Tell those who don't.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



MACONOCHE'S Pickles in Perfection

139 Gold Medals

and Highest Awards

Purveyors by Special

Warrant to

H.M.

THE KING



The means by which this great result was achieved is no secret:

The Finest Materials Knowledge and Care

Wholesale grocers will supply you

Maclaren Imperial Cheese Company

Toronto and Detroit

Agents.

One Aim In Life

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

Canned Where Caught

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

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

BUY IT AND YOU BUY THE BEST

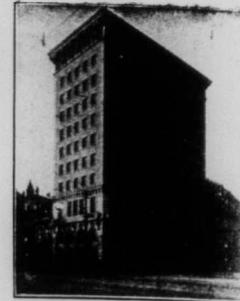
"Thistle" Brand Fish

Arthur P. Tippet & Co., Agents
MONTREAL



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p>R. B. Colwell BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p>E. H. BOWEN Manufacturers' Agent and Broker SHERBROOKE, QUE. Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write im- mediately if you desire to have your line well introduced.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>E. T. BUSINESS. You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. 15 Years on the Ground S. ROBITAILLE & CO., Sherbrooke</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen — 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines</p>	<p>ON SPOT Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts. Quotations gladly furnished. Lind Brokerage Company 73 Front St. E., Toronto</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>If you want a price on genuine Fraser River Sockeye, handsome label, to arrive, WRITE US. W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>Manufacturers Take Notice! Are you satisfactorily represented in Toronto? If not, let us hear from you at once. THE HARRY HORNE CO. Wholesale Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, Toronto</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>
<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>TRACKAGE PROPERTY Storage Warehousemen and Distributors Prout, Simpson & Co. WINNIPEG, MAN. Open for a few good lines</p>
<p>Face-to-Face Business Are you satisfactorily represented in this dis- trict? If not, write G. WALLACE WEESE Manufacturers' Representative 30-32 Main East HAMILTON</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>J. W. SNOWDON Manufacturers' Agent 413 ST. PAUL STREET MONTREAL</p>

ARE
YOU
SELLING

You are missing
profitable trade
if you are not.

HARTLEY'S MARMALADE?

¼ lb., 1 and 2 lb. crocks, 4 and 7 lb. sealed tins

We have just passed into stock
ONE CARLOAD

Jelly Marmalade

1 and 2 lb. Glass Jars.

The Quality is without exception
"the finest put up in England,"
the land of good preserves.

Pure Fruit Preserves

Raspberry, Strawberry, Green
Gage, Apricot, Black Currant,
Gooseberry, Red Currant and
Bramble Jelly, Ginger Conserve.
1 lb. Crocks, 4 and 7 lb. Sealed Tins.

If you haven't stocked "HARTLEY'S"
let us quote you on the whole line.
THEY ARE TRADE WINNERS.

EBY-BLAIN, LIMITED

Sole Wholesale Agents

TORONTO

Have You a High-Class Tea Trade?

This Class of Trade Pays You Best

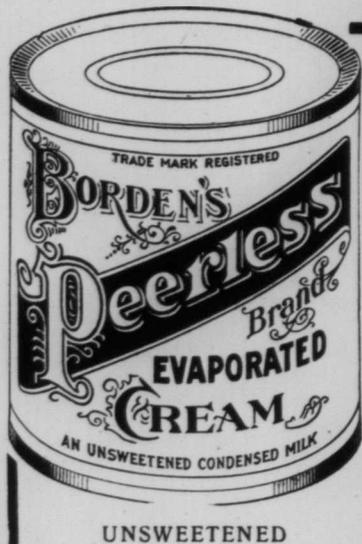
Give them a Tea that has passed the scrutiny of the keenest Tea experts.

"Ram Lal's Pure Tea"

is assuredly the tea for your high-class trade.

Send to us for samples and particulars.

Ram Lal's Pure Tea Co., Limited Montreal
Canada



UNSWEETENED

Borden's Brands Do Build Trade—

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

Always keep Borden's Brands to the front.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

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



~ PERRIN'S ~

Our latest delicacy

ORANGE



NECTAR

BISCUITS

LONDON

Ask traveler for sample

CANADA

"AYLMER" JAMS, JELLIES PRESERVES, etc.

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

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

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

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

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

E. & T. PINK

London   England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams
Marmalade
Candied Peel
Confectionery
Pickles Pepper Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS :

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

FRED COWARD
1 Grandview Ave.
TORONTO

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

J. W. SNOWDON
413 St Paul St.
MONTREAL

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

The WORD coffee has become inseparably connected with the NAME—
Chase & Sanborn.

The reason?

Quality and uniformity.

CHASE & SANBORN

MONTREAL
Coffee Importers



Ask your bookkeeper
how many cases of

Campbell's SOUPS

you sell

There are four reasons why you should sell lots of CAMPBELL'S SOUPS—

- Because** they pay you 33 $\frac{1}{3}$ % profit and you can reap that profit *often*.—
- Because** they please your customers and bring them back again and again.—
- Because** they are selling just that way for every grocer who handles them, and
- Because** our heavy advertising makes it *easy*.

JOSEPH CAMPBELL COMPANY, Camden, N.J.

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal, and 65 Front St. East, Toronto, Canadian Selling Agents'

"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

**BANISH
"BLUE MONDAY"**

SELL

SUNNY MONDAY

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

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

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

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

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES,
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

CONTAINS NO ALUM
WHITE SWAN BAKING POWDER

HAS BEEN MANUFACTURED FOR MANY YEARS WITHOUT THE USE OF ALUM AND IS
THE HIGHEST CLASS BAKING POWDER KNOWN TO SCIENCE

YOU CAN PAY HIGHER PRICES
BUT YOU CANNOT BUY A BETTER BAKING POWDER—IT CANNOT
BE PRODUCED.

HANDLE THE GOODS THAT SHOW THE BEST PROFIT

WRITE FOR PRICES—TODAY.

WHITE SWAN SPICES & CEREALS LIMITED, - TORONTO

***“Enterprise”
Economy***



An Enterprising grocer, who does things *right*, uses an “Enterprise” Electrically-Driven Coffee Mill.

The right way is also the cheapest way in the end. It always *pays*. Take the experience of the Philadelphia grocer who grinds 15,000 pounds of coffee a month with an “Enterprise” Mill electrically-driven at a cost for current of \$3.00.

He bought the Mill as a great convenience—a time and labor saver, and an up-to-date attraction for his store. Its economy astonished him.

Look through our catalogue and you will find Mills of any capacity, any power required, for direct or alternating current. Your local power supply company will co-operate with advice and assistance.

The Mill illustrated here is No. 08712, fitted with $\frac{1}{2}$ horse power motor for alternating current. Capacity of each iron hopper, 6 pounds of coffee. One Mill is fitted with grinders for granulating, the other for pulverizing. Granulates 2 pounds of coffee per minute, and can be regulated for fine or coarse grinding while mill is running. If you haven't the catalogue showing all our Mills, write for a copy to-day.

**The Enterprise Manufacturing Co. of Pa.
Philadelphia, U.S.A.**

21 Murray Street, New York

544 Van Ness Ave., San Francisco

Salad Season

The time for salads and salad dressing is almost here. NOW is the time for you to prepare for it by getting your stock of dressings in shape---and while you are thinking of that do not overlook

Pure Gold (Trade Mark Registered) Salad Dressing Powder

The dressing that's made without oil---note that---made without oil.

Our advertising from now on will specialize on this salad dressing powder--and as you know from experience that means that there will be a demand on you for it. But of course while you are ordering Pure Gold Salad Dressing Powder you must not forget to replenish your stock of other Pure Gold Food Products--the "easy sale" goods.

These goods can be had of all jobbers and can be shipped from Pure Gold Stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary

PURE GOLD MANUFACTURING CO., Limited

TORONTO

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Pa.

Francisco

"PRIDE OF CANADA" Maple Syrup and Maple Sugar

NOW BEING DELIVERED



THEY ARE MADE IN MAPLE GROVES

And not manufactured in city factories. Ours is an association of farmers, whose aim is to supply you with PURE maple products.

The sap of the maples, and that only, is gathered in hundreds of maple groves in different parts of the Eastern Townships, boiled on the farm by scientific methods, under expert general supervision, and delivered to the trade through us.

It reaches you—and you can always depend upon the goods that so reach you—under the brand

"Pride of Canada"



Proved by Government analyses to be every time absolutely pure.
Quality is guaranteed year after year.
Order immediately ; season is short and supplies will be very limited.

The Maple Tree Producers' Association

WATERLOO, QUE. LIMITED

Montreal Office: 58 Wellington St.

Toronto Office: 512 Dundas St.





Obtainable with or without Tomato Sauce

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

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

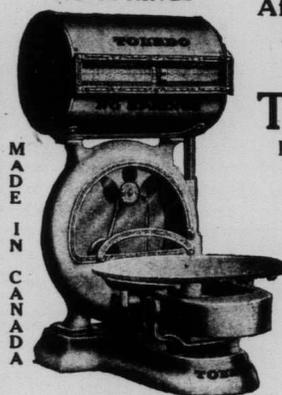
How is Your Stock?

The Eastern Canning Co.

PORT CANADA, : N.B.

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

NO SPRINGS



MADE IN CANADA

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

The Toledo Scale

Is Now the Recognized Standard.

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

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

70,000 Now in Use

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

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

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

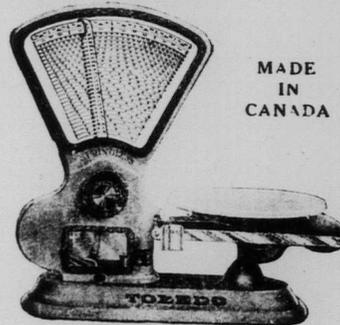
E. J. Lehmann, Vice-Pres.

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

Toledo Computing Scale Co.

Makers of Honest Scales
TOLEDO OHIO

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



MADE IN CANADA

NO SPRINGS

Good Lobsters Always Sell ::

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always! Just specify

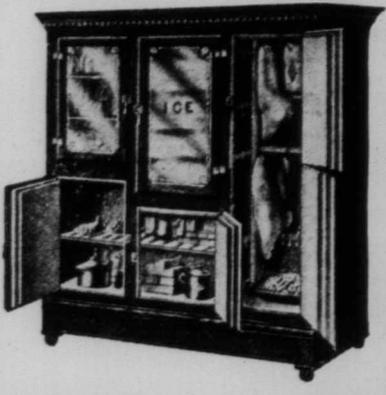
Golden Crown Lobsters
or

Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED
SOLE PACKERS

Chatham - - - New Brunswick



QUALITY

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

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

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

Write for prices

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

PYRAMID-FLY-CATCHERS

THE LATEST AND BEST DEVICE FOR CATCHING FLIES



Once hung it needs no further attention

PYRAMID FLY CATCHER **PRICE**
\$3.50
Per 100

It is a German invention and over 25 million were sold last year.

SOLE IMPORT AGENT
WM. H. DUNN
MONTREAL AND TORONTO

SUB-AGENTS are being appointed at all important distributing points in Canada.

Redpath

is

Canada's Standard

for

Refined Sugar

Manufactured by

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



THERE'S A DIFFERENCE

BETWEEN

SHIRRIFF'S ESSENCES

and many other much advertised Essences. "SHIRRIFF" goods, while being of full strength, possess the correct natural flavor of the fruit! Isn't this a strong selling point and a good reason to push "Shirriff's" Essences? Stock up today. They're always in demand.

IMPERIAL EXTRACT CO., **8, 10, 12 Matilda St.**
TORONTO, CAN.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

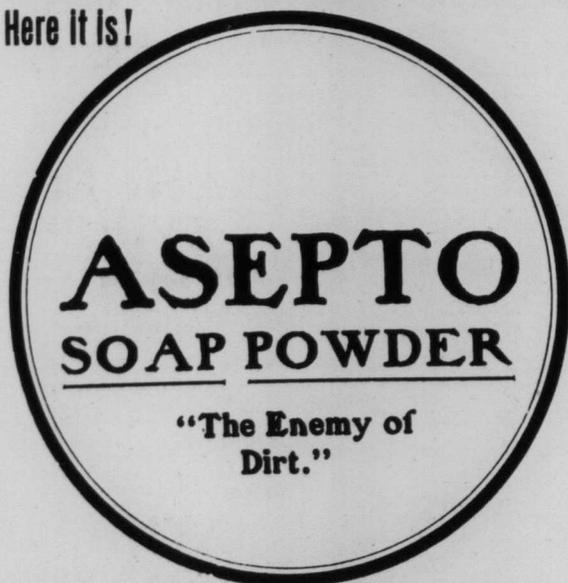
W. S. Clawson & Co., South Wharf, St. John, N.B.
Green & Co., 25 Front Street East, Toronto.

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg
R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.
J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

Here it is!



Will save the user labor and money, without injuring the tenderest hands or most delicate fabric. There is a fine paying proposition for you in handling **ASEPTO!**

Order Through Your Wholesaler.

ASEPTO MFG. CO.
ST. JOHN, N.B.

Agents—Rose & Laflamme, Limited, Montreal.

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East



Repeat Orders is the story of all Grocers who handle

Canada First Evaporated Cream

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

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

Tartan BRAND

**THE PUBLIC DEMAND
WAGSTAFFE'S GOODS**

Sell the line of least resistance. Pays you a good profit. We have Wagstaffe's full assortment of Jams, Jellies and Sealed Fruits. Also Wagstaffe's new season's Marmalade.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

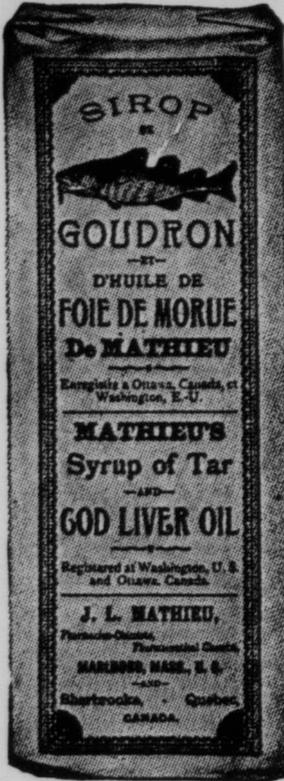
BALFOUR, SMYE & CO. WHOLESALE GROCERS... HAMILTON

St. Lawrence

**GRANULATED
and
GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**A COLD CURE EVERY
Dealer Can Recommend**

To be able to recommend an article because of its success in the past makes selling easy.

MATHIEU'S SYRUP
of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it. Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

MATHIEU'S NERVINE POWDERS

which are necessary to reduce fever and remove pains in connection with colds.

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

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

Prince of Wales Pure Extracts

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

S. H. EWING & SONS, Montreal and Toronto

Importers, Roasters and Grinders
— OF —
COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and
Flavoring Extracts

We manufacture a full line of these and are
able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT
WE WANT YOUR BUSINESS

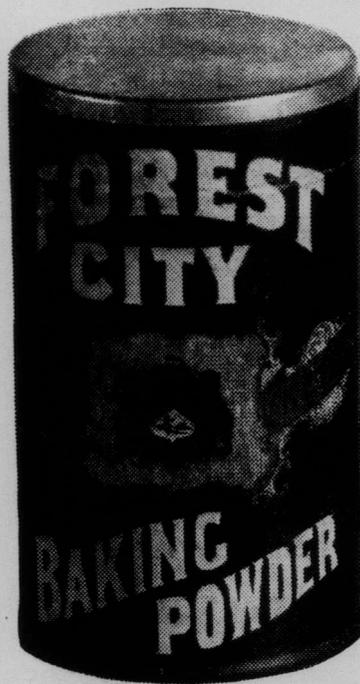
Before replenishing your stock get our prices.

Empress Manufacturing Co.

Limited

VANCOUVER, B.C

**FOREST CITY
BAKING POWDER**



THE STANDARD
FOR 25 YEARS

6 oz. tins, 75c. doz.

12 oz. " \$1.25 "

16 oz. " \$1.50 "

Manufactured By

**GORMAN
ECKERT &
CO., Limited**

London & Winnipeg



"Concord" Norwegian Sardines

are distinguished by many exclusive
features. We reject all but the very finest
small fish, autumn caught. We handle
the fish with the greatest care, pay every
attention to sanitary details and use only
the highest grade oil. They are the only
sardines which have an extra cover for use
after the tin has been opened. Each tin
is guaranteed by the CONCORD
CANNING CO. of Stavanger.

Send your order to any Wholesale Grocer

LIST OF AGENTS

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

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFES FINE OLD ENGLISH NEW SEASON MARMALADE 1910

NO PRESERVATIVES OR
COLORING USED
WHATEVER

SEVILLE BITTER ORANGES
AND BEST GRANULATED
SUGAR ONLY.

Exact Reproduction of
The Most Modern & Up-to-date Fruit-Preserving Factory in Canada



"Bluenose" Butter

is carried by all experienced miners, hunters and fishermen. It keeps its quality and lasts for an age. Packed in tins.

ORDER A CASE TO-DAY. *Halifax, N.S.*
SMITH & PROCTOR, Sole Packer

Get Wise to the Profit Problem

KITCHENER BRAND PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market. Why not, Mr. Grocer, make this profit? Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited
 OSHAWA, ONT.

THE "Eureka" Patented System



of Refrigeration is an absolute guarantee against DAMPNES and FOUL AIR; goods will keep fresh longer in the

"EUREKA" Refrigerator

than in anything else made. Used by leading merchants throughout the Dominion. No GROCER or BUTCHER should be without one. Economy

assured and satisfaction guaranteed.

Write for Catalogue.

Eureka Refrigerator Co., Ltd.

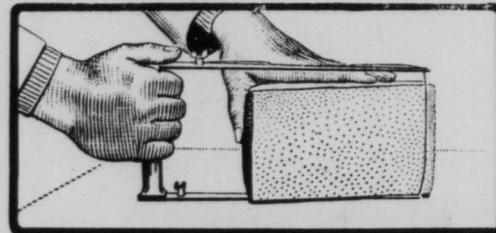
56 Noble Street (Near Queen St. Subway)

TORONTO

The Perfect CHEESE CUTTER

(Made in England)

A real time-saver, will cut three pieces of cheese whilst you'd be cutting one in the old-fashioned way—and cut them better.



Patent 14713

Carriage paid **\$1.50** to any part of the country.

The arms are of spring steel screwed into a heavily silver-plated handle. Strong steel wire, instantly readjusted or replaced. Clean and attractive. A handsome, practical money-saving addition to your counter.

Every Grocer, Restaurant, and Hotel Keeper should have one.

E. MORRIS & CO.

KING'S LYNN, - - - NORFOLK, ENGLAND

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

It grows—and grows—and grows—does the demand for H.P. SAUCE

Be ready to meet it—be progressive—be wide awake. If you don't supply H.P. "the other fellow" will; probably he'll soon be supplying a good many other things too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound.

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



"Worth Crowing About"

"A Quick Seller"

BAIRD'S SAUCE

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

GINGERBREAD BRAND

MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

THE BEST THERE IS

Be convinced now.

The Dominion Molasses Co., Limited

HALIFAX - NOVA SCOTIA

You'll Hit the Bull's Eye

on the "Popular Taste" Target if you are selling

AURORA COFFEE!

The distinctive quality, aroma and flavor of "AURORA" Coffee have made it a prime public favorite, and its retailing price of 40c. leaves you a "well-worth-while" profit. See to your stocks.

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

BRANCH—SAULT STE. MARIE

Another opportunity to purchase teas at interesting prices

350 Half Chests Nice Japan Teas

to be sold @ 16½c to 18½c per lb. If you are needing Japan Teas within the next few months take advantage of this opportunity. We have a big stock of Ceylon Green and Black Teas @ 16½ to 18½c per lb. We are in the Tea Business and our values will speak for themselves. Send us your orders and inquiries.

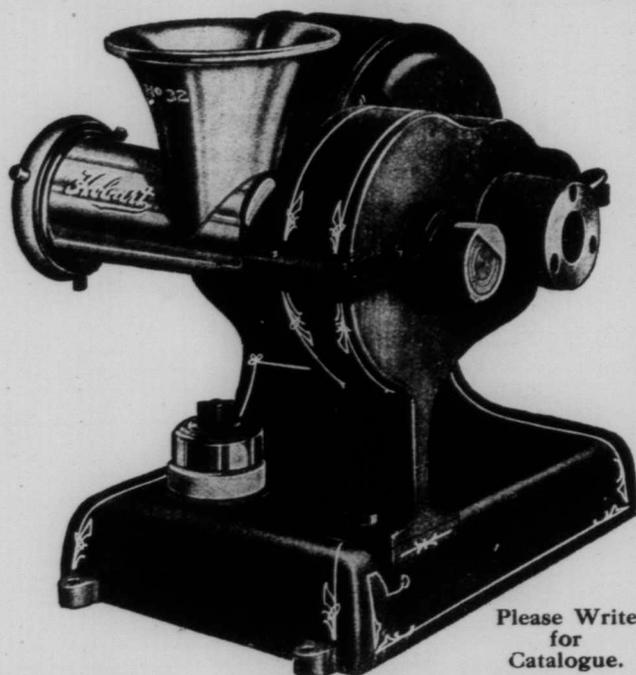
Robert Simpson & Co.

Hamilton, Ont.

Formerly of Guelph

Phone 3541

Hobart Electrical Meat Choppers



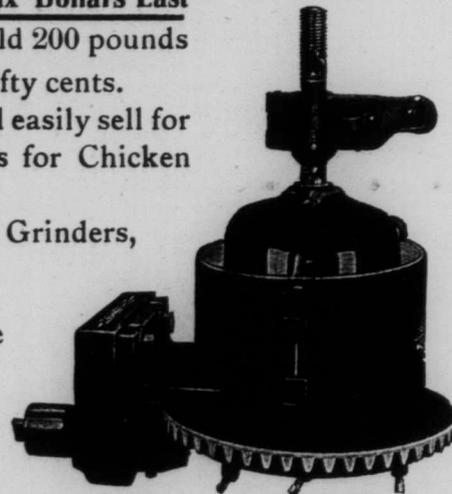
Are the Standard of Quality from the Atlantic to the Pacific.

Bone Grinder Attachment

You Lost Six Dollars Last Week if you sold 200 pounds of bones for fifty cents.

They would easily sell for Seven Dollars for Chicken Feed.

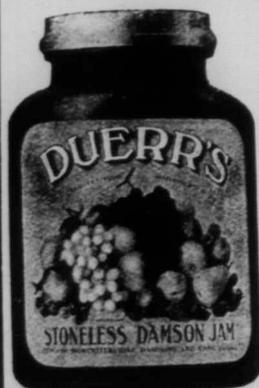
Hobart Bone Grinders, attachable to Hobart Choppers, are making big money for Butchers everywhere.



Please Write for Catalogue.

CANADIAN SALES AGENTS:

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



BRITAIN'S BEST JAMS. £250 CHALLENGE

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

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

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

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

First British Vacuum Jam Factory.

Duerr & Sons, Old Trafford, Manchester, Eng.

McLean's

White Moss Cocoanut

is not the result of haphazard manufacture, but the culmination of many years experimenting. It is the real thing in cocoanut. Always look for the name "McLean." It is the dealer's guarantee.

The CANADIAN COCOANUT CO., Montreal

To Handle Credit Customers Successfully

It is primarily essential that you get your MONEY out of them. Yet the credit customer expects the same consideration and courteous treatment that the cash customer gets—and he is entitled to it.

Allison COUPON BOOKS

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

HOW THEY WORK



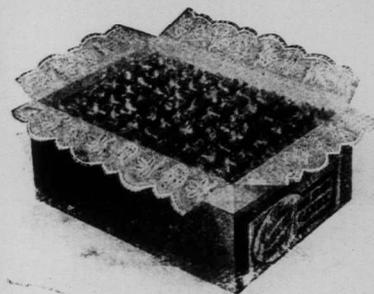
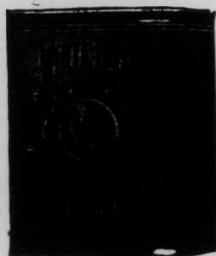
A man wants credit. You think he is good. Give him a \$10 Allison Coupon Book. Have him sign the receipt or note form in the front of the book, which you tear out and keep. Charge him with \$10—No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on until the book is used up. Then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

For Sale by the Jobbing Trade Everywhere.
Manufactured by
ALLISON COUPON CO., Indianapolis, Ind.



There's no gainsaying the fact that the world beaters in quality are

White Dove BRANDS



Proof of Quality

Nothing eatable is imitated if it does not prove popular.

Nothing eatable can prove popular unless it possesses quality.

Therefore:

Any article that is imitated must be of highest quality.

Which proves that our

“CHOCOLATE BORDO”

is of the highest quality. For it has been imitated by every manufacturer of confectionery in Canada.

When our

“CHOCOLATE BORDO”

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

To-day! “the woods are full of them.”

But it always pays to stick to the original.

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

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

The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

THE PEOPLE OF JAMAICA

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

KINGSTON “GLEANER”

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax

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.



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

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

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



CHINESE STARCH

The Real Thing in Starch.

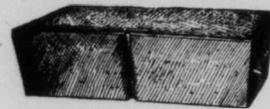
Always gives Satisfaction.

Get Prices

OCEAN MILLS MONTREAL



MAPLE Syrup and Sugar



Twin Block Maple Sugar
\$3.00 a case.

New stock now being received. Our reputation is a guarantee of the true quality of every package which is shipped to you.

CONFECTIONERY:

Walnutine Blocks (about 3/4-lb.)	30 to case	\$2.00
Maple Cream Blocks	"	2.00
Net weight per pail per pail		
Maple Cream Hearts	18-lb.	\$2.75
Maple Buttons	20-lb.	2.40
Maple Smacks	15-lb.	2.00
Mint Buttons	17-lb.	2.00
Nutty Creams	17-lb.	2.25
Fruity Creams	17-lb.	2.25
Butter Beans	12 1/2-lb.	1.75
Assorted Cream Caramels	25-lb.	3.25

Also full line of Gross Goods.

Note prices in these panels to right and left. All lines are seasonal sellers now.

MOLASSES:

New Prices—

2-lb. tins, 36 to case	\$2.85
3-lb. tins, 24 "	2.85
5-lb. tins, 12 "	2.80
18-lb. tins, 6 "	2.70
20-lb. tins, 3 "	2.55

Sugars & Cannery, Limited

MONTREAL

SUGGESTION:



You had
best order
Immediately

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

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



MELAGAMA

GOOD PROFITS and QUICK RETURNS

No effort to sell "MELAGAMA" Tea and Coffee when once introduced
Order a case of each to-day, send them out to your best customers
and you will be pleased with the results.

We can save you money on BULK TEAS and COFFEES.
SEND FOR SAMPLES AND PRICES.



Minto Bros., - Toronto

ESPECIAL EMPHASIS

should be laid on the fact that

SNAP

does its work *honestly!*

There are no half measures in the way SNAP
removes every vestige of tar, dirt, grease or paint
from soiled hands. And it is, moreover, anti-
septic, and beneficial to the skin!

SNAP SELLS ALL THE TIME!

TRY IT!

**SNAP
CO.
LIMITED**



**Montreal,
Que.**

The Commercial Account Register

Pays for
Itself in
a Few
Months



THE ONE-
WRITING PLAN,
CUTS OUT
BOOK-KEEPING.
IN SUCCESSFUL
USE BY HUN-
DREDS OF CAN-
ADIAN MERCHANTS. SEND POSTAL FOR CATA-
LOGUE AND TESTIMONIALS OF MERCHANT
USERS THAT YOU KNOW.

FITS ANY SAFE

COMMERCIAL REGISTER CO.

Successors to R. B. Belden & Co.

178-180 Victoria Street - - Toronto, Ont.

Why Handle Dead Stock ?

2 IN 1

—the World's Best Shoe Polish

sells rapidly, because of its undoubted merit. Our
huge Consumer Advertising Campaign materially
helps in pulling "2 in 1" through the retail store.

ORDER OF YOUR JOBBER



THE F. F. DALLEY CO., Ltd.

Hamilton, Can , and Buffalo, N.Y., U.S.A.

Place Your Orders Now

For the following lines of goods, which are in constant demand. We guarantee them as to quality and purity. The prices are also right.

Quinquina Bacchus Wine

This is a tonic wine made from old Burgundy Wine. It is a powerful restorative, an appetizer which helps digestion. It is delicious to the taste.

Natural Vichy Water

such as "La Capitale," "Neptune" or St. Nicholas are all standard imported brands.

The Vichy "La Savoureuse" is a delicious natural lemonade. Nothing better.

We are agents for the largest European Vichy Water firms. We have a large stock to reduce and will sell at bargain figures.

Duffy's Apple Juice

sterilized and non-alcoholic. The best of all beverages. It is the pure juice of the ripe apple and it has the ripe flavor of the ripe fruit, with a snap and sparkle all its own.

Duffy's Grape Juice

is equally to be praised. It is a refreshing beverage which mixes perfectly with any sparkling water.

Johnson's Bass Ale and Stout

The English beer and porter are highly appreciated by the Canadian consumer.

"Sun Ray"

Table Water, natural or sparkling, is a pure, crystalline water, which mixes thoroughly with wine. Bottled at the springs.

Belfast Ginger Ale

"Trayders Brand." Is dry and sparkling and bottled in Belfast by the Belfast Mineral Water Co., Limited.

Send us your orders now, or ask for our latest quotations.

Laporte, Martin & Co.

LIMITED

Wholesale Groceries and Liquors
MONTREAL.

Adams
Allan,
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Califer
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Canadi
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Church
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Clark,
Clawso
Colwell
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Comm
Concor
Connor
Const
Cox, J.
Cresee

Dalley
Dejong
Damin
Domini
Domini
Domini

1910 - 5 LBS. 1909 - 4 LBS.

We are selling nearly 5 lbs. of tea this year for every 4 lbs. we sold last. For the first three months our **Canadian Business Alone** increased 16.13% over the corresponding period in 1909, and for the week ending April 2nd our sales increased **10,652 lbs.** over the same week in 1909. Although our staff are working overtime—although every effort is being made to get our orders out promptly—Canadian orders for **12,756 lbs.** remained unshipped when we closed Saturday evening.

It's significant. It tells a story that means dollars and cents to you.



Yearly sale over 20,000,000 packets

"SALADA" builds trade—trade built on satisfaction, quality and good value. It builds trade that grows—trade that pays. It is the one tea that can be absolutely relied upon, year in and year out to serve the public well.

"SALADA" TEA CO., TORONTO

INDEX TO ADVERTISERS

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The Trade's Opinions on Recent Tariff Agreement

What Canadian Wholesale Grocers and Importers Think of the New Regulations—How These Will Affect Importations of Dried Fruits and Nuts According to the Ideas of Men in the Trade.

The tariff changes mentioned in last week's issue came into effect on March 31. The grocery trade is probably more interested than any other in view of the number of reductions in the tariff on articles connected with it. Following are opinions given by wholesale grocers in different sections of Canada on the changes:—

What Winnipeg Trade Say.

H. B. GORDON, Codville wholesale grocery, Winnipeg—"The chief reductions are in dried fruits and nuts, and personally I am glad that the consumer in this country can be offered a lower price. It would seem that the tariff on some Canadian goods should have been reduced in retaliation, but the lines that come into this country do not conflict with our goods. The refusal to enter a tariff war at any cost is to be commended, and I have no fear that trade is going to suffer. It is only reasonable and just to ourselves and the United States, that the latter country should be put on equal footing with France. Our exports will certainly be increased, and one of the chief items no doubt will be pulp-wood.

ALEXANDER TRUESDALE, Watson & Truesdale, wholesale importers, Winnipeg, thought that the two Governments acted in great wisdom in reducing rates on such lines as cannot possibly injure Canada.

"The attempt has been to equalize as much as possible and although there is no report stated as to changes in our export list, yet a benefit to both countries will be assured. It is a good thing that when the law was not elastic enough that they found another way out, and a war was averted, which would bring disastrous results. In Western Canada where we depend so much upon American goods, a curtailment of trade would be serious, and the poorer classes will greatly benefit from the new list."

FRANK W. WILEY, was pleased that many reductions have been made in United States importations.

"It is a step in the right direction," he said.

JOHN PERSSE, Tees, Persse Co., Winnipeg—"There has not been enough positive information published to enable us to know exactly how we shall be affected, there is no doubt that many radical changes will be made in rates on both sides, but we have received no information from any of our principals on the other side as to the future prospects of the trade. At any rate from general appearances the interchange of trade will be greatly increased, much to

the benefit of both countries. The aversion of a tariff war is highly commendable, since it would be particularly disastrous to Western Canada."

DANIEL BAIN, Nicholson & Bain, wholesale commission brokers, Winnipeg—"The rate on raisins and prunes was formerly 1 cent; it is now 2-3 of a cent, and this will mean an increased trade in such lines as Canada stood much in need of. Peanuts being reduced from 3 to 2 cents, places the United States on the same basis as Japan. Nuts which had previously been shipped from France and Spain, via United States houses are 1 cent above the rate when shipped direct from those countries to Canada. Now the rate is the same, and it is evident that the whole reconstruction of the tariff was to put United States on the same basis as other countries. The lines of imports which have been reported on have no Canadian competition and will help greatly to relieve the condition in Canada."

Quebec Wholesalers' Opinions.

A. P. TIPPET, Montreal—"It will be cheaper to import all currants via New York, have them repacked there and then forwarded to Montreal. The duty via New York for bonded goods is 1 cent per lb. The new duty is 1-3 less i.e., 2-3 cents per lb.

JOSEPH ETHIER, of Laporte, Martin & Co., Montreal—"The effect of the new regulations will be very slight, as the reduction on prunes, dried plums, currants and raisins is too slight to affect prices here. It will make the situation somewhat easier for importers, however."

ALBERT HEBERT, of Hudon, Herbert & Co., Montreal commented on the reduction of 1 cent per lb. on shelled peanuts. This reduction would make considerable difference to a large importer from the United States.

Several soap men in commenting on the new regulations agreed that there would be no increased competition from the States, as 32½ per cent. was still pretty high for any except highly advertised goods.

W. C. CHRISTMAS, said that Brazil nuts, pecans and peanuts would be affected, the latter to a considerable extent. The benefit would be solely to the importer here, however, as Canada was not a producer of these lines.

China men agree with soap makers, that the change will affect them little or none. The present duty of 27½ per cent. is too high to admit of any material increase of United States competition on this side of the line.

J. B. RENAUD & CIE, Quebec—"We think the tariff has been altered in a fair proportion which should give satisfaction to both countries."

VICTOR ARCHAMBAULT, wholesale grocer, Quebec—"I am under the impression that Canada's attitude in this case was a success.

"We have stood firm protecting our own industries, and giving a reduced tariff on goods which are mostly luxuries, such as dates, figs, plums and nuts, the consumer benefiting in the reduction. These goods not being produced in most cases under the British flag, we have to import them anyway."

Ontario Men on the Changes.

W. H. GILLARD & CO., Hamilton—"The changes in the tariff under the arrangements made with the United States are so few as applied to articles in the grocery trade that they will hardly be noticed, the only result being a loss of revenue to the Customs Department and a corresponding reduction in price to the consumer on a few items that do not really come in competition with anything produced in this country, unless, of course, the cheapened cost of prunes may have an indirect bearing in influencing the prices of Canadian dried fruits, in which case the farmer suffers and the consumer gets the benefit."

GEO. E. BRISTOL & CO., Hamilton—"We do not think that the new tariff agreement will make any difference as far as the wholesale grocery business is concerned, as the duties are reduced from every other point. We are very glad, indeed, though, to see the settlement, because we think it bad policy to quarrel with our neighbors, if it can be avoided."

JOHN GARVEY, Jno. Garvey & Sons, London—"It seems to me that the Canadian consumer will get his dried fruits, etc., at 1-3 of a cent per pound cheaper than he formerly paid. If by making this reduction, which does not amount to very much, Mr. Fielding has averted a tariff war with the United States, I think he has done a good stroke of business for his country. I say this notwithstanding that I have not been a supporter of Mr. Fielding's Government."

THOS. KINNEAR, Toronto—"I have not made a close study of the agreement as I want to find out its results first from actual experience. I do not see, however, that it will make much difference to the grocery trade. There may be a tendency to decrease the prices of dried fruit to the consumer, but if any

changes do occur they will be so gradual and so small that I don't think they will make much difference."

H. P. ECKARDT, of H. P. Eckardt & Co., Toronto—"I think the tariff agreement was a wise move on the part of our Government. While we might have secured the U. S. minimum tariff without the concessions, we showed the right spirit. Possibly some time in the future the U. S. may have an opportunity to knock us, but this little bit of history will be remembered.

"It is going to place the two countries on a more friendly commercial basis. This feeling has been growing now for some years, and it would have been too bad for the Canadian Government to have terminated it by holding out for the lower tariff without giving any concessions.

"It will not have any appreciable effect on the grocery trade. The people will secure any benefits that are going and the Government will collect less duties."

WARREN BROS., Toronto—"Canada in my opinion," said Mr. Warren, "did the right thing in granting the concessions she did. It will serve to bring the two countries closer together. The concessions are so small that they produce no noticeable effect and since they prevented tariff warfare they are not to be considered.

"So far as the trade is concerned it will benefit us in the buying of prunes, as most of our prunes come from California."

* HUGH BLAIN, of Eby, Blain, Ltd.—"While the concessions are not going to have much of an effect on the grocery trade, they will, I think, tend to make easier prices on peanuts, peanut-butter, and dried fruits to the trade and probably have some effect on prices to the consumer. The new arrangement will likely provide a somewhat better margin of profit to the wholesale and retail trade.

"There is not much dried fruit in the bonded warehouses; if there had been wholesalers would have benefited to some extent."

MR LUMBERS, JR., Jas Lumbers, Toronto—"The concessions are not enough to make any noticeable difference to the trade. One-third of a cent on dried fruit is practically nothing. The arrangement may tend, however, to give a preference to Virginia peanuts."

F. W. HUDSON, Canada Brokerage Co., Toronto—"Personally I believe in a little give and take in any matter, and I don't think Canada has given away very many concessions. There will not be much of an effect on the trade, as the reduction is so little."

F. W. HUMPHREY, Toronto—"I cannot see that the grocery trade will be much affected, the concessions are so small. There may be a slight disadvantage to the Canadian manufacturers of toilet soaps, but the duty is still high. It puts the United States on a par with France and Spain, so far as nuts and

dried fruits are concerned, and will be a benefit to the trade in general.

"There will be more pecans and Brazil nuts used here, I think, as a result."

MR. DUFF, Perkins, Ince & Co., Toronto—"We'll scarcely see any effect of any account from the new arrangements. Canada didn't give away very much, but I do not see that she had to give away anything at all. I think we would have been granted the minimum tariff without any concession, as the United States cannot do without our pulpwood.

"If the wholesale trade had had much dried fruits in their bonded warehouses they might have saved something in the reduction, but I do not think there was much in bond."

W. G. CRAIG, of W. G. Craig & Co., Kingston, Ont.—"Regarding the recent United States tariff agreement, I beg to say that the value of figs, dates, prunes, plums, nuts, etc., imported from the U.S. annually, amount to about \$767,935 and soaps \$204,640, together making \$972,575. But the total of these items from all countries brought into Canada, amounts in value to about \$1,237,948 per annum. Two and one-half per cent. on this sum equals \$30,948, which represents this saving to Canadian consumers for twelve months, or about one-twentieth of one per cent. of the whole duty collected.

"These are the grocery lines affected, and the reduction though scarcely noticeable, is just so much in favor of the consumer. None of the articles, excepting

soap (and 2½ per cent. reduction is not likely to have much bearing on this article), are produced in Canada, so that we may conclude the goods were wisely chosen for the purpose of compromise; indeed this may be said of the whole list, and the wonder is that a satisfactory catalogue could so easily have been found that would disturb trade so slightly. The general public will benefit by the changes. None of the items come in serious conflict with any Canadian industries.

"That the anxiety regarding an expected tariff war has been in this amicable way satisfactorily averted and with such slight concessions speaks volumes for the excellent judgment and diplomacy of those who conducted the negotiations. A friendly agreement and so readily reached is no doubt best for all concerned, particularly for the future welfare and prosperity of Canada. Instead of this friendly settlement resulting in peace and good feeling and the prospect of still better relations with our nearest commercial neighbor, there might have been a demoralizing tariff war.

"Our growing Dominion being socially and commercially interwoven along its southern border with the great Republic, and in important close connection with it in many ways, it is of the greatest importance that we should at all times, if possible, maintain friendly relations with that country.

"Peace and good feeling is secured and maintained, and we join in the saying of of Sir Wilfrid Laurier that 'this

Things That Shouldn't Be



Grocers Should Not Allow Their Children to Become Nuisances Around the Store. It Does Not Frequently Happen That Babies are Allowed to Sit on the Cheese But Such a Case is Known to Have Actually Happened in a Canadian Country Store.

is worth more than all the nuts and prunes in creation.”

J. L. WATT & SCOTT, grocery brokers, Toronto—“It will have the effect of placing California raisins on the same basis as Spanish Valencia and Malaga raisins. Prior to Feb. 1, Spanish raisins came in under a duty of 1 cent—the same as California. Since Feb. 1, Spanish raisins have enjoyed the two-thirds of a cent duty while California remained at 1 cent. Since March 31, however, California raisins have been reduced to the level of Spanish.

“With regard to prunes, the French fruit has been coming in at 2-3 of a cent for several years, while the duty on California prunes was 1c. With the new arrangement California prunes come in under the same basis as French. It is now a question of the better market.”

LIND BROKERAGE CO., Toronto—“The change will have a tendency to bring in more Virginia peanuts providing the prices are right. The new 2 cent rate brings the duty down to what French and Spanish peanuts have been. On the whole the changes will have little effect.”

W. G. A. LAMBE, of W. G. A. Lambe & Co., Toronto—“I favor the new tariff agreement. You see the United States are not getting any concession from Canada, which other countries do not receive. I do not see that it will affect Canadian manufacturers, and is certainly much better than tariff warfare. So far as dried fruits are concerned it will tend to make them cheaper to the consumer, and it will not interfere with profits to the various sections of the trade. It will in fact tend to strengthen them as dried fruits should sell better. The same is true of peanuts and pecans.”

Benefit to Dried Fruits.

St. John N.B., April 6.—St. John wholesale grocers as a whole seem to be pretty well pleased over the tariff settlement effected between the United States and Canada. While they all confess that they have not gone into the matter very thoroughly, they express the opinion that the reduction on dried fruits will be a benefit. There are few lines on which a reduction has been made that will affect business to any extent. So far as nuts are concerned the local dealers all import direct from the country of origin, and the change in duty will not affect the situation. On prunes, apricots and peaches, the new tariff will make a reduction of about a quarter cent per pound. Taken in all, the dealers seem to think that the changes made will have little effect on their business, but what little there is will be for the better.

Booth & Colquhoun, grocers, Maryland St., Winnipeg, have dissolved partnership. On and after April 1, the business will be in the name of Charles B. Booth.



COLLECTION FROM CIVIL SERVANTS.

Editor Canadian Grocer.—Could you give me any information through your valuable paper what grocery merchants do with government employes in the other provinces that refuse to pay their grocery bill knowing they are protected and that their wages can not be garnished. Any information would be gladly received by grocers in this city. Hoping you will find space in your paper for an answer and greatly oblige

M. & A. McLEOD,
55 Prince St.

Charlottetown, P.E.I., Apr. 1, 1910.

Legislation on The Way—In reply to the above letter from Charlottetown we may say that at the present time there are no methods used in any province by merchants to collect debts of civil servants. According to law their salaries cannot be garnished and even if judgment were secured in a court of law nothing could be collected. At the present time, therefore, merchants have to depend entirely on the honesty of the civil servants who are kept in the service of the government.

At the present time, however, a bill is being introduced into the House of Commons making the salary of a civil servant attachable for a debt and if this goes through the trouble will end. From present indications such is likely to be the case.

FOR PRESERVING EGGS.

Editor Canadian Grocer.—Do you know of any method used for the preservation of eggs outside of cold storage? If so we would like to get the information through your Questions and Answers column.

GENERAL MERCHANT.

Victoria, B.C., Apr. 1, 1910.

Answer—There are of course several recipes given for the preservation of eggs but the following have been used to advantage by different egg preservers:

When eggs are only required to be preserved for two or three months they keep very well packed in dry salt or bran. The meat of the egg may shrink and rattle within the shell when shaken, but its edibility is not impaired. Coating the egg with vaseline or butter will also keep it for a short time, or any application which effectively seals the pores of the shell and excludes air will prolong the freshness of eggs. If it is even momentarily submerged in boiling water, the albumen thereby becomes sufficiently coagulated to prevent the entrance of air. In some of the rural parts of England eggs for home consumption are smutted over with a mixture of sulphur and lampblack, claimed to be a cheap and effective preservative.

A firm in the North of England claims to have a new way of preserving eggs. It is based on the theory that an egg decomposes because of bacteria entering through the pores of the shell. Under the new process, the egg is first disinfected, and then immersed in a vessel of hot paraffin wax in a vacuum. The air in the shell is extracted by the vacuum, and atmospheric pressure is then allowed to enter the vessel and press the hot wax into the pores of the shell, sealing it hermetically.

Still another method used by some is as follows:

Mix together in an earthenware jar 9 parts of boiled water, 1 part of lime water. Glass water is obtained by fusing 2 parts of quartz sand with 1 of sodium carbonate, adding one-tenth part of small coal. Place the cool cleaned eggs into a jar and cover well with the liquid continually adding sufficient liquid to keep the eggs entirely covered as others are added. Water glass can be purchased in this country from chemists, and generally bears on the labels the exact proportion to be used, varying from 3 to 10 per cent. Eggs preserved in this way are less brittle in the shell than those preserved in lime water, and will sometimes boil without cracking if a small pin-point aperture is made in them.

The proportions used for the lime preservative in some places are 20 gallons of water, 4 of lime, and 1 of salt. Allow to stand for a few hours, then pour it over the eggs in the same way as the water glass. A little lime should be added from time to time, during the period of preservation; otherwise, the solution will lose its strength. The eggs preserved in this way become rough and brittle and must be handled carefully when taken out for use. Limed eggs are used extensively by bakers.

MOLASSES AS A FEEDSTUFF.

It is interesting to note how molasses is coming into its own in these latter days of scientific research. Way out in New South Wales in Southern Australia, there has been recently organized in the City of Sydney the Molasses Fodder Co. and in an issue of the Agricultural Gazette of New South Wales, it gives a flaming advertisement to farmers, dairymen and others, offering them “liquid molasses, rich in sugar,” and suitable for live stock of all kinds, including poultry, and suitable for mixing with hay, straw, chaff, husks, bran, wheat, oats, corn, or damaged foods and they state incidentally that it will make all these foods “fresh and palatable.” And apart from its value as an economic feed, it prevents the ordinary diseases of animals and clears horses’ stomachs of the “bots.”

Leaks in Retail Businesses which Cause Failures

Mistakes Merchants Make in Starting in The Grocery Business—Overstocking one of the Principal Reasons—Selling to a Customer What is of no Use to Her—Disadvantages of Salesmen who Take Little Interest in Their Work.

By L. C. Harkness.

Why do retail grocers fail? That is a pertinent question. Of all failures of this kind during the past year perhaps no two can be attributed to exactly the same reasons. Because that is so, it enables the observant person to get at a few of the outstanding weaknesses which belong to the business as a whole.

It must be remembered of the grocer who does not fail, that he is not wholly exempt from all the frailties which are manifested in failures. Every grocer has his weak points else he would be perfect. The difference between him and the more unfortunate one, is that in the case of the latter the weakness was carried to the breaking point, and that meant his failure. If the existing merchant continues without remedying some of the characteristics of his business, he may have a similar experience. It is for that reason that we refer to some causes of failure.

The man who premeditates entering into the grocery business is often carried away with the prospects of a rapidly remunerative business, and without slowly counting the cost overstep the limit of his ambition. He rents or purchases a high-priced location, and before he sees one dollar's worth of goods he is up against a debt that would almost worry a millionaire.

Large things are not accomplished in that way. The law of life is contrary to that method of procedure. He must begin, not too ambitiously, and work up gradually.

A Mistake Frequently Made.

Overstocking is a common ailment in the life of a business. This is supplementary to a large, expensive establishment, and quite as unnecessary. Not only in the beginning should stocks be controlled, but all along there is the danger of creating a maximum liability, over against a minimum asset, due to heavy stocks that eat out profits before they are turned-over.

To open a place of business on a moderate scale does not necessarily mean that there should be a lack of congenial environment. The modest premises can be made inviting and clean. Lots of sunlight and fresh air in the store will go far to counteract the absence of elaborate interiors.

The display and arrangement of goods in stock is one of the leading assets to any business and must not be overlooked by one who wishes to realize his ambition.

Many grocers pay too little attention to the individual customer. Human nature is much the same. Everyone likes to be recognized and remembered on the occasion of a second visit. The tastes, habits, likes and dislikes of a customer should be catered to, if they are to be secured as permanent customers. As a man among his fellows, the grocer behind the counter must be prepared for the emergency of meeting a character he

never met before else he might repel rather than solicit successfully.

"Things that shouldn't be," that The Grocer is illustrating weekly, brings out with no uncertainty a bold deficiency, but there are discrepancies everywhere that cannot be illustrated by a cartoon. They lie too deeply in the demeanor of the merchant, who is day by day approaching inevitable failure.

What Customer Doesn't Want.

Salesmanship is surely a science, but it is certainly the science of service. To be a good salesman in the business is to be a good servant of the public. To sell goods to a customer which he does not want, is not good salesmanship, and it is an extremely bad policy.

Many failures can be laid at the door of the evil of hypnotizing a customer to buy what is not wanted.

The weakness in salesmanship and store management is manifest everywhere in the grocery business. It is often said that a certain grocer has a "poor bunch of clerks—they don't seem to be interested in the business." Whether this is the salesmen's faults or the proprietor's, for it is either one or the other or both, it is serious, and the successful grocer must guard against such criticism.

Inside the business or where facts are not apparent to the customer there may be many weak links in the business chain. There is that of waste. Twine is broken up and thrown away. Soap and egg cases are destroyed when they could be sold. In weighing out goods such as sugar, some is spilt each time, which in a year amounts to some pounds. This is a dead loss. A grocer often allows an incompetent business man to run up an account which he knows he cannot meet. This is looseness. It is a puncture in the business, and is followed by larger leakages.

Not Watching Legislation.

The merchant is too often the victim of his environment. He is often subjected to severe legislation. But should there be legislation which the merchant believes to be wrong, who has a greater right to say so than the one whom the law operates against. In many cases existing evils could be righted should the merchant only take steps to do so. He must not allow himself to be brow-beaten by any legislators or competitors who work for their own special benefits and who have no concern for the merchant who may fail or not so far as they care.

WANT BETTER ATTENTION.

Retail Merchants' Association Think That Ontario Government is Slighting Commercial Legislation.

Toronto, April 6.—Among the resolutions adopted by the Retail Merchants' Association at their annual meeting held last week, were the following:—

That it is the opinion of the members of this branch that the present by-law regulating the height of awnings should be amended, so that the irons will be 7 feet 3 inches from the sidewalk, allowing 9 inches for the curtain, and that the clause demanding a permit should be rescinded, as we consider it a useless and unnecessary provision.

That it is the opinion of the branch that the space allotted in the Canadian National Exhibition should be as far as possible, distributed to as many competing firms as possible, so as to give a greater variety of exhibits, and not to have the name of one firm overshadow others, who are equally deserving.

That it is the opinion of this branch that the Ontario Government does not give sufficient care, time and attention to the Commercial Legislation that comes before them, as they should, and we strongly recommend that the attention of the Ontario Provincial Board be called to this matter, and that we ask them to interview the Government and endeavor to impress upon the Government the necessity of appointing a Committee on Commerce, so as to deal more intelligently with commercial subjects.

That the bread manufacturers of Ontario were unjustly dealt with in the recent enactment of the Provincial Parliament, in that it is apparent that those who have their capital invested in the manufacture of bread and whose experience would give them the better knowledge of the demands of the bread-purchasing public, were not consulted in the framing of the law. Further from our view-point we feel that time will work the remedy and that eventually the broad business principle of commercial liberty will be granted to this important industry of the manufacture of bread. Again it is felt by the bread manufacturers that the legislators do not realize the magnitude and importance of the modern bread industry, nor do they seem to appreciate the disturbance created by the constant change of law to this industry. Moreover we are at a loss to understand why the bread industry is selected for periodical law-making attacks, or why the same law that governs a yard measure or a foot rule, or a pound avoirdupois or its multiple, should not govern the weight and sale of bread, so long as that weight is properly shown upon the article sold.

That it is the opinion of this branch that all persons who are subscribers to the Telephone Co. be allowed the use of the same on the Exhibition Grounds.

Blending of Display and Good Copy in Ad. Writing

Need of Retailers Themselves Knowing When an Ad. is Well Displayed—Samples of Good and Poor Appearances — The Writing of Copy to Get Results.

By J. W. McKay.

Retailers should have some acquaintance with the displaying of advertisements in the newspapers, and should see that their copy is made attractive by the printer. Different advertisers have different ideas about display and some have none at all. Everyone should cultivate an eye for attractiveness, because that is one of the important features towards getting an advertisement read.

The writing of copy is, of course, a very important attribute to successful advertising, and if both these things are given careful attention, newspaper publicity is bound to bring results. These will be, generally speaking, proportionate to the attractiveness and to the drawing power of the copy. There are, of course, exceptions to this rule, but in the majority of cases it holds good.

well written and could scarcely be improved on.

Prices Should Be Used.

The W. J. McIntyre ad. is also well displayed. There is not too much display type used and what is, is used judiciously.

At first glance the ad. appears to be an excellent one, but a closer study reveals what might be considered a few weaknesses. A little more might have been said about the desirability of using grape fruit for marmalade, since the heading referred to that. Grape fruit prices should also have been used immediately after the talk on that article.

In introducing the talk on the other fruits a line such as: "See the following prices on these fruits also," would have made the ad. stronger. The sort of

French Sardines During Lent

Among the other appetising goods we have you will enjoy none so well as these delicious French Sardines imported direct from the makers. They are not large sardines nor have they that oily taste, but are just right. While they last, the price is

10c per tin

Have you tried Christie's Fillets of Haddie or their Finnan Haddie? We have a fresh supply always on hand. Let us have your order please.

Dillon Brothers,

76-80 Sackville Street. Phones 213 and 214

An Example of a Neatly Displayed and Well Written Advertisement.

Two of the advertisements shown here are attractively displayed—those of W. J. McIntyre, Sarnia, Ont., and Dillon Brothers, Halifax, N.S. The symmetry of the latter is outstanding, three heavy rows of type being used the proper distances apart. "French Sardines During Lent"—"10c. per tin" and "Dillon Brothers," tell the story in brief. It attracts the eye and tends to make the reader study the advertisement more closely.

The copy connecting these large links is convincing and no doubt it increased the sales of those sardines at the time it appeared in the Halifax paper. In a word, the ad. is nicely displayed and

copy that brings results is that used in reference to celery—"the celery is home grown; it is crisp, sweet and 'nutty' better than any you have had for a year."

Copy Too Jerky.

The least attractive of the three ads. is that of C. E. Compton, Wetaskiwin, Alta. It is reduced from a space 4½ inches wide by 6 inches in length.

The trouble seems to be in the lack of symmetry in display. For instance: "The Cash Grocery," "Sure," Compton's," and "C. E. Compton," do not sound well, and the display of these words does not appeal to the vision. The copy is written in a somewhat jerky

Grape Fruit Marmalade

Some housekeepers make delicious marmalade from grape fruit. If any of you housekeepers would like to try it, you can get splendid fruit at the McIntyre Grocery.

Have the bitter oranges, too, if you prefer them.

Have the "Sunkist" brand of oranges in all sizes.

Have Tangerines, and all other fresh fruits from far and near, including tomatoes.

From now on we shall have as complete a line of the following as possible. Have them all on hand now:—

Lettuce, radishes, onions, pieplant, watercress, parsley, celery. The celery is home grown. It is crisp, sweet and "nutty"—better than any you have had for a year.

W. J. McIntyre

A good place to get good things to eat.

Phone 184. 163 Front St.

An Ad. Displayed Well, But in Which Better Copy Might Have Been Used.

style, which makes it difficult to be read and comprehended at the same time. Neither does there appear to be any necessity for the heavy underlines used.

The Cash Grocery

THE STORE OF QUALITY

SURE--

That one word sums up the advantage of dealing at

COMPTON'S

You are sure of their quality
 Sure of their flavor
 Sure of their goodness
 Sure of their Cleanness and freshness

The good cook knows the best goods are always the cheapest. We can prove to have the best, and our prices are right.

Fresh Lettuce, Celery, Grape Fruit, Oranges, Etc.

C. E. Compton

Compton Block Phone 191

An Ad. in Which the Copy is too Jerky—Reduced from a 4½-inch Space.

Tea Markets not Likely to Decline this Season

So Intimates Calcutta Visitor Who Talks of Market Prospects of Coming Season—Conditions Existing Last Year Were Peculiar—Should Tea be Purchased for Appearance or for the Cup?

R. K. Stevens, tea buyer for the Calcutta firm of Shaw, Wallace Co., who has lately been staying in Toronto, has given The Canadian Grocer a few facts concerning the past Indian tea season and his views of the near future of the market which will interest readers.

Mr. Stevens points out that the man who prophecies in tea, "stands always to be shot." There have been times, he added, when such a procedure would have seemed justifiable. He says that people, however, who do not live in tropical climates are apt to imagine that one year in the far east is much like another, and failure of the monsoon, or early cold weather, are terms which as often as not convey little or no meaning to the tea dealer who is not in touch with the market at its source. And yet climatic conditions in India vary every year, and have as much effect on the quality as on the quantity of tea produced.

"Take for instance the season in India just closed," he said. "Quality throughout was above the average and especially so was this the case in teas from the Cachar, Dooars, Sylhet and Darjeeling districts. Now in the previous season the quality of the teas from Dooars was often so indifferent as to put the teas on a plane with what is known as common leaf. Then too, Cachar and Sylhet both made a great quantity of this very inferior tea, whereas in this last season little tea from any district was produced that could not be described as clean, sweet and sound. This was due partly to a dry period in India from October, 1908, to well into the early months of 1909. So marked was the effect of this drought on the tea bushes that the Calcutta season opened fully a fortnight late, and so slow was the growth that by the end of August or early in September the crop was 5,000,000 pounds short of the previous year's figures at a similar period. This slow growth, however, seemed to give the teas much more body and so what was lost in quantity was made up in quality.

"About mid-September, it is generally reckoned in India that a fairly reliable estimate of the yield for the season can be made, and with so large a deficiency to make good, and half the season gone, it seemed almost certain that the total crop would not exceed the previous year's output. About the third week in September, however, the weather, ever fickle, suddenly changed, and throughout all the tea growing districts warm sunny weather with frequent showers, ideal growing conditions, set in. It is ancient history now, that the next month or two produced record yields.

"The 5,000,000 was no longer a minus quantity but a plus, and the season ended

up with a total crop of some 10 or 12 million pounds above the previous one. Everything was favorable for production. Even the cold weather appeared a little late, as if to accentuate the error that had been made in forecasting the crop; and the 'wiseacre' of Mincing Lane, who always believes that these estimates are made solely to 'bull' the market, was able to say, 'I told you so.' One cannot help wondering what the price of common and medium teas would be now had there been a shortage as anticipated; for in spite of two record yields from Ceylon and India in one season, totaling well over 20 million pounds more tea than in the previous year, we have a higher market to-day than was the case twelve months ago.

Will the Tea Market Advance?

"By the law of average, the probability is against two such yields in successive years. Ceylon exports already show a falling off for the first quarter of this year compared to last, and the coming months will have to compare with the very heavy figures of last year. What then is going to bring down the price of the clean, common and medium teas that form so large a proportion of the world's consumption? It is a question very difficult to answer.

"There are some facts connected with last season's market that are worth keeping in mind, as they may have a bearing on the future market for low price tea. When it became certain that the Indian crop would be considerably larger than that of 1908-09, it was expected that the changed aspect of affairs would cause a big drop in what was said to be an inflated market, but such was not the case.

Quality Remained in the Tea.

"This can be ascribed to various causes, but I think it may in a large measure be accounted for by the fact that the quality of the teas kept up wonderfully well all through the last half of the season. This enabled the support of the Russian buyers to be given to the market and to such an extent that over 5 million pounds more tea was taken from Calcutta sales alone for Moscow. The same market bought largely from London and it is estimated that the growth in the world's consumption of tea for the past year was 16 million pounds.

"There is an old saying that 'lookers on, see most of the game' and thus it was that some of us in Calcutta were able, so long as November last, to foresee that there would be a strong and rising market for common tea in the spring. As the reason for this may not seem obvious, I must explain that in the previous season when the quality of tea was

generally inferior, London had bought very largely, low-priced teas from Calcutta, and by this means was able to keep the British market for this grade from rising to an awkward price. This season, however, it became evident even in September that Russia was buying extensively common leaf and broken grades in the Calcutta sales, and out-bidding buyers for London. This support continued until the end of the year, by which time it began to be realized in London that there was nothing to be had from the Calcutta sales, hence the rise in the market for common leaf in Mincing Lane, which we in Calcutta had been in a position to forecast some time before.

"One hears a good deal about the London stocks being larger than 12 months ago, but it is, I think, more than doubtful if there is much common or low medium tea being held. There seems no prospect therefore of a lower range of prices for the present, and with the world's consumption going ahead every year, the position of the tea industry is anyway rosy from the producers' point of view.

Should Buy for the Cup.

"You may notice," he said, "that countries that buy teas for cup are those which show the greatest consumption of tea. I never can understand people buying tea for appearance; it is always deceptive, and seems about on a par with choosing wine by the shape of the bottle or the color of the label. It should not be lost sight of that the thousands of settlers coming to this country from the United Kingdom are practically all tea drinkers and what is more, they are used to good teas, such as can be had in England to-day at a wonderfully reasonable price. It is equally certain, I think, that if they find they cannot get similar quality tea in Canada, they will become coffee drinkers.

"One should never lose sight of the fact that the public as a whole know good tea. It has been proved over and over again in England that the teas with the largest sales are those which show the best qualities in cup."

COLLECTING BAD DEBTS.

New Westminster, B.C., Apr. 5.—At the last meeting of the Board of Trade of New Westminster, B.C., a scheme was proposed to foster the organization of a retail protective association to be looked after by the secretary. It was pointed out that many new people were coming to the city, and with new customers available it was necessary for the merchants to know who they were so as to prevent losses. The suggestion did not meet with favor as a board enterprise, and it was concluded that it was a matter for the merchants themselves, rather than for the board. The advantage of a graded customer list has been shown in other places, and it is probable that the New Westminster grocers and other dealers will co-operate in such a necessary institution.

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED
 JOHN BAYNE MACLEAN - PRESIDENT

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

Cable Address: Macpubco, Toronto. Atabek, London, Eng

OFFICES

CANADA—	
MONTREAL	Rooms 701-702, Eastern Town- ship Bank Building Telephone Main 1255 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324
WINNIPEG	511 Union Bank Building Telephone 3725 F. R. Munro
VANCOUVER	H. Hodgson, 11 Hartney Chambers
ST JOHN, N.B.	
UNITED STATES—	
NEW YORK	R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N.Y. Telephone, 1111 Cortland.
GREAT BRITAIN—	
LONDON	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
FRANCE—	
PARIS	John F. Jones & Co., 31bis Faubourg Montmartre
SWITZERLAND—	
ZURICH	Louis Wolf Orell Fussli & Co.

Subscription, Canada and United States \$2.00
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PUBLISHED EVERY FRIDAY

SHORT MAPLE CROP.

Prolonged warm weather at a season when the days should be warm and the nights cool has resulted in a short crop of maple goods. The season is nearly over now, and the crop, according to authorities, will be not more than 50 to 60 per cent. of what it should be.

In many ways owners of maple groves worked under difficulties this year, and they have done well to secure such a yield as they have. The lack of rain or snow during the past two weeks made the trees warm, which is not a desirable state of affairs.

However, the quality of the goods offering is, on the whole, satisfactory. The first sap harvested yielded maple syrup and maple sugar of the very highest grade, and the situation was saved by that circumstance.

Maple produce men are satisfied that prices this year are none too high, in view of the figures paid farmers. Grocers who have not yet ordered should do so at once to ensure deliveries as some makers are refusing to book further.

SHOULD ACCEPT INVITATION.

Believing that a better understanding existing among retailers, wholesalers and manufacturers will improve grocery trade conditions, the Ontario Wholesale Grocers' Exchange have invited the other two branches to attend their coming convention which opens on April 25th.

This will be held in the banquet room of the King Edward Hotel, Toronto,

and as pointed out in last week's issue will be a departure from other years in view of the invitation to retailers and manufacturers.

To show that they believe in the widest publicity of the meetings the Exchange are opening them to anybody who cares to listen to the discussions.

Retailers should take advantage of this and particularly should as large a representation as possible be present on Wednesday, April 27—Manufacturers' and Retailers' Day. On the day previous there will be a conference among retailers alone when resolutions will be prepared to present to the joint meeting on Wednesday. This is done to insure united action.

In view of the new departure a way has been found which if followed carefully is going to be a potent factor in placing the different trade interests on a more friendly basis towards one another. More harmony is wanted to dispel wrong impressions and good is bound to result from the coming convention. But the idea must be followed up if it is to be permanent.

It is the duty, therefore, of every retailer who can and who wishes to see the grocery trade on a higher and better plane, to attend the meetings of the Exchange at which questions affecting the retail trade are discussed.

ADVANCE IN MATCHES.

Travelers calling on the retail trade for wholesale houses are announcing an advance on matches—on one brand at least.

The advances mean from 10 to 15 cents per case to the retail grocer and are due, according to match manufacturers, to the higher prices paid for the raw material.

The change came into effect the first of April.

GRAIN ROUTE IN DANGER.

Lest Canada's export transportation mediums for carrying grain from Lake Superior ports to the Old Country be carefully watched she is likely to lose the present advantages over those of the United States.

We have the shortest grain route to Britain, but if grain can be shipped via Buffalo and New York, at cheaper rates than by the St. Lawrence route we cannot expect to hold the trade. It will go through the channel of least resistance.

There is at present a combination of influences which tend to divert our grain from Fort William through the Buffalo-New York medium due to the publication of the record of export shipments by Montreal, which were

found to be greater than by New York. Complaints arose from the United States shipping interests and no doubt many influences were at once set to work to counteract the natural effect of Canada's superior position.

These influences are likely to succeed unless a thorough inquiry is made. Big freighters on the upper lakes now carry grain from Fort William to Buffalo and to Georgian Bay ports for a cent and a half a bushel. As there is a difference of 300 miles in favor of the Canadian route this seems like a discrimination.

The Canadian route has also the advantage of time. The rail route from Georgian Bay ports to Montreal is 4 cents and from Buffalo to New York 4.9 cents, thus giving the Canadian medium an advantage of nine-tenths of a cent. When the grain is brought all the way by water to Montreal the advantage is a cent and a half.

But there is apparently another discrimination in the ocean rates which tend to give the balance of advantage in favor of New York. Here is where changes should be made if Canada is to retain her prestige in export grain transportation. The difference in the total charge is from one and a half cents to nearly two and a half cents. This in the face of the natural advantages of the purely Canadian route suggests that that there is something wrong.

A careful investigation is due Canadian transportation companies as well as the grain growers of the Canadian west.

GROWTH OF FRUIT TRADE.

During the last few years it is astonishing to note the growth of the United States deciduous fruit importations into Montreal. It is not many years ago when a car of oranges was regarded almost as a curiosity. Last year one firm imported 247 cars of oranges for this market, and they expect to add at least 40 p.c. to these figures during the present year.

There are at present some firms in Montreal to whom the southern fruit trade means the major part of their business.

INSURANCE NECESSARY.

That fire insurance is an aid to business interests is manifest.

Credit is based on a mercantile reputation entitling a dealer to receive goods on promise of an after-payment and this carries with it the understanding that every possible precaution will be taken to protect both himself and the firm trusting him against loss.

Fire insurance is the police power of the mercantile world against the fire enemy which seeks to destroy its

wealth. Insurance is closely watched by credit men not only to make sure that their values are properly protected, but because the proportion of protection the merchant carries often furnishes a valuable guide as to his business ability and foresight.

The insurance manager of Marshall Field & Co., Chicago, claims that the time will come when insurance companies and the State or Federal governments will be in partnership and owners of property will be compelled to insure it to at least 80 per cent. of its value.

Insurance is certainly an absolute essential to a modern business.

CLERKS AND THE STORE'S ADVERTISING.

The advertising of a store cannot be termed successful until some means is devised whereby the proprietor is certain that every person in his employ has read the store's advertisements before the business day has begun.

In order to do this all sorts of methods have been suggested, but perhaps the most plausible one is now being used by a certain large retail establishment. The proprietor of the store offers \$1 to the first employe who calls his attention to a mistake in the spelling, composition, or grammatical construction of his daily advertisement.

The plan has been found to work wonderfully well, but whether it is imitated by you or not, the importance of getting up some idea that will bring your advertisements and your clerks together is obvious.—Shoe Retailer.

THINGS THAT SHOULDN'T BE.

The Grocer feels gratified to know that a great deal of attention is being given the weekly cartoon on "Things That Shouldn't Be."

Every week suggestions come in from readers and as many of these are being used in the cartoons as are possible. A few days ago some energetic clerk sent an entire drawing showing a cat smelling sausage on the counter and a boy picking a cheese with his hands and eating what he could get off.

These are certainly things that shouldn't be allowed in the modern grocery store.

Another correspondent calls our attention to a dirty practice too often experienced. Figs were asked for and these had to be dug out of a box. The grocer used his hands and every little while wiped them on a dirty apron.

The probability is that prior to the entrance of that customer he had done the same after selling bacon, onions or coal oil. A person who asks for figs wants the fig flavor and not coal oil or bacon.

This shows the importance of doing business on a scientific basis. Water and soap are cheap and no customer will object to wait for figs if she knows that the grocer's hands are being washed before he serves her.

Something besides the hands should be used too for digging figs from a box. Most housewives are particular at the table where the members of the family are taught not to handle any foodstuffs they do not wish to eat. Why should a grocer, therefore, handle them?

FAILURES IN CANADA.

Three-fourths of the 1,588 failures in Canada in 1909 were due to the faults of those failing, while four-fourths of the liabilities belonged to the same division, according to figures supplied by Bradstreet's. As regard the number of failures, the proportion is not materially different from 1908; but respecting the liabilities, it is to be noted that the proportion was 79.9 per cent. in 1909, against 86.8 per cent. in 1908. Incompetence and lack of capital represent a smaller portion of the total number of the failures embraced in the data for 1909 than fell to them in 1908, while fraud, neglect and competition were larger in their effects. Lack of capital remains the leading source of trouble, with specific conditions second and incompetence third. The first mentioned cause produced 42 per cent. of the failures, and 43.3 per cent. of the liabilities; the second accounted for 22.4 per cent. of the failures and 18.4 per cent. of the liabilities, while to the third goes 15.7 per cent. of the number and 17.5 per cent. of the liabilities. Fraud, the fourth most detrimental cause, originated 7.8 per cent. of the failures and 5.9 per cent. of the liabilities in 1909.

Failures due to	Number		Liabilities.	
	1909	1908	1909	1908
Incompetence	15.7	18.2	17.5	15.6
Inexperience	2.9	2.8	6.7	2.2
Lack of capital	42.0	43.2	43.3	59.0
Unwise credits	1.2	1.0	2.5	1.0
Failures of others . . .	1.5	1.5	1.1	1.4
Extravagance	1.0	.4	1.0	.7
Neglect	3.9	3.2	2.4	2.3
Competition	1.2	.5	.6	.6
Specific conditions . .	22.4	22.9	18.4	11.2
Speculation . . . . .	.4	.5	.6	1.4
Fraud	7.8	5.8	5.9	4.6

STUDYING THE TRADE PAPER.

One of the most difficult problems that confronts enterprising grocers in their efforts to improve trade conditions is the conversion of the man who stands behind his counter from day to day without taking any part in the consideration of trade questions, and

who cannot even be reached through his own trade paper.

Such men, as a rule, are grumblers and fault-finders. They think they know how all the evils can be removed, but their ideas are so ancient to one who is familiar with the real conditions that they are not worth consideration.

They expose their utter ignorance of the facts which are puzzling their more active fellow tradesmen, and which they are trying to work out in the interests of all concerned. These are the men who bring distrust and discredit upon those engaged in the grocery trade. Long ago, the most up-to-date men learned the lesson that the only way to succeed in the retail business was through honesty and integrity, and by having a reputation above reproach.

There are many who are still living in ancient times with the idea that business is a thing to misrepresent.

In a recent article in The Ladies' Home Journal a writer undertakes to show how grocers cheat the public by placing putty under the scale pan, lead in the paper bags, and a dozen other ways never heard of before. While there are few guilty of such charges there is nevertheless a tendency among some to be dishonest and these are detrimental to the trade in general.

There is no class of people engaged in any occupation where absolute straightforwardness is so essential to success as in the retail trade. This point is so forcibly brought out in all trade papers, that no one who reads can be so void of common sense as to imagine for a moment that he can gain by resorting to short weight and other dishonest tactics.

With all the edifying examples tending to raise the standard of merchandising above reproach, which are weekly brought within reach through trade papers, there are still merchants who have no use for them. \$

If the trade paper did not look after the interests of the retail trade who would? Does the average newspaper or do politicians in general safeguard fairly their interests, or do they cater to the general public at the expense of the merchants in lieu of votes?

These are questions the grocer should ask himself to see whether he has a right or not to study his trade paper in preference to any other.

Wasted time to-day means extra work to-morrow.

Constant nagging soon hardens the softest heart.

No matter how well you treat the world, you will never get out of it alive.

Never look backward—unless you can profit by the mistakes you have made.

Practical Methods Used in Retail Grocery Stores

St. John Grocers Decide on Summer Early Closing—Half Holiday Question in the West—Montreal Grocers Make Profit in Fish—Demonstration Brings New Business—Toronto Grocers Dress Windows to Suit the Seasons.

Summer Early Closing.

St. John, N.B., April 6.—The retail grocers in the north end of the city have agreed with the merchants in other lines of trade, to close their stores at 8 o'clock during the summer evenings. Last summer the stores in that part of the city kept open until 9 or 9.30 o'clock, and during the winter months closed at 7. In the city proper, all the grocers close at 7 o'clock the year round.

Half Holiday In Vernon.

Vernon, B.C., April 6.—Merchants in Vernon, B.C., will close their stores at noon on Wednesday of each week, beginning with the first Wednesday in April and continuing until the end of September, so that the clerks may have a weekly half holiday. This custom has obtained for several years in Vernon, and the half holiday is also observed in other towns in the Okanagan district.

Making Profit Out of Fish.

Montreal, April 6.—The handling of fish by grocers is a line which has rapidly developed during the past few years and which is still in the development stage. In many places the fish trade has been carried on by exclusive fish dealers, but in a great many cases grocers and general merchants are holding a fair share of the business.

That dealing in fish, fresh and salt, has been a profitable investment is shown by the testimony of many dealers. Some attention, of course, is necessary to this department to make it successful, and the more attention paid the better will be the investment.

Held Guessing Contest.

Carleton Place, Ont., April 6.—The City Grocery held a guessing contest recently, which attracted a good deal of attention. A large bar of soap was placed in the window and the person who came the nearest to its weight secured a gold watch. The bar weighed 118 lbs.

Squirrels in Maple Syrup Window.

Toronto, April 8.—MacAuley & Pond, 744 Queen Street West, had several window displays lately, which attracted much attention, and which were suitable for the season.

At Easter they had a flock of selected hens in a lively condition, occupying their large window, as the real producers of hen fruit. This window attracted so much attention that one of the city school teachers brought her class down to see them.

Just now to remind the public that this is maple syrup time, they have sev-

eral trees in the window, tapped for sap, with a kettle to show the old-fashioned way of boiling syrup. But what amuses the passerby most of all are the red squirrels, which sport briskly from limb to limb, as they always do around the sugar camps.

Brought New Business.

Woodstock, Ont., April 7.—An invitation was extended by Poole & Co., to every woman in the city to visit the store and witness a demonstration during the week, and it was surprising the numbers who turned out each day, non-patrons as well as patrons of the store. Peter Poole, president of the company and manager of the store, stated that a great deal of extra business was done through this demonstration, both in the sale of the products demonstrated and other lines of groceries.

A Maple Syrup Ad.

London, Ont., April 6.—The T. A. Rowat & Co., make a specialty out of pure maple syrup every spring and persistently advertise it in the daily newspaper. One of their catchy advertisements used recently was as follows:

If you want some PURE MAPLE SYRUP

To put away for future use WE CAN SUPPLY YOU.

We get our syrup from reliable makers in Quebec, paying the highest price to insure getting it pure.

You take no chances when you buy Maple Syrup at our stores, because you have the privilege of returning it if it is not exactly as represented to you.

Shipped direct from the sugar-bush in sealed

Gallon Tins, \$1.40

We bottle it also. Bottle, 30c.
PURE MAPLE SYRUP, 10c per
cane.

South London 'Phone, 969.
Dundas St. 'Phones, 1866-317.

T. A. ROWAT & CO.

These ads. are proving of considerable benefit in the sale of maple goods.

Renting Sidewalk Space.

London, Ont., April 8.—A case of more than local interest was heard before Magistrate Love in Police court this week, involving the right of a merchant to rent sidewalk space to another

person. The advertising man for the Opera House, was defendant in the charge of obstructing a sidewalk. He first came before Mayor Beattie on March 30th, the information being laid by the chief of police, under the by-law regulating the erection of structures on the public streets.

It appeared that the defendant had written permission from Mr. Fulton, C. P. R. agent, to use the space, so the charge was amended, the information being laid under section 42 of London by-law 3042, which permits a merchant to use six inches of the sidewalk to display or advertise his goods.

"A man has a right to allow anybody to advertise something on his building," said the chief, when the adjourned case came up, "but he has no right to allow him any space on the sidewalk to advertise any man's business in front of his own."

"I would be inclined," said his worship, "to allow this particular sign to be placed within the six inches, if it were secured to the building. That would avoid its blowing across the sidewalk on a windy day."

The defendant agreed to have his signs hooked to the wall in future.

Nothing Succeeds Like Success.

Montreal, April 6.—"Perhaps," observed a local business man the other day, "you see a man in your line of business who seems to have everything his own way. You watch him grow and meditate on the woes of life generally and the luck of a certain person in particular.

"Of course, you never had the chances he has had, even if, half guiltily you admit to yourself that early in your business career there was little difference in your capital.

"Why is it that everything goes right for him? Why? Because he makes it go right. Every success he has had is so much added capital and you know the old comparison of a snowball rolling down hill. Every little gained means a larger gain later. Don't simply take it out by saying, 'I have no luck.' Every man is his own luck and must make his own success."

J. E. Walmsley Co., Be'leville, Ont., has been formed to take over the business of Kenny, Walmsley & Co., wholesale grocers and manufacturers' agents.

R. K. Stevens, representing the Shaw Wallace Co., Calcutta, India, is in Toronto this week on a business visit to Geo. Musson Co., the company's representatives there.

The Markets—Tea Market Not Likely to Decline

An Advance Not Expected Soon But Market is Firm—Tapioca Prices Soar, Stated to be Due to Attention Given Rubber—An Advancing Market in Cream of Tartar—Dried Fruits Comparatively Quiet.

QUEBEC MARKETS

POINTERS—

Tapioca— $1\frac{1}{4}$ - $1\frac{1}{2}$ cents higher.
Table Raisins—Some Malagas quoted.
Brazil Nuts—Up $\frac{1}{2}$ cent.

Montreal, April 7, 1910.

The feature of the week is the rocket like advance of tapioca. It went from $4\frac{1}{4}$ to 6 cents in one jump, with prospects of a still further rise. If it duplicates a similar performance which took place a few years ago, it will go to over 6 cents in the primary markets. The cause of this former advance is said to be the same as in the present case. Of course, it is impossible to tell at present whether the result will be as big an advance as before, but it looks decidedly like it.

Sugar is quiet this week. Molasses is showing more activity. Jobbers are beginning to realize that the proper time to have laid in their stock of fancy molasses has passed. Demand is increasing and they now have to buy at the importer's price.

Brazil nuts are up $\frac{1}{2}$ cent.

The new tariff changes have excited little comment among local men. All agree that it will help considerably and no local industry is menaced by the reductions.

Trade in general has showed considerably increased activity and the week has been better than the corresponding one last year.

Sugar—Sugar matters are somewhat dull at present. This is only a natural outcome of the almost feverish activity shown recently. Orders are beginning to be more frequent, however, and the outlook is good.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	6 15
" " 5 lb. cartons, each	0 37 $\frac{1}{2}$
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 $\frac{1}{2}$
Extra ground, bbls.	5 50
" " 50-lb. boxes	5 70
" " 25-lb. boxes	5 90
Powdered, bbls.	5 30
" " 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

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

Syrup and Molasses—For future delivery there is a good demand for fancy molasses. Jobbers are beginning to realize the mistake they made in holding off, as primary prices are if anything slightly higher this week. For immediate delivery the demand is improving.

Syrup sales are good even though Lenten sales are a thing of the past.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " barrels	0 39	0 41
" " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
" " 4-bbls.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
" " 2-bbls.	1 30	1 30
" " 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" " 5-lb. " 1 doz. "	2 85	2 85
" " 10-lb. " 1 doz. "	2 75	2 75
" " 20-lb. " 1 doz. "	2 70	2 70

Tea—Teas are steady at former quotations. The new crop samples are expected in from four to six weeks and a large increase in activity will take place. Until then the conditions will probably present no new features.

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

Coffee—Coffees in all lines are decidedly firm. No changes in quotations are expected as a result. Sales continue good and in fact are on the increase to a slight extent.

Mocha	0 18 $\frac{1}{2}$	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—There is a decided firmness in the spice market at present. Sales are good and prospects are that they will continue. Peppers are low on account of local competition, but it is thought this will be only temporary, as demand is very good.

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

Dried Fruits—A few Malaga table raisins are reported on the market. They are selling at \$2.25 per box. Prunes are in good demand. Other lines are somewhat dull, but prices in all lines are unchanged.

Currants, fine filiatras, per lb., not cleaned	0 05 $\frac{1}{2}$
" " cleaned	0 06 $\frac{1}{2}$
" Patras, per lb.	0 07 $\frac{1}{2}$
" Vostizzas, per lb.	0 08
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 $\frac{1}{2}$
80-90	0 06
90-100	0 05 $\frac{1}{2}$
Raisins—	
Australian, per lb., (to arrive)	0 08 $\frac{1}{2}$
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 $\frac{1}{2}$
" " 4-crown, per lb.	0 08 $\frac{1}{2}$
" sultana, per lb.	0 07 $\frac{1}{2}$
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06 $\frac{1}{2}$
" 4-crown layers, per lb.	0 06 $\frac{1}{2}$

Nuts—Brazils are up $\frac{1}{2}$ cent and are reported scarce. Peanuts are in fair demand, otherwise the market is quiet.

In shell—	
Brazils	0 14 $\frac{1}{2}$ 0 15 $\frac{1}{2}$
Filberts, Sicily, per lb.	0 13
" Barcelona, per lb.	0 10 $\frac{1}{2}$
Tarragona Almonds, per lb.	0 12 0 13
Walnuts, Grenobles, per lb.	0 13 0 14 $\frac{1}{2}$
" Marbots, per lb.	0 12 $\frac{1}{2}$
" Cornes, per lb.	0 11 $\frac{1}{2}$
Shelled—	
Almonds, 4-crown selected, per lb.	0 32 $\frac{1}{2}$ 0 35
" 3-crown "	0 31 $\frac{1}{2}$ 0 33
" 2-crown "	0 30
" (in bags), standards, per lb.	0 26 0 27
Cashews	0 15 0 17
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13 0 15
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 28 0 30
Broken	0 23 0 27

Evaporated Apples—There is only a moderate demand for evaporated apples at present prices. Last week's spurt seemed to be only temporary, and conditions are about what they were the week before.

Evaporated apples, prime	0 08	0 08 $\frac{1}{2}$
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Beans and Peas—There is little of interest in beans and peas this week. Sales are small at old prices.

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

Rice and Tapioca—Tapioca has gone up from $1\frac{1}{4}$ to $1\frac{1}{2}$ cents, making it now $5\frac{1}{2}$ -6 cents. The cause, it is stated on good authority, is indirectly due to the boom in rubber. It appears that the production of tapioca is being seriously threatened by the absorption of the land for the rubber plantations. This is almost a repetition of the thing which happened some years ago, when the price of tapioca in the primary markets was up to over 6 cents. Rice is steady at former quotations.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " 1/2 pockets, 12 1/2 pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " 1/2 pockets, 12 1/2 pounds	2 85
Tapioca, medium pearl	0 05 $\frac{1}{2}$ 0 06

CANNED GOODS

MONTREAL—The feature of the week is the increasing demand for fruits. Until lately, vegetables have been the best by far in popular demand. Now, however, fruits are fully on a par with them, and show new vigor daily. Vegetables continue in strong demand.

Lobsters and sardines are best in canned fish, the former being in particularly good demand. There is a good demand for meats and prices of several

DIRECTORY OF

Manufacturers, Manufacturers' Agents,
Brokers, Etc.

BRITISH COLUMBIA

**W. A. JAMESON
COFFEE CO.**

Importers and Roasters of High Grade
Coffees.

Manufacturers and Proprietors of
"Feather-Light" Brand Baking Powder
We also carry a full line of TEAS,
SPICES, etc.

Mail orders promptly attended to.

Cor. Langley and Broughton Sts.
VICTORIA, B.C.

F. G. EVANS & CO.
139 Water St. VANCOUVER, B.C.,
Wholesale Grocery Brokers and
Manufacturers' Agents

Correspondence Solicited.

**VICTORIA
FRUIT GROWERS' ASSOCIATION**

The largest packers and shippers of first-
class Fruits of all kinds in British Columbia.

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COR. WHARF AND YATES STS. - VICTORIA
Branch at 140 Water Street, Vancouver.

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Vancouver, B.C.

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R. Robertson & Co.

912-913 Dominion Trust Bldg
VANCOUVER, B.C.

Wholesale Brokers
GROCERIES, PRODUCE, FRUITS, GRAINS
Importers and Exporters

Reference—Bank of Montreal.
Write us for information about B.C. trade.
Cable Address—"Robin," Vancouver.
Codes—A B C, 5th Edition; Revised Economy; Modern
Economy; Utility and Dowling's.

WILLIAM W. DUNCAN

Broker and Manufacturers' Agent
DISTRIBUTING
Free and Bonded Warehouses
VANCOUVER - VICTORIA

HERMAN ERB

Manufacturers' and Wholesale Com-
mission Agent
P. O. BOX 405
522 Bastion Street, Victoria, B.C.
Open for a few more agencies

THE CANADIAN GROCER

British Columbia Office at Room 11, Hartney Chambers,
Cor. Pender and Homer Sts., Vancouver.
H. HODGSON Manager

When writing advertisers kindly men-
tion having seen the advertisement in
this paper.

McLEOD & CLARKSON

Manufacturers' Agents and Wholesale Commission
Agents

144 WATER ST., VANCOUVER, B.C.

Can give strict attention to a few first-class Gro-
cery Agencies. Highest References.

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

Andrews & Nunn

Manufacturers' Agents and
Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building
VANCOUVER, B.C.

Correspondence
Solicited

Highest
References

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

The West India Co., Ltd.

The Canadian house of

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

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

WEST INDIAN PRODUCE

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL

Building Up and Making Permanent

Advertising has helped, able travellers deserving of the confidence of the trade have helped; but I have always believed that in building up the Red Rose Tea business and making it permanent, quality is more than advertising and more than salesmanship. Quality accounts for the magnificent progress Red Rose Tea has made in Ontario since its introduction ten years ago. It is this quality that has created the faith the trade have in Red Rose. It is this quality that enables you to have the same confidence in Red Rose I have. Because of this quality it will pay you to recommend

Red Rose Tea

Front Street East,
Toronto, Ont. }
315 William Ave., } Branches
Winnipeg, Man. }

T. H. ESTABROOKS
ST. JOHN, N.B.

THE CANADIAN GROCER automatically selects the people its advertisers need to reach. It is read every week by the open-minded, alert and inquiring merchants in every section of the country, at a time when they are seeking information and suggestions to guide their actions.

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THE CANADIAN GROCER

lines are up, tongue being 50c higher. Imported herrings are scarce.

Peas, standard, dozen	1 07 1/2	1 10
Peas, early June, dozen	1 10 1/2	1 12 1/2
Peas, sweet wrinkled, dozen	1 52 1/2	1 60
Peas, extra sifted, dozen	3 87 1/2	3 92 1/2
Peas, gallons	0 85	0 85
Beans, dozen	0 80	0 82 1/2
Corn, dozen	0 85	0 90
Tomatoes, dozen (Ontario and Quebec)	1 37 1/2	1 40
Strawberries, dozen	1 75	1 65
Raspberries, 2s, dozen	2 65	2 65
Peaches, 3s, dozen	1 66	1 66
Pears, 2s, dozen	2 30	2 30
Pears, 3s, dozen	1 50	1 55
Plums, Greengage, dozen	0 95	1 00
Plums, Lombard dozen	1 60	1 60
Lawtonberries, 2s, dozen	1 87 1/2	1 90
Clover Leaf and Horseshoe brands salmon—		
1-lb. talls, per dozen	1 30	2 02 1/2
1-lb. flats, per dozen	0 95	1 00
Other salmon	1 35	1 40
Humpbacks, dozen	1 60	1 65
Cohoos, dozen	1 85	2 00
Red Spring, dozen		
Red Sockeye, dozen		
Lobster Futures		
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$1.25.		
1-lb. flats, doz., \$4.50.		

Compressed corned beef, 1s	2 50	Mixed collops, 2s	1 60
Compressed corned beef, 2s	2 90	Corned beef hash, 1s	2 80
English brawn, 2s	3 00	Corned beef hash, 2s	3 50
Boneless pigs feet, 2s	3 00	Jellied hocks, 2s	10 00
Ready lunch veal loaf	1 30	Jellied hocks, 6s	10 00
Ready lunch veal loaf	2 40	Paragon ox tongue, 1s	7 50
Roast beef, 1s	1 65	Paragon ox tongue, 2s	8 50
Roast beef, 2s	2 99	Paragon ox tongue, 2s	9 50
Stewed ox tail, 1s	1 69	Paragon lunch tongue	4 00
Stewed kidney, 1s	1 59	1s	4 00
Stewed kidney, 2s	2 65	Tongue lunch, 1s	3 50
Mixed collops, 1s	1 40	Sliced smoked beef, 1s	1 60
		Sliced smoked beef, 1s	2 60

TORONTO—Canned goods are moving fairly well and the stocks are not any too heavy to measure out to the end of the season. Prices are unchanged but strong.

Beans	0 85	0 90	Red pitted cherries, 2s	1 75	
Corn	0 80	0 85	Gallon apples	2 45	2 75
Peas	1 10	1 60	Bartlett pears	1 65	
Pumpkins	0 80	0 85	Heavysyrups, 2s	1 15	
Tomatoes, 3s	0 80	0 85	Light " 2s	2 40	
Strawberries, 2s	1 40	1 50	Heavy " 3s	1 70	
Raspberries, 2s	1 60	1 67 1/2	Light " 3s	0 80	0 85
Peaches, 2s	1 65	1 65	Lombard plums, 2s	0 80	0 85
" 3s	2 65	2 65			
Lawtonberries	1 65	1 65			
Clover Leaf and Horseshoe brands salmon:					
1-lb. talls, dozen	1 90	1 90	Red Spring, doz.	1 55	1 65
1-lb. flats, dozen	1 25	1 25	Red Sockeye, dz.	1 65	1 70
1-lb. flats, dozen	2 12 1/2	2 12 1/2			
Other salmon prices			Lobsters, halves, per dozen	1 85	2 20
are:			Lobsters, quarters, per dozen	1 85	2 40
Humpbacks, doz	0 95	1 00			
Cohoos, per doz.	1 45	1 50			

ONTARIO MARKETS

POINTERS—
Sugar—Market easier.
Cream of Tartar—Advancing market.
Tapioca—Advanced.

Toronto, April 7, 1910.

The wholesale grocers are busy getting ready with their shipments for the opening of navigation. This is earlier than usual, owing to the early spring weather. This, in addition to the ordinary business, gives the wholesale trade an active appearance.

Business on the whole is satisfactory and up to all reasonable expectations. Wholesalers are expecting a great many retail grocers to respond to their invitations to meet with them at their annual conference. The trade, both wholesale and retail, realize the fact that their interests are in common, and that proper adjustments are necessary. As this is the first meeting of the kind ever held in Canada it should be well attended.

Sugar—The sugar market is steady, but very firm. Raw sugars are fluctuating, but generally end up at the highest

point. Another advance does not look quite as likely this week as last.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " " " barrels	5 95
" " " " " 100 lb. boxes	6 05
" " " " " 50 lb. boxes	6 15
" " " " " 25 lb. boxes	6 35
" " " " " cases, 20-5 boxes	7 60
Paris jumps, in 100-lb. boxes	6 15
" " " " " in 50-lb. "	6 15
" " " " " in 25-lb. "	7 10
Red Seal	5 20
St. Lawrence granulated, barrels	4 90
Beaver granulated, bags only	5 20
Redpath extra granulated	4 90
Imperial granulated	5 10
Apadia granulated (bags and barrels)	5 10
Wallaceburg	4 80
St. Lawrence golden, bbls.	5 10
Bright coffee	4 90
No. 3 yellow	4 90
No. 2 " "	4 75
No. 1 " "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Syrup and Molasses—Nothing more than the ordinary regular demand can be reported in these lines. The market is dull but no changes in values.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.	2 50	Gallons, 6 to case	4 80
in case	2 50	" " 12 "	5 40
5 lb. tins, 2 doz.	2 85	Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.	2 75	Molasses—	
in case	2 75	New Orleans, medium	0 31 0 33
20 lb. tins, 1 doz.	2 70	New Orleans, bbls.	0 29 0 31
in case	2 70	Barbadoes, extra fancy	0 45
Barrels, per lb.	0 03 1/2	Porto Rico	0 45 0 62
Half barrels, lb.	0 03 1/2	Muscovada	0 30
Quarter "	0 03 1/2		
Pails, 3 1/2 lbs. ea.	1 80		
" 25 " "	1 30		

Tea—The tea trade knows no let up, no dull season, no change, but a constant drive. It takes the tea men hustling to supply every man, woman and child with about 4 1/2 lbs. of tea in a year—but that is what they are doing.

Coffee—The coffee trade is active with prices firm, but there are no changes.

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

Spices—Spices are in good demand and prices are firm with advances in several lines, especially cream of tartar, which is likely to make a decided move upwards.

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

Dried Fruit—Dried fruits are beginning to move more freely, but on the whole the dried fruit trade is considerably below the mark. Some admit that they cannot account for it, and others see the cause in the abundance of cheap apples. However, the best part of the season is yet to come so that it may work out all right before the new fruit will be available.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	0 11 1/2
40 to 50 " "	0 09
50 to 60 " "	0 07 1/2
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05 1/2
Same fruit in 50-lb. boxes 1 cent less.	
Apricots	0 15
Standard	0 15
Choice, 25 lb boxes	0 17
Fancy	0 17
Candied and Drained Peels—	
Lemon	0 09 0 11
Orange	0 11 1/2 0 12 1/2
Citron	14 17
Figs—	
Elemes, per lb.	0 08 0 10
Tapnets	0 03 1/2 0 04
Bag figs	0 03 1/2 0 04
Dried peaches	0 08 0 08 1/2
Dried apples	0 07 1/2
Currants	0 06 0 07
Fine Filiatras	0 06 0 07
Patras	0 07 1/2 0 08
Uncleaned 1c less.	
Vostizzas	0 08 1/2 0 09

Raisins—	
Sultana	0 05 0 05 1/2
" fancy	0 06 0 07
" extra fancy	0 08 1/2 0 09
Valencias, new	0 06 0 06 1/2
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07 1/2
" 12 oz. "	0 06
Dates—	
Hallowees	0 05 0 05 1/2
Fards choicest	0 08 1/2
Sairs	0 05

Rice and Tapioca—Rice is exceptionally cheap, but tapioca has advanced about a cent. Rice is a wholesome food and it is cheap for those who complain about the high cost of living.

Rice, stand. B.	Per lb.	0 63 0 03 1/2
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal		2 85
Rangoon	0 03 1/2 0 03 1/2	
Patna	0 05 1/2 0 05 1/2	
Japan	0 04 1/2 0 05	
Java	0 06 0 07	
Carolina	0 10 0 11	
Sago	0 05 0 06	
Seed tapioca	0 06	
Tapioca, medium pearl	0 04 1/2 0 05 1/2	

Evaporated Apples—These are moving slowly, owing to the cheap green fruit.

Evaporated apples	0 07 1/2 0 08
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Nuts—New Brazil nuts will be in, in a few weeks. As we are not in the habit of eating nuts except in the winter, we never eat these nuts when they are at their best. If grocers would get them as soon as they come in, and tell their customers that they were fresh, it is quite likely that they could sell a lot of them.

Almonds, Formigetta	0 11 1/2
" Tarragona	0 12
" shelled	0 32 0 35
Walnuts, Grenoble	0 13 1/2
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 29 0 30
Filberts	0 12 0 12 1/2
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Beans—The bean market is quiet, but a fair demand continues. There is nothing in view that would indicate much change.

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

MANITOBA MARKETS

Winnipeg, April 7, 1910.

Wholesalers report a general briskness everywhere in the west. A feature of the trade is that retailers are carrying an ever widening range of goods. The increased population and the development of rural work have stimulated the trade and retailers are stocking to keep pace with the rapidly growing demand. It is believed that the efforts to compete with the heavy mail-order trade is thus proving successful and more trade is going to the local retailers than during last year. Not only are prices being adjusted but good business tactics are being used to induce local customers to shop at home.

The market on the whole is firm, some few reductions however are recorded. The dried fruit and nut markets are firm but reductions may be made, due to the new tariff schedule.

Sugar—There is no change in the prices of sugar but the raws have been reduced. This may mean a general weakening of the market but nothing is certain yet.

Montreal and B.C. granulated, in bbls	5 65
" " in sacks	5 70
" yellow, in bbls	5 25
" " in sacks	5 20
Iceing sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 20
Powdered sugar, in bbls	6 50
" " in boxes	6 00
" " in small quantities	6 65

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Lump, hard, in bbls.	6 0
" " in 1-bbls.	6 60
" " in 100-lb. cases	6 50

Syrup and Molasses.—Syrup has been reduced and the following prices hold to-day. Molasses has been moving freely and some lines are scarce on the market just now.

Syrup—	
24 2-lb. tins, per case	2 15
12 5-lb. tins, per case	2 55
6 10-lb. tins, per case	2 40
3 20-lb. tins, per case	2 45
Half bbls., per lb.	0 03½
Barbados molasses in 1-bbls., per gal.	0 50
Gingerbread molasses, 1/2 bbls., per gal.	0 40
New Orleans molasses, 1/2 bbls., per gal.	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits.—Cables from Greece say that the bill providing for the uprooting of 25 per cent. of the currant vines has now become law, therefore higher prices are likely to prevail in the near future. The following prices of currants are quite low under any circumstances. Prunes are scarce now and only the smaller sizes are on the market. In these a firm price prevails and construction camps will probably suffer this season. Quotations may be reconstructed shortly due to the new tariff rates which affect these lines most particularly.

Smyrna Sultana raisins, uncleaned, per lb.	0 06	0 11
" " cleaned, per lb.	0 09	0 3
Valencia raisins, Rowley's, f.o.s. per case, 28's.	1 65	
" " selects " 28's.	1 40	
" " layers " 28's.	1 95	
California raisins, choice seeded in 1-lb. packages	0 06	
" " fancy seeded, in 1-lb. packages	0 06½	
" " choice seeded in 1-lb. packages	0 07½	
" " fancy seeded in 1-lb. packages	0 08½	
Raisins, 3 crown muscatels, per lb.	0 06½	0 07
Prunes, 9-100, lb.	0 05	0 07½
" " 80-90 "	0 05½	0 08½
" " 70-80 "	0 05	0 08½
" " 60-70 "	0 06½	0 09 0 12
Currants uncleaned, loose pack, per lb.	0 06½	
" " dry, cleaned, Filiatras, per lb.	0 06½	
" " wet, cleaned, per lb.	0 07½	
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½	
Pears, per lb.	0 09 0 15	
Peaches, stand-		
ard, per lb.	0 08½	
Peaches, choice.	0 09	
Apricots, stand-		
ard, per lb.	0 15	
Apricots, choice		
per lb.	0 15½	
Plums, pitted, lb	0 11 0 12½	
Nectarines, lb.	0 09½	
Dates, per lb.		
Hallows, bulk	0 06½	
Dates, Fard, 9½		
lb. boxes.	1 30	
Dates, packages		
30 in case.	0 07	
Figs, per lb.	0 04½ 0 05	
Peel, lb., lemon	0 19½	
" " orange	0 10	
" " citron.	0 13½ 0 18	

Honey.—The trade has kept up well and a good supply is on hand. The 60 lb. tins have been moving most strongly and all lines may be forced up soon.

Honey, 2½ lb. tins, per tin.	0 37½
" " 5 lb. tins, per tin.	0 75
" " 12 oz. jars, per dozen.	1 90
" " 60-lb. tins, per lb.	0 15

Beans.—Although these prices are comparatively low they are held firm at present. A ten-cent advance is expected shortly, and if supplies continue to be short a strong market may then continue.

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

Tapioca and Sago.—Due to wholesale competitions prices have been reduced and the following prices hold to-day. This is only temporary, however, as the market should be at least 5 cents in both commodities to be normal.

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

Nuts.—Nuts have been particularly mentioned in the tariff list of reductions and the high prices that have been maintained for some time on some nuts may be reduced. It will be interesting to watch the market.

Shelled Walnuts, in boxes, per lb.	0 30
" " small lots, per lb.	0 31
" " Almonds, in boxes, per lb.	0 33
" " small lots, per lb.	0 34
Peanuts, Japan, per lb.	0 13 0 16

Rolled Oats.—We quote rolled oats down 5 cents to-day. We believe the reduction is not general and will not last. Competitors are warring over this commodity and a settlement should come soon.

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

Barley.—A firm trade is reported and prices are not strong. Plenty of supplies are reported in Ontario. The commodity is popular everywhere in the west.

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

Maple Syrup.—The maple syrup market is in the transition just now and new goods may be slightly lower. The present western market is as follows:

24 quarts, per case.	5 10
12½ gallons, per case.	5 15
6 gallons, per case.	9 3½

Cornmeal.—There is nothing to report except the quotations which are as follows:

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

Evaporated Apples.—Supplies are plentiful in the inferior grades which are quoted at about 7½ cents. Choice lines are selling at 8½ cents just now which is a further reduction.

Fresh Fruits and Vegetables.—Native lines are scarce and prices are up. The apple trade is petering out and only a few high grades are left.

Carrots, per lb.	0 03
Potatoes, per bushel.	0 50
Cal. cauliflower, per crate.	4 50
Native cabbage, per lb.	0 03
Native o.c.s., per bushel.	1 00
Native onions, per doz.	0 50
Oranges.	3 10 3 75
Lemons.	4 5 6 00
Apples, Ontario, per box.	4 00 6 00
Grape Fruit, per crate.	6 00
Grapes, per keg.	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	8 00 9 00
Tomatoes, per crate.	5 00

Canned Goods.—Wholesalers are waiting for navigation to open when a large shipment will come in. Pears, lawtonberries and gallon apples are scarce. Peaches are firmer.

Lard.—It is believed that lard will be forced up at an early date. Some houses are in advance of these prices, and it will be interesting to watch the market.

Pure, 20-lb. pails.	3 50
" " 3-lb. tins, 60-lb. cases.	11 25
" " 10-lb. tins, 60-lb. cases.	11 00
Compound, 20-lb. pails, per pail.	2 80
" " 5-lb. tins, 60-lb. cases.	8 80

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., Apr. 7, 1910.

Hams and bacon are naturally on the increase, consequent on the high prices of the raw material. One brand of hams has gone up from 19½c to 22c, and bacon has jumped from 21c to 24c.

Considerable of an advance is also noted in all the standard brands of condensed cream, from \$5.10 to \$5.50 a case.

Although spring weather has been a feature for a week or two, it has not been sufficient to make any difference in the price of butter, and it is generally thought that a higher price will obtain this year than formerly. Eastern choice, which is brought in here by dealers and bricked under their own

labels has gone up from 30c to 32c, while the next grade has been advanced a couple of cents, and takes the former price of the best. Australian butter is selling at 32c, but the quality is only fair.

Local eggs are down to 35c, which is about as low as they will get. The article from California is only two or three cents cheaper. Quality on the whole is good.

There is a tendency to clear out potato stocks now that the time is coming on when new potatoes will soon be on the market. Good California Burbanks are jobbed at \$25 a ton, and locals at \$20, though the latter are not bought at this time of year if anything else offers.

Early June peas have advanced from \$1.30 to \$1.40 a dozen, which is 20c a case.

Sugar, standard		Butter, local	
granulated.	5 80	creamery.	0 45
Sugar, imported.	5 25	Butter, Western	0 22 0 25
Val. raisins, lb.	0 05½	Eggs, Eastern	0 30
Cal. "	0 07	Eggs, California.	0 33
Prunes.	0 05½ 0 07½	Eggs, local.	0 35
Currants.	0 06½ 0 07½	Cheese, Ontario	0 14½ 0 15
Dried apricots.	0 11 0 13	" Manitoba	0 14
Flour, Standard,		Bacon.	0 24
bbl.	6 90	Lard, pure	0 20
Cornmeal, p. 100		Lard, compound	0 17½
lb.	2 60	Potatoes—	
Beans, per lb.	0 03½ 0 04½	Ashcroft's, ton.	40 00
Rice, per ton.	68 00 76 00	Local, ton.	20 00
Tapioca, per lb.	0 03½	Cal. Burbanks.	25 00
Apples, box.	2 75 3 00	Canned Goods—	
Evaporated		Peas, Early June	1 40
apples.	0 08½	Tomatoes.	1 27½
Butter, Eastern	0 25	Corn.	1 02½
dairy in tubs.		Apples.	3 42½
Butter, Eastern	0 30 0 32	Strawberries.	2 15
dairy, choice.		Raspberries.	1 65

NEW BRUNSWICK MARKETS.

St. John, N.B., Apr. 7, 1910.

In the local market, pork has again advanced \$1 per barrel. Oatmeal and cornmeal have declined. The jobbers report a good business being done in seeds. Last week some grades of timothy were advanced 30 cents a hundred. Present market prices are as follows:—

Corrected by Wire.	
Sugar—	
Standard gran.	5 30 5 40
Austrian "	5 20 5 30
Yellows.	4 80 5 20
Flour, Manitoba	6 55 6 65
" Ontario.	5 85 6 15
Cornmeal, bags.	1 55 1 57
" bbls.	3 25 3 30
Rolled oats, bbls	5 0 5 10
Buckwheat,	
west, grey, bag	2 90 3 00
Val. raisins, lb.	0 05½ 0 06½
Cal. raisins, seed-	
ed.	0 07½ 0 08½
Currants, lb.	0 07 0 07½
Prunes, lb.	0 05½ 0 09
Rice, lb.	0 03½ 0 03½
Beans, hand	
picked, bus.	2 25 2 30
Beans, yellow	
eye, bus.	3 60 3 75
Cheese, lb.	0 13½ 0 14
Lard, compound	
lb.	0 14 0 14½
Lard, pure, lb.	0 18½ 0 18½
Pork, domestic	
meas.	29 00 29 50
Pork, Ameri-	
can clear.	31 00 34 00
Beef, Ameri-	
anplate.	18 75 19 00
Beef, Canadi-	
an plate.	18 25 18 50
Molasses, fcy.	
Barbados, gl	0 33 0 34
Butter, dairy,	
lb.	0 22 0 25
Butter, cream-	
ery, lb.	0 26 0 29
Eggs, doz.	0 24 0 26
Eggs, new laid	0 28 0 30
Potatoes, bbl.	1 25 1 50
Canned goods—	
Peas, doz.	1 10 1 50
Corn, doz.	0 85 0 90
Tomatoes, dz	0 95 1 00
Raspberries,	
dozen.	1 90 2 00
Strawberries,	
dozen.	1 65 1 75
Salmon, case—	
Red spring.	6 50 6 75
Cohoos.	6 00 6 25
Peaches, 2's,	
dozen.	1 70 1 80
Peaches, 3's,	
dozen.	2 80 2 90
Baked beans,	
dozen.	1 15 1 25
Fish—	
Cod, dry.	3 25 4 50
Herring, salt,	
half bbls.	2 60 2 70
Herring,	
smoked, box	0 11 0 12

NOVA SCOTIA MARKETS.

Halifax, April 7, 1910.

The wholesale grocery jobbers report a good volume of business in practically all lines. The orders that are coming in from the outside districts are good all round, and trade is expected to show

further expansion as the condition of the roads improve. The sales of some lines are not quite as heavy as they otherwise would be on account of the prevailing high prices asked. These lines are principally pork products, barrelled beef, and poultry.

The provision dealers say that business is excellent, and that a large quantity of goods are being turned over. Prices this week have an easier tendency. While the demand for potatoes is good, the supply is also good, and a large quantity of New Brunswick potatoes are being marketed here. The stock is first-class and they find a ready sale. The arrival of these potatoes has caused a drop of ten cents per bushel in the price of Nova Scotia and Prince Edward Island potatoes.

Corrected by Wire.

Creamery prints	per lb. 0 26	0 27	Beef, Canadian	per bbl. 18 00
Creamery solids	per lb. 0 27	0 28	Hams smoked	.... 0 16 1/2
Dairy, tubs, lb.	0 23	0 24	Pork, fresh	.... 0 10
Fresh eggs, doz.	.... 0 22		Codfish, quintal	.... 5 50
Sugars—			Herring, pickled	.... 5 00
Extra Standard,			Apples, per bbl.	1 50
granulated	.... 5 15		Potatoes—	.... 3 00
Austrian, bags,			P. E. Island, bag	.... 1 40
granulated	.... 5 05		Nova Scotia	.... 1 60
Bright yellow	.... 4 85		Onions, Spanish	.... 0 02 1/2
No 1 yellow	.... 4 75		per lb.	.... 0 02 1/2
Flour h. wheat			Onions, American,	per lb. 0 02 1/2
per bbl. 6 40	6 50		Onions, Canadian,	per bag 1 60
Flour, Ontario			blends, bbl. 5 75	5 85
blends, bbl. 5 75	5 85		Cornmeal, bag.	1 70
Cornmeal, bag.	1 70	1 75	Oats	.... 0 54
Oats	.... 0 54	0 55	Pork, American	
Pork, American			per bbl. 28 00	
per bbl. 28 00			Pork, clear bbl.	31 50
Pork, clear bbl.	31 50	32 00	Beef, American	
Beef, American			pate per bbl. 18 25	
pate per bbl. 18 25				
			Barbados, bbl. 0 38	
			Molasses, fancy	.... 0 32
			Barbados, gal.	0 32
			Beans, bushel	.... 2 25
			Rolled Oats, bbl.	5 25
				5 40

TRADE CHANGES OF THE WEEK.

Grocery Businesses That Have Been Sold, Assignments Made, and New Stores Opened.

Ontario.

J. H. McKeen, grocer, Ottawa, is succeeded by Lapensee & Lafleur.

J. F. Pelan, grocer, St. Thomas, Ont., is succeeded by McIntyre Bros.

S. E. Cornell, grocer, Sarnia, Ont., advertises his business for sale.

The Anchor Packing Co., Walkerville, Ont., has obtained a charter.

The Canadian Cereal and Milling Co., Toronto, has obtained a charter.

A meeting of creditors of Jno. McIlroy, grocer, Madoc, Ont., is called for the 11th inst.

Quebec.

L. E. Lamontagne, general merchant, Cap Chatte, Que., has assigned.

Assets of Edmond Auger, general merchant, St. Leonard, Que., are to be sold.

Assets of J. E. Tremblay, general merchant, Grande Baie, Que., are to be sold on the 14th inst.

Maritime Provinces.

R. P. Murphy, grocer, Inverness, N.S., has assigned.

McLeod & Spence, general merchants, Port Elgin, N.B., are incorporated.

Western Canada.

Wm. Rabinovitch, grocer, Winnipeg, has sold to L. Wasel.

H. Hilton, general merchant, Cypress River, Man., has sold to S. Haltalin.

Clingan, Scales & Carscadden, general merchants, Virden, Man., have dissolved.

Meeting of creditors of A. E. Watt, general merchant, Bienfait, Sask., has been held.

TARIFF CHANGES NOW IN EFFECT

The Department of Customs at Ottawa has sent out notice of the change in Canadian tariff resulting from the recent negotiations with the United States. These changes were given in last week's issue of The Grocer, being a reduction from the General tariff to the Intermediate tariff on 13 articles, and are given to all countries. The new schedule came into effect on March 31st.

The duty on dates and figs has been reduced 7 1/2 cents per 100 lbs.; on prunes, dried plums (unpitted), raisins and dried currants the reduction is 1-3 of a cent per lb. Nuts have been reduced 1 cent per lb., the duty now standing at 2 cents. The reduction on soap powders, powdered soap and soap n.o.p., is 2 1/2 per cent.

WHAT IS A SANITARY STORE?

Here is one grocer's definition of a sanitary grocery store:

No fruits or vegetables exposed for sale on the outside to catch the microbes in the floating dust.

No stale or dried up fruit and vegetables on the inside.

No slovenly clerks with dirty hands to wait on customers.

No low grade, trashy goods to offer you—not how cheap, but how good.

A sanitary grocery store is equipped with glass cases and sanitary bins which keep out dust and insects, with a sanitary refrigerator, and has a proprietor who insists that the place be kept as near absolute cleanliness as possible.

SUGAR RECEIPTS AT HALIFAX.

Halifax, N.S., April 7.—During the year ending March 31st, there was paid at this port in duties on West India sugar about \$700,000. The quantity on which duty was paid during the year was 459,620 bags, 5,021 barrels, 1,374 hogsheads and 40 tierces, as against 412,384 bags, 5,493 barrels 556 hogsheads and 65 tierces during the year ending March 31st, 1909. These figures, of course, do not include shipments of sugar landed here and forwarded to other places by rail. The quantities from the different islands paying duties here during the past year, were as follows: St. Kitts, 103,052 bags, 1,214 bbls.; Montserrat, 173 bags, 82 bbls.; Antigua, 35,495 bags; Barbadoes, 26,375 bags, 75 bbls., 1,260 hhd.; Jamaica, 82,933 bags, 1,680 bbls., 40 tierces; Trinidad, 66,909 bags; Demerara, 99,517 bags; St. Vincent, 1,120 bags, 114 hhd.; St. Lucia, 3,000 bags; Nevis, 3,690 bags, 850 bbls.; San Domingo, 12,478 bags; Cuba, 25,908 bags.

TRADE NOTES.

Dickason & Armstrong is the name of a new firm which will enter the tea field in St. John, N.B., in the near future. Clive Dickason and B. Marshall Armstrong are the principals.

Wilbur G. Grant for over two years city traveler for the "Salada" Tea Co. went west on March 1st to take charge of the firm's business in British Columbia. He will make Vancouver his headquarters.

W. J. Lefebvre, who was arrested last week in connection with the Rattray case, was acquitted immediately he was given a hearing on Thursday, as it was proved that he was acting on instructions when he signed the letter mentioned in connection with the matter, and which action was the cause of the warrant issued against him.

On Saturday night of last week the Toronto staff of Red Rose Tea held a "warehouse warming" to celebrate their recent removal from Wellington St. to 7 Front St. East. After refreshments several toasts were drunk and speeches made by travelers and members of the office staff. Geo. H. Campbell, the manager presided. T. H. Estabrooks, St. John, N.B., was unable to be present but sent along a telegram. Those present received a pretty souvenir booklet containing the menu, program, a sketch from "Pickwick Papers," several illustrations and a historic reference to tea.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Galt "Classik" ceilings and walls, by giving that neat, clean appearance so essential in the store selling food products, have increased materially the sales of many grocers all through Canada. And outside entirely of the fact that they pay for themselves within a short time, by means of their influence on sales, their durability makes them a real economy. "Classik" embossed steel ceilings and walls are not only fire-proof and hygienic, but very artistic and will last forever. Send to Galt Art Metal Co., Galt, Ont., for catalogue.

The trade will find it profitable to buy now Duffy's apple and grape juice, vichy water, Belfast ginger ale, sun ray table water, and the finest tonic, quinquina Bacchus wine. First class goods at correct prices. Ask quotations to-day of Laporte, Martin & Co., Ltd., Montreal.

CAREFULLY STUDIES IDEAS.

L. O. Pearson, grocer, St. Thomas, Ont., has just recovered from an illness lasting since December 4, of typhoid fever and typhoid pneumonia.

Writing to The Grocer, he says: After being permitted to read printed matter I thoroughly enjoyed reading and carefully studying the different ideas advanced in The Canadian Grocer.

Seize the Opportunity!

A grand chance is now offering to place your goods on the booming Western markets. We are here to tell you of the demand, prospects and opportunities which the West is presenting right now, and we will, if you wish it, handle your goods for you on a reasonable commission basis. We have exceptional facilities in our large track warehouses at Winnipeg, Calgary and Edmonton.

May we convince you that we can be of real service to you?

Let us hear what your requirements are.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton

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

Old-Time Purity

of the contents and manufacture is the outstanding feature of

“E. D. S.”  BRAND
JAMS and JELLIES

Our claim to ABSOLUTE purity is stronger than mere assertion. The Government Analyst has certified “E.D.S.” Brand 100 per cent. pure. Send for Bulletin 194 from the Department of Inland Revenue, and see how E.D.S. Brand outrivals all other brands in purity. We use no preservatives or coloring matter, and never have used them.

Isn't this the line to handle, Mr. Grocer—a 'quality' line that never fails to bring the repeats?

Equally profitable to handle is “E.D.S.” GRAPE JUICE—a non-alcoholic, appetising and refreshing drink! It's proving a rare seller. Try a case.

Made by **E. D. SMITH** at his Fruit Farms
WINONA, ONT.



OUR
Maple Leaf Brand
Breakfast

Bacon

IS PERFECTION
Our Own Special Cure

Try it for that Particular
Customer

There is no other just as good

GUNNS Pork and Beef Packers
LIMITED TORONTO

Hams
Bacon
Lard

Prices are higher—higher than we
have seen for many years—but there
is every possibility that they will be
even higher.

You might as well buy the best, and
the best that we know of are those
we have to offer you to-day.

F.W. Fearman Co.
LIMITED
Hamilton

THE MILK
Everywhere Acknowledged to be
Richest and Best



Reindeer Condensed Milk

The dealer wins customers by selling reliable
goods that give satisfaction.

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

MILD CURED
Breakfast Bacon
Skinned Backs
and Hams

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

The WM. RYAN CO.
LIMITED

PACKING HOUSE:
FERGUS, - - ONT.

HEAD OFFICE:
70 and 72 Front St. East, TORONTO

Will Cream Exports to U.S. Affect Butter Market?

Butter Dealers Expect This to be a Feature in Coming Season—May Keep Prices High During the Summer—Egg Prices Not Likely to Get much Lower—Maple Syrup Season Short—No Change in Hog Situation.

The provision market the world over is at a high level, and there is nothing in sight, that shows any reason or even possibility of lower prices in the hog product for some time. In spite of the uncommonly high figure for hogs, the supply does not seem to increase materially.

The butter market is rather unsettled. Prices are forced up above butter value, and in view of the expected lower prices, buyers carry smaller stocks. On the whole, so far, as Canada is concerned, we are approaching our spring make with little on our hands. There is a feature in connection with our dairy prospects which requires to be reckoned with this season and that is the export of cream to the United States under the present tariff. That provisions are made to use a lot of our cream is certain, but to what extent it will affect our market will remain to be seen. It is, however, safe to say that whatever it will amount to, it will have a tendency to keep the price of butter at a high point. From all appearances the Canadian dairy industry, from a farmer's standpoint has a bright outlook.

Cheese also opens up with light stocks on hand and therefore the new make will be in demand as soon as available.

RR—Grocer

MONTREAL.

Provisions—The market is slightly easier, owing to a slackening in demand. Trade is good, however. Live hogs are down 25c and dressed down 50c. Considering the time of year, packers are well satisfied with present conditions and prospects.

Pure Lard—	
Boxes, 50 lbs., per lb.	0 17 1/2
Cases, tins, each 10 lbs., per lb.	0 17 1/2
" " " 5 " " "	0 17 1/2
" " " 3 " " "	0 17 1/2
Pails, wood, 20 lbs. net, per lb.	0 17 1/2
Pails, tin, 20 lbs. gross, per lb.	0 17 1/2
Tubs, 50 lbs. net, per lb.	0 17
Tierces, 375 lbs., per lb.	0 17
Compound Lard—	
Boxes, 50 lbs. net, per lb.	0 12 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12 1/2
" " " 5 " " "	0 12 1/2
" " " 3 " " "	0 12 1/2
Pails, wood, 20 lbs. net, per lb.	0 11 1/2
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2
Tubs, 50 lbs. net, per lb.	0 12 1/2
Tierces, 375 lbs., per lb.	0 12
Pork—	
Heavy Canada short cut mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short cut back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb bbls.	9 25
" " 200 "	18 00
" " 300 "	26 50
Dry Salt Meats—	
Green bacon, flanks, lb.	0 16 1/2
Long clear bacon, heavy, lb.	0 17
Long clear bacon, light, lb.	0 17 1/2
Hams—	
Extra large sizes, 25 lbs. upwards, lb.	0 16
Large sizes, 18 to 25 lbs., per lb.	0 17 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 18
Extra small sizes, 10 to 13 lbs., per lb.	0 18 1/2
Bone out, rolled, large, 18 to 25 lbs., per lb.	0 18 1/2
" " small, 9 to 12 lbs., per lb.	0 19
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 16
Hogs, live, per cwt.	10 25
dressed, per cwt.	14 50

Butter—There are a few odd shipments of creamery arriving, but not in sufficient quantity to make any difference in quotations for at least three or four weeks. It is to be noted that the recent tariff changes between the U. S. and Canada have left the duty of 5c per gal. on cream unchanged. This will be sure to affect our butter product in the coming season. Receipts for the week are 800 packages, as against 708 packages same week last year. For the season they are 405,901 packages, as against 423,264 same season, 1909.

New milk creamery	0 33
Fall creamery solids	0 30 0 30 1/2
Dairy, tubs, lb.	0 22 1/2 0 23 1/2
Fresh dairy rolls	0 24 0 25

Cheese—In English markets cheese is high, quoted at from 63 to 65 shillings. The local demand is sufficient to keep prices firm. New Zealand has become a potent factor in cheese of late. During the past season their exports to England increased over 50 per cent., and the grade is steadily improving. Fodders will undoubtedly open high, this year, which will indirectly have an influence on prices. Receipts for the week are 302 boxes, as against 80 last year, same week. For the season they are 1,972,297 boxes, as against 1,959,676 boxes same season, 1909.

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

Eggs—Arrivals are now coming in fairly freely. There has been little or no packing done as yet, though some will undoubtedly be done in the near future. The hens seem to be laying well and receipts for the week, 7,413 cases, show a decided increase over last year's figures of 6,236 cases. For the season they are 225,044 cases, as against 229,725 cases same season, 1909.

New laid	0 20 0 21
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Maple Products—Sales, particularly of syrup, have been good of late. The make this year has not been as large as was expected, and dealers are having no trouble in disposing of present stocks. Sugar also is in good demand, but most of the sap was only brought to the syrup stage, thus leaving somewhat of a shortage of sugar.

Compound maple syrup, per lb.	0 7 1/2 0 05
Pure townships sugar, per lb.	0 10 0 11
Pure syrup, 84 lb. tin	0 60 0 65
" " 104 lb. tin	0 75 0 80

Honey—There is little life in the honey market this week. Sales are few and prices unchanged.

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

TORONTO.

Provisions—The prices of cured meats are firm, with no chance of lower prices

in view. The prices of dressed hogs run from \$12.75 to \$13, and are sold to butchers in small lots at \$14 a hundred. This brings the meat, after the head and legs are off, to about 17c a lb. on an average for the whole hog. The demand, in spite of the high prices, continues, because the stuff is good and the people will have it. Our contention that quality regulates consumption is holding out.

Long clear bacon, per lb.	0 15 0 15 1/2
Smoked breakfast bacon, per lb.	0 18 1/2 0 19
Roll bacon, per lb.	0 15 1/2 0 16
Light hams, per lb.	0 17 1/2 0 18
Medium hams, per lb.	0 17 1/2 0 18
Large hams, per lb.	0 17 0 17 1/2
Shoulder hams, per lb.	0 14 0 14 1/2
Backs, plain, per lb.	0 20 0 21
" " pea meal	0 21 0 21 1/2
Heavy mess pork, per bbl.	23 00 23 00
Short cut, per bbl.	31 00 31 50
Lard, tierces, per lb.	0 16 1/2 0 16 1/2
" " tubs	0 16 1/2 0 17
" " pails	0 17 0 17 1/2
" " compounds, per lb.	0 13
Live hogs, at country points	9 40 9 60
Dressed hogs	12 75 13 00

Butter—Butter is scarce and unusually high. The supply is scarcely sufficient to meet the demand. These prices are, however, not likely to last long, and lower prices may be looked for in a few weeks. The condition of the market proves that the stored butter is pretty well cleared out, and that the fresh-made is not sufficient to meet the requirements.

Fresh creamery print	
Per lb.	0 29 0 32
Stored creamery solids	0 26 0 27
Farmers' separator butter	0 25 0 27
Dairy prints, choice	0 23 0 24
Baking butter	0 18 0 19

Cheese—There is no change in the local cheese market this week, although the foreign markets are firm, and our cheese in England is in good demand at advanced prices.

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

Eggs—The chase after eggs to meet the present requirements, and also to lay up stock for next winter, is in full swing, and the keenness of the competition keeps the prices high. With the high prices farmers are getting for their eggs, they should put themselves to a little extra trouble and bring them out when they are fresh. Country storekeepers should pay more attention to the quality of eggs, and urge upon their customers the importance of proper handling.

New laid eggs	0 21 0 22
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Poultry—The poultry business is almost at a standstill, owing to the time of the year. With eggs at the high price it would be criminal to kill hens during the best laying time of the year.

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

Honey—The demand for honey keeps up well and on account of the very light crop of maple syrup, it will not meet with much opposition from that source.

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

S. A. McGaw, vice-president and general manager, of the Western Canada Flour Mills Co., sailed for Europe last week.

KITCHEN BRAND MOLASSES

**PRICES
REDUCED
AS FOLLOWS:—**

Freight prepaid on 5 case lots where freight
rate does not exceed 40 cents per 100 lbs.

2's—3 dozen to case, now, 95c. per dozen
3's—2 dozen to case, now, 1.42½ per dozen

Packed also in

5 lb., 10 lb. and 20 lb. Tins,

and

1 gal., 2 gal., 3 gal., 5 gal. Wooden Pails.

The reputation of the brand is your safeguard. It is Canada's standard. Its quality has
been, and always will be maintained. Feature Kitchen Brand Molasses for profit.

Sole Packers

THE IMPERIAL SYRUP COMPANY
MONTREAL

Cotton Rope

QUARTER INCH, COIL

20c. lb.

How Many?

L. CHAPUT, FILS & CIE. Wholesale Importers **Montreal**



MAGIC

Baking Powder



CONTAINS NO ALUM

Made of healthful ingredients, without Alum.
 Magic is a medium priced Baking Powder and the only well-known one made in Canada that does not contain Alum.

Complies with the law of Great Britain by containing no Alum.

Anticipates the Pure Food law of Canada by containing no Alum.

Is honest with consumers by containing no Alum.

No Other Manufacturer of Medium Priced Baking Powder in Canada Can Truthfully Make These Statements.

W. E. Gillett & Co., Limited, Toronto, Ont.

Goodwillie's Fruits

IN GLASS



Have
 You
 Tasted
 Them
 Yourself
 ?

If not,
 do so

Agents:

Rose
 &
 Laflamme
 Limited

Montreal
 and
 Toronto

A Grocer Cannot Sell Goods that the Public Does Not Know : :

There are no well-known goods that the grocer cannot sell.

CLARK'S MEATS are the most advertised, best known and most liked meats in Canada.

They are an absolutely sure sale

Wm. Clark - Montreal

Manufacturer of high-grade
 —Food Specialties—

PROTEST BY BUTTER MERCHANTS.

Montreal, April 7.—By-law No. 399 which requires all peddlers to pay a tax of \$100 has been the cause of a recent visit paid Mayor Guerin by a number of local butter merchants. These men found they could deliver butter in a fresher condition by selling from wagons. Selling in this way, however, has made them amenable to the above by-law, which they consider unjust. Mayor Guerin promised to bring the matter before the council, saying that he could see the justice of their stand, in that they were not strictly in the class this law was intended to restrict. It is not known what action the council will take in the matter.

KEEP A SCRAPBOOK.

Every advertiser, or writer of advertising ought to keep a scrap book of all his advertisements. It need not be a very fancy affair. If the advertisements are not large, the pages of the book need not be large.

A good book for the purpose, when large enough, is a memorandum or account book. Using such a book will enable one to make memoranda, at the side of, or below, the respective advertisements pasted in it, of the names of the publications in which they appeared, the dates, and what returns were traceable to them.

If desired, some of the pages of the book, as for instance every other page, can be removed to make room for the advertisements without having the book lose too much of its shape. But that is a minor matter of detail.

A very useful book can be arranged simply according to dates, one after the other, or according to subjects and dates, publications in which used, or different styles.

The important thing is to keep the advertisements where they can be easily referred to and studied. By this means one can see what advertisements or classes of advertisements have been most successful. This will help materially in the preparation of new advertisements.

By this method principles can be deduced and special rules obtained for the construction of advertisements to suit one's peculiar article, business or environments.

It will also be found that some efforts that were regarded the most hopefully, and with, perhaps, pardonable pride, were failures, while others, less counted upon, were more successful.—Buyers Aid.

BUYING AWAY FROM HOME.

Lindsay, Ont., Apr. 6.—The Board of Trade of Lindsay, which recently held its annual meeting elected a new set of officers who seem to be of the right

stamp. The first topic discussed was that of "Buying at Home" a topic which should interest every grocer in Canada. The remark was made by one of the speakers that he knew of a certain hotelman in town who was in the habit of buying groceries in extra large quantities in Toronto. The grocer knew perfectly well that the citizens are in the habit of buying other lines of goods in Toronto at the departmental stores, but never dreamed that people were going out of town for their groceries. As there is no association here the grocers would do well to join hands with the Board of Trade and help combat the buying away from home evil—one that not only ruins a grocer's business but everybody else's and consequently is a detriment to any town.

WRITE TO

10, Garfield Chambers, Belfast, Ireland
For sample copy of the

**Irish Grocer, Drug, Provision
and General Trades' Journal**

If you are interested in Irish Trade

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.

Sauces



Relishes

are popular alike in mansion and cottage, because they add a zest to the fare that makes eating a pleasure. Their flavor—so unique and distinctive—is the result of long experience in pickling, and their purity is unequalled.

We recommend especially our

South African, Canadian and Chili Sauces

You can handle these lines with profit and satisfaction. Write for prices.

The T. A. Lytle Company, Ltd.

Sterling Road - - - Toronto

**Good Profit For You
From Quality Biscuits
at a Salable Price**

Is not such a proposition one that appeals to your business instinct? Well, it's just what we offer you in our extensive range. It costs nothing to get prices and samples—and we leave the rest to your very good judgment.

HOW ABOUT OUR O.K. SODAS? THEY ARE WINNERS!

The Canadian Biscuit Company, La Perade, Que.

The causes which lie behind Christie reputation.

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

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

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

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

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

Are you making the most of Christie reputation?

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

CHRISTIE, BROWN & CO., Ltd.



Fresh
Supplies
of

Carr's Biscuits

are received frequently by their distributing agents in Canada, and always in car loads.

The retailer can therefore rest assured of the absolute freshness and condition of every biscuit he buys. Carr's biscuits reach the grocer in as crisp a condition as when they leave the factory.

Get hold of, and retain the family trade by means of Carr's specialties.

Ask our agents for them

CARR & CO'Y, CARLISLE, ENG.

Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Brereton Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B. C.; T. A. McNab & Co., St. John's, Newfoundland.

JUST ONE REASON WHY YOU NEED

The McCASKEY ACCOUNT REGISTER

FIRST AND STILL THE BEST.

- ☐ NEITHER you, nor your clerks, can be absolutely sure that every article that goes out of your store is charged to the proper person, if you do not have THE McCASKEY SYSTEM.
- ☐ With THE McCASKEY SYSTEM it is impossible for you to forget to charge.
- ☐ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.
- ☐ There are a hundred other reasons why you need THE McCASKEY SYSTEM. We'll be glad to tell you what they are if you will tell us that you are interested.



MADE IN CANADA

☐ A postal card will do.

**DOMINION REGISTER CO.
LIMITED**

Successor to The McCaskey Register Co. in Canada
96-104 Spadina Avenue.

TORONTO, CANADA



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

National Licorice Co.
MONTREAL

McVITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended :

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

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

By Royal



Letters Patent

NELSON'S POWDERED GELATINE

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

NELSON'S Gelatine and Licorice LOZENGES

Should be in your confectionery department.

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

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

CANADA:
No better
Country



MOTT'S
No better
Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

Oat Products Show Decline with Poor Demand

Consumption is Less With Arrival of Spring—Wheat Prices Easier, But Flour Remains Unchanged.

It appears that every attempt to boost the price of wheat, on unfavorable weather reports, or any other cause, fails, and as a natural consequence wheat is showing signs of weakness and the general feeling is that unless something unforeseen occurs the farmers who have been holding their wheat for more money will be disappointed. The flour market on the whole is uninteresting and dull, with so little change in prices that speculators are not tempted to buy. Farmers have their eyes on Patten but his move to bid the September wheat will not do much to accommodate those who want to sell in the near future.

MONTREAL.

Flour.—The market this week is somewhat quiet. Demand has slackened off until it looks as if a drop in price would be necessary to improve matters. Export demand has not fallen off to quite such an extent as local.

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

Oatmeal.—A steady but small demand is reported. Sales seem to be only large enough to show buying for immediate requirements. An improvement is looked for soon, as stocks of retailers must be low.

Fine oatmeal, bags	2 37 1/2
Standard oatmeal, bags	2 37 1/2
Granulated	2 37 1/2
Golden cornmeal, 98-lb. bags	2 10
Bolton cornmeal, 100-bags	1 85
Rolling oats, bags	2 15
barrels	4 55

TORONTO.

Flour.—The local market has no features of interest. For several months the prices have not changed in the slightest, and as flour has been comparatively lower than wheat, it is not likely that an immediate change will take place even if wheat should get cheaper.

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

Oatmeal.—On account of oats being easier and also on account of the warmer weather, which always reduces the consumption of oat products, the prices of rolled oats and oatmeal are from 15 to 20¢ a sack cheaper this week.

Rolling oats, small lots, 90 lb. sacks	2 00
25 bags to car lots	1 90
Rolling wheat, small lots, 140 lb. brls	3 10
25 brls. to car lots	2 80
Standard and granulated oatmeal, 58 lb. sacks	2 25

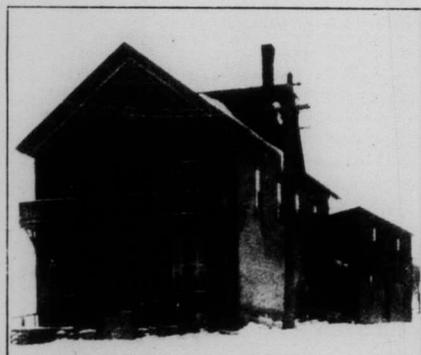
NEW MILLING CONCERN.

Toronto, Apr. 7.—The incorporation of a \$1,000,000 company under the name of Maple Leaf Milling Company, was announced on Saturday, and means the re-

organization of the Maple Leaf Flour Mills Co. The company was known formerly as the Hedley Shaw Milling Co., with branches at St. Catharines and Kingston. Part of the proposed extension will be the erection of another mill at Port Colborne. Cawthra Mulock, who is connected with the new company, was not a member of the old. Other provisional directors are Hedley Shaw, Chas. W. Band, Chas. Wurtele, Jno. Carrick, S. H. Foster and C. S. Band.

ANOTHER OLD QUEBEC STORE.

Nathaniel Pettus in the year 1830, began in a small way a business at West Brome, Que., and a year later moved to Brome Corners, where he carried on business until 1851. His brother, J. C. Pettus, clerked for him for a number of years. In 1851 they became partners, built a store at Knowlton, and moved the business there. In 1879 the partnership was dissolved, J. C. Pettus continuing the business with his son, A. W. Pettus. The latter is now owner



The Pettus Store at Knowlton, Que., More than Half a Century Old.

of the business. The illustration shows the store now occupied, which is over the same foundation as the one built in 1851. Nathaniel Pettus died in 1889, aged 83 years. His widow in 1894 erected to his memory a library building of neat design, that has been equipped with a library by residents of Knowlton, and vicinity. His widow still lives, and only recently resigned the presidency of The Knowlton Reading Club. J. C. Pettus, now nearly 90 years of age, finds pleasure in assisting his son in keeping the store in order.

B. Guggenhime, of Guggenhime & Co., California, was in Montreal on Monday. W. R. Spooner, sales manager of the Halifax Cold Storage Company, has returned to Montreal from Halifax.

A movement is on foot in Sherbrooke, Que., for the establishment of a Chamber of Commerce, by French merchants. It would be entirely separate from the Board of Trade.

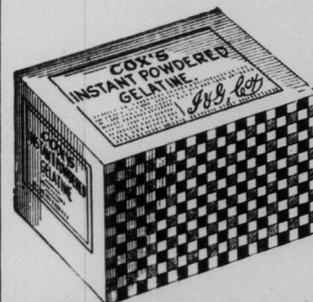
CUSTOM CRACKERS

There are some goods which you sell which create a regular demand for themselves and influence a large volume of family trade to your store. Such are

MOONEY'S "PERFECTION" SODA CRACKERS

the delightfully delicious soda biscuit made by the MOONEY CO. By our methods of packing, the Cracker reaches you in as fresh a condition as it left our oven.

Order from your jobber



COX'S INSTANT POWDERED GELATINE

A Pure Powdered Gelatine dissolving instantly in Hot Water. Manufactured and Packed by Messrs. Cox, under the control of their scientific staff.

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



**THE NEW FLAVOR
MAPLEINE**

Better
Than
Maple

The Crescent Mfg. Co.,
Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
82 Beaudry Street MONTREAL

FEATHERS WANTED
Highest prices paid for feathers of all kinds. Must be clean and free from quills. Prompt remittance
WRITE TO
P. POULIN & CO.
39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

WINDSOR SALT
CAR LOT OR LESS. Prompt shipments.
Write us or prices. Phone order our expense.
TORONTO SALT WORKS
TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS
FLAKED WHEAT and OATMEALS
Bags or Barrels. Car or Broken Lots.
WRITE FOR QUOTATIONS.
Prompt attention to all orders.
J. W. EWEN, - Uxbridge, Ont.



Seldom See

a big knee like this, but your horse may have a bunch or bruise on his Ankle, Hock, Stifle, Knee or Throat.

ABSORBINE

will clean them off without laying the horse up. No blister, no hair gone. \$2.00 per bottle deliv'd. Book 8 D free. **ABSORBINE, J.K.**, for mankind, \$1. Removes Painful Swellings. Enlarged Glands, Goitre, Wens, Bruises, Varicose Veins, Varicosties, Old Sores. Allays Pain. Book free. **W. F. YOUNG, P.D.F.**, 204 Temple St., Springfield, Mass. **LYMANS Ltd.**, Montreal, Canadian Agents.

Canadian Dishes

The make of Oval Wood Butter Dishes for this season is 3,500,000 but from present prospects it will have to be increased to meet the demand. For prompt delivery place your order with your dealer at once.

Garham Bros. & Co. Kinmount, Ont.

TRUMILK

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

MILKSTOCK

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

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

Canadian Milk Products, Limited

Sole Manufacturers

Head Office: MAIL BUILDING, TORONTO.

MAPLE SYRUP!

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

THE HODGSON GUM CO.
898 St. Lawrence St. MONTREAL
Makers of High Class Gums
at Popular Prices. Write for
Samples and Quotations.
We make special brands to order.

W. H. ESCOTT
WHOLESALE
Grocery Broker
141 BANNATYNE AVENUE
WINNIPEG
COVERING
MANITOBA and SASKATCHEWAN
CORRESPONDENCE SOLICITED

The Largest and Oldest Barley
Manufacturers in Canada

LET US QUOTE YOU PRICES ON

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

John MacKay, Limited
BOWMANVILLE, ONTARIO

52 Highest Awards in Europe and America

WALTER BAKER & CO.'S

**CHOCOLATE
& COCOA**



Registered,
U. S. Pat. Off.

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

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

CANNED GOODS

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

Apply X.L.

Canadian Grocer, Montreal

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



Selling Sermonettes for Salesmen

DOESN'T this sound reasonable, Brother Grocer? That Success spelled the other way around means,

"Know the Goods."

"Know 'em and show 'em," said the Successful One.

"Right you are," says Busy Merchant, *"yet I can't find the time to explain the merits of the goods I buy to my salespeople—too busy for that."*

Who are the *true* business builders, Brother Grocer?

You are quite right—the man behind the counter, *your* counter, is the *true* salesman.

Retailing has now become a science, *you* know.

He who *knows* a thing best can *sell* it best.

But who's going to explain the merits of the flour you sell if you're too busy?

Who will explain to *your* sellers that price is only *one* of the many keys upon which you must play in order to win, and a *minor* key?

WE WILL, Brother Grocer—we who know *good* flour.

We who make FIVE ROSES—*got that?*

Why shouldn't we?

It's because we want to live up to our *biggest* opportunities that we are not content to merely *sell* good flour.

We want to *help you* sell it.

And so we have taken off our coats

to lend a helping hand that you and your sellers of FIVE ROSES might pile higher and higher *both* the sales and the profits.

Therefore have we dug out from the treasury of our own experience, covering near a quarter-century of intimate contact with the retailer, the richest nuggets, *the strongest selling points*—

And we offer them *freely*, without selfishness, for the help of all those who need them—for *all sellers* of Good flour, for retailers and salesmen thereof—*ay*, and all ye clever writers of copy (?).

And if we use FIVE ROSES to point a floury moral, surely you will understand it is because *we know no better flour*, and you will forgive the writer for the sake of the lucre.

All of which signifies that in the CANADIAN GROCER next week, on this *self-same* page in red and black, there will begin a series of sermonettes on flour salesmanship in general and FIVE ROSES in particular. And to make them more acceptable we will arrange them as accurately as we can in their order of *importance*, and sugarcoat the pill with *human interest*, maybe.

So be advised, Brother Grocers and Business Builders all, take note.

Next week, read your GROCER.

Read the FIVE ROSES page.

LAKE OF THE WOODS MILLING COMPANY, LTD.
CANADA

Making Flowers a Profitable Retail Side Line

**Methods of a Chatham Grocer in Working up a Good Trade—
Buys From Florist on Commission — Display Advantages De-
rived From Flowers—Attention That Should be Paid Them.**

Chatham, Ont., April 6.—A brilliant background of blossoms in many colors lends an added attractiveness to the bright, clean grocery store conducted by Wm. Anderson at 123 King St. West.

Though grocers rarely carry flowers and plants as a side line, Mr. Anderson has done so for several years past, and is well satisfied with the results. More important even than the financial returns, in Mr. Anderson's estimation, is the addition which the bright-hued flowers make to the general appearance of the store.

The flowers, of which Mr. Anderson carries a selection all the year round, are furnished by a local florist, whose regular place of business is located on the southern limits of the city, and hence a goodly distance from its business centre. Mr. Anderson is practically "down town" representative of the floral people, and since he took hold of this line has pushed the floral proposition with the same energy as he does the sale of groceries.

Though he carries a comprehensive stock throughout the entire year, this is added to largely on any occasions when flowers are seasonable. Easter is perhaps the most important of these occasions, and the week before Easter the display of floral beauty is something that nobody can pass by without at least one admiring look.

There is practically no competition in the floral line here with Mr. Anderson. Of the three greenhouses in the city, all are quite a distance from King Street. One maintains an agency with a small floral display on a side street office, Mr. Anderson's being the only other "flower store" down town. A London concern a couple of years ago started an agency in Chatham, but this has been since discontinued.

Are Bought on Commission.

The flowers are taken on commission. Those that are not sold are returnable in good condition. The fact that there is no danger of being "loaded" with unsalable stock, as might be the case were the grocer to buy outright, compensates largely for the fact that the margin of profit is small.

The line is, of course, one which involves a great deal of work. The entire stock of potted plants must be watered regularly, a task which requires considerable care. Then, in winter, there is the danger of flowers being nipped by frost while being delivered. The work of arranging and rearranging the stock in the most attractive style is also an item to be considered.

An important feature in the handling of flowers is the addition which they make to the appearance of a store. Mr. Anderson has fully appreciated this from the outset, and his stock of flowers has always been given a prominent place in the window display. Practically every display is garnished with flowers, which furnish an attractive border or background to almost any line of groceries exhibited. In addition to the window itself, a sort of shelf,

suspended about half way between floor and ceiling and running all the way across the back of the window, furnishes accommodation for a large share of the stock, and adds its quota to the appearance of the store. In the summer time small plants, such as pansies, are often ranged on the ledge or shelf outside the window.

Not only does the prominence thus given the flowers add to the general appearance of the store, but it is a material agency in helping their sale. Merchants who have handled this line generally admit that, to make flowers a success, they must be pushed well to the front.

What the Stock Consists of.

The major part of the regular stock comprises potted plants, which are of course in the zenith of their bloom. Some cut flowers are also kept in stock. In addition to the flowers stocked, orders are taken for plants of all kinds, as well as bulbs—in fact, the grocery will procure from the greenhouse and deliver to the customer anything that the florist has in stock. A florist's catalogue is kept in the store, for the assistance of patrons in making out their orders.

While full grown flowers in bloom seem to appeal most to the average purchaser, yet, in springtime, when gardens are being set out, the sale of small plants offers considerable possibilities. Patrons who might ordinarily content themselves with the purchase of a few packages of flower seeds will often consider it a better proposition to buy a few dozen small seedlings for purposes of transplanting, rather than risk the failure of their seeds.

The flower business is something which requires a great amount of care and attention, and is apt, in inexperienced or careless hands, to turn out

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

GREAT WEST

CUT PLUG

**SMOKING and CHEWING
TOBACCO**

SALES INCREASING DAILY

MCDUGALL

Insist upon having them.

D. MCDUGALL & CO., Glasgow, Scotland.

CLAY PIPES

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL. U.S.A.

TANGLEFOOT



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

Black Watch

**The Big Black Plug
Chewing Tobacco**

"A Trade Bringer"

Sold by all the Wholesale Trade



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practically a dead loss. Mr. Anderson, however, has from the start enjoyed a good sized and growing trade, while the presence of flowers in the windows draws more attention to them than the average grocery window usually receives—a circumstance which must be considered in gauging the returns.

THE NEWSPAPER AND THE MERCHANT.

Editor Canadian Grocer.—It is quite noticeable in many towns in Ontario, that recently the local papers have been bemoaning the fact that the merchants do not support the newspapers with as much advertising as the said newspapers would wish for. Through their columns, and in some cases personally, the threat is made that city departmental store advertising will have to be resorted to.

Do the newspaper proprietors go about getting business in the right way?

Are their papers—or in other words, the goods they have for sale—of a superior quality? Do they employ an obliging staff? Do they employ clerks, editors, etc., that do their utmost to please the customer as the merchant does?

The clerk, or employe of a store must be obliging and courteous to those who patronize the house with whom he is employed. This retains the customers, never allowing a personal feeling to over-rule or interfere with anything political, social or ecclesiastical.

Can the publisher of a newspaper, whether it has competitors or not, allow the editor (or clerk) to antagonize, misrepresent, inaccurately report the very

men who have been the chief support in paying the editor his salary? And why is it so often done, principally because the merchant and the editor cannot see eye to eye politically.

It is such things as enumerated that, in many instances, has caused the trade of many merchants to be diverted into other channels. Proprietors of such papers need to look closer after their clerks who are breaking down their business when there is no necessity for it. The town of Barrie is no exception to this state of affairs.

A SUBSCRIBER.

Barrie, Ont., Apr. 4, 1910.

SURPLUS OF GREEK CURRANTS.

By A. Donaldson Smith, Patras.

By a recent convention between the Greek Government and the Privileged Company it was decided to make a loan of \$3,800,000 to the company, of which \$2,316,000 was to be expended at once in reimbursing owners for the uprooting of their vines. It is intended to destroy enough vines to reduce the crop 25 per cent.

The convention also decided to raise the export duty 8 drachmas (\$1.55) per 1,000 pounds, which would make the export duty equal to 46.67 drachmas (\$9.01) per 1,000 Venetian pounds.

In this report the quantities are given in Venetian pounds; to arrive at American pounds add 5 per cent.

The market price at the end of December for fairly good currants was 130 drachmas (\$25.09) per 1,000 pounds. Retention warrants are down to 110.50 drachmas (\$21.33) per 1,000 pounds. Ad-

ding 35 per cent. of this (the present retention tax in kind) brings the present export duty up to 38.67 drachmas (\$7.46) per 1,000 pounds. The bill has passed the first reading of the house of representatives and will probably pass the second and third readings.

The reported movement of currants during the four months ending December 10, 1909, was as follows:

Exported, 168,622,841 pounds.

Company's retention warrants, representing 35 per cent. export duty, in kind: Issued, 114,562,300 pounds; sold, 66,421,700 pounds; remainder, 48,140,600 pounds.

Company's warehouse, advances against mortgaged currants: Deposited, 66,324,166 pounds; released, 2,552,404 pounds; remainder, 63,771,762 pounds.

Resume: Exported, 168,622,841; absorbed for payment of the retention duty of 35 per cent., 114,640,700 pounds; mortgaged to the Privileged Company, 63,771,762 pounds; total, 347,035,303 pounds. The total crop of 1909 is estimated at 380,000,000 pounds.

TRADE NOTES.

D. D. Cain, Lakefield, Ont., has disposed of his grocery business to Walter Bates.

Dugald McIntyre, St. Thomas, Ont., has purchased the grocery business of Joseph F. Pelan.

L. E. Geoffrion, of L. Chaput, Fils & Cie., is back in Montreal, after a short trip to the United States.

**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.

Frozen Oranges Still Have Effect on the Market

Entire Recovery Not Visible Yet — Rotting Apples Being Carted Away by Scavengers—Heavy Business in Southern Tomatoes and Celery—Fresh Fish Gaining in Popularity.

MONTREAL.

Green Fruits—Tangerines and limes are practically off the market. A few scattering lots only are to be had. Bananas are higher, selling for \$2.25 per bunch. Oranges are in good demand, though the quality so far shown is none too good.

Apples—	Lemons—
Baldwins, bbl. 3 50	Sicily bitters, box 1 75 2 25
Greenings, bbl. 4 00	Oranges—
Russets, bbl. 3 50 4 25	Floridas 3 00
Kings, No. 1 4 00	California navels 2 75 3 00
Spies, per bbl. 5 00	Porto Ricos 2 50
Tallman Sweets 3 00	Mexicans 2 25
Bananas crated, bunch 2 25	Sicily bitters, box 2 25 3 00
Cranberries, bbl. 6 00 10 00	Jamaica, bbl 4 00
Cranberries, per bushel box 1 50 2 00	Pineapples—
Cocoanuts, bags 4 25	Floridas, case 5 00
Grape fruit—	Strawberries—
Florida, box 5 00	Florida, qt. 0 40 0 50
Grapes, Almeria, per keg 5 00 7 00	

Vegetables—Spinach seems to be the only weak article this week. It has dropped to \$3.50 per bbl. Other lines show decided strength, particularly cauliflowers, which are scarce, and selling for \$5.50 per crate. Onions are up 50c and the general market trend is in the same direction.

Beets, bag 0 40 0 75	Spanish, cases
Carrots, bag 0 40 0 50	150 lbs. 3 50
Cabbage, bbl. 1 00 1 25	Spanish, 1/2 cases 1 50 1 75
Celery—	Potatoes—
California, crate 5 50	Montreal, bag 0 60 0 70
Florida, crate 3 00 3 25	Sweet, per bbl. 2 50 3 50
Cauliflowers, crate 5 50	" basket 1 75
Cucumbers, doz. 2 50	Paraley, dozen 0 30 0 60
Garlic, per lb. 0 15	Parasnipe, bag 0 75 0 80
Green Peppers, basket 0 45	Radishes, dozen bunches 0 50 0 75
Lettuce—	Rhubarb, doz. 1 25
Montreal, box 0 50 0 60	Spinach, bbl. 3 00 3 50
Imported, box 2 50	Tomatoes—
Mushrooms, lb. 0 50 0 75	Floridas, crate 4 50
Onions—	Cubans, crate 2 25 2 50
Red, per bag 1 50	Turnips, bag 0 50 0 75

Fish—The period of quietness always expected immediately after Easter is on now, and for sometime everything in the fish line will be easy. On account of high meat prices, however, the trade is expecting to do a little more than usual. It also feels the influence of increasing population and wealth, and seems to be steadily improving. Prices are steady with no noted change. Fresh fish arrivals are numerous.

Dore 0 12	Mullets 0 07
Pike 0 08	Haddock 0 04
Perch 0 07	Halibut 0 12
Steak cod 0 06	Bullheads 0 12
	Carp 0 10
Codfish 0 04	Mackerel 0 08
Dore, winter caught, per lb. 0 04	Pike 0 06
Haddock 0 04	Salmon, B.C., red, 0 10
Halibut, per lb. 0 10	Gaspesalmon 0 18
Herring, per 100 1 00	per lb. 0 18
Market cod 0 04	Smelts, 10 lb. boxes 0 07
Steak cod 0 06	Whitefish, large, lb. 0 09
	Whitefish, small 0 07
Green cod, No. 1, bbl. 6 00 6 50	Salmon, B.C., red, bbl 15 00
Labrador herring, bbl 5 00	" " pink, bbl 13 00
" " bbl 2 85	" " Labrador, bbl 18 00
Labrador sea trout, bbls 11 00	" " " bbls 9 00
Labrador sea trout, half bbls 6 00	300 lb. 25 00
No. 1 mackerel, pair. 2 00	Salt eels, per lb. 0 07
" " bbls. 9 00	Salt sardines, 20 lb. pis 1 00
No. 1 pollock, bl. 4 00	Scotch herring, bbl. 6 50
	" " keg 1 00
	Holland herring, bbl 5 50
	" " keg 0 75

SMOKED

Bloaters, large, per box 1 00
Fillets, lb. 0 12
Haddies 0 09
Herring, new smoked, per box 0 13
Kipperd herring, per box 1 00

SHELL FISH

Shell oysters, bbl. 10 00
Lobsters, live, per lb. 0 18
Oysters, choice, bulk, Imp. gal. 1 30
" Selects, Imp. gal. 1 50
" " " standards, per Imp. gal. 1 75
" " " select, per Imp. gal. 2 00

PREPARED FISH

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

TORONTO.

Green Fruits—There is no improvement in the apple situation. A great many are wasting and are carted away by scavengers. There is nothing that seems to have been so badly managed as our apple crop this year. The conditions should be well studied and the same trouble avoided in the future. Like most other troubles, every one has a remedy, but it is a matter too serious to be treated lightly. When thousands of barrels of good wholesome fruit are spoiling in front of hungry people who are complaining about high cost of living then something is wrong in our methods of doing business. Oranges are plentiful, but without any change in prices. Through the fact that so many frosted oranges reached the market, the orange trade received a black eye from which it will suffer for some time. It is being demonstrated every day that poor quality in any kind of food will immediately check consumption. Strawberries are beginning to move northward and instead of coming from Florida they are now coming from Louisiana. But when the price is quoted at 13c as compared with Florida berries at 60c one should not run away with the idea that they are that much cheaper. A look at the box will show the reason.

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

Vegetables—Tomatoes are arriving by the car load and in good ripe condition. About two cars are sold a week. The next in quantity in the vegetable line is the celery which also arrives in large quantities and for which there is a regular demand. All kinds of vegetables, however, are constantly arriving to meet the demands of the city.

Louisiana Strawberries

PINTS SOUND GOOD COLOR

Express Shipments.

PINEAPPLES (Cubans) ripened, stock very fine, arriving regularly.

FLORIDA

Fancy Tomatoes, Cabbage, Celery. We can fill your orders to very best advantage.

California Navels, excellent flavor.

Messina Lemon, fresh arrivals.

Bananas, Jamaicas and Tanamos.

PLACE YOUR ORDERS WITH

McWILLIAM
Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO
Carload Importers

IT'S

more difficult of explanation why a few grocers still pass by

"St. Nicholas"
and
"Home Guard"

than why an ever increasing majority handle them to the exclusion of all other brands, because there is not as much unsalable fruit in a carload of St. Nicholas as you may sometimes find in a single box of some other brand.

Do you want to make your
Lemon Business pay?

J. J. McCABE

AGENT

32 Church Street, Toronto.

The first arrive this

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

Fish—The fully recovered after Lent, beginning to it will soon few small white fish rived, and fish may be are up to 17c a lb.

Goldeyes
Herring, Lake Superior
Pickrel, blue
Pickrel yellow.

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

SMOKED,

Acadia, per crate
Bloaters, per bag
Codfish, shredded
Bluenos
Cod steak, per lb
Cod, Imperial, per
Ciscos, per basket

Oysters, standard gal.

Lockerby Montreal,

Among the issued received from W. Finney vending machine for peanuts



Want Changes in Fruit and Vegetable Duties

Winnipeg Wholesale Dealers Petition the Government to Have Duties Removed on Certain Fruits and Vegetables at Certain Seasons—Niagara Fruit Growers Ask for Careful Consideration Before Such a Course is Taken.

Winnipeg, April 6.—Wholesale fruit and vegetable dealers here are anxious to see changes in the tariff on certain fruits and vegetables at certain seasons of the year and have petitioned the Dominion Government to take action.

The petition reads as follows:—

“Sir,—Your petitioners represent the principal fruit and vegetable importing concerns in Western Canada.

“Little fruit is raised in Western Canada, and the western cities are dependent upon the United States for all the early fruit and vegetables. These come from as far south as Miami, Florida. During the several months of the year before it is possible to grow vegetables or fruits, a large quantity of both are imported; but the freight charges, coupled with the duty, place the consumption beyond the purse of the average householder, and these products become a luxury when they are really a necessity.

“Our desire is—and we believe it to be a reflex of that of the western country at large—that the duty be removed from these products at such times when they cannot possibly come into competition with home-grown articles.

“We believe that the adoption of the following schedule would be of distinct advantage, supplying the people of Western Canada with some of the necessities of life which the country, by reason of its geographical position, is not able to provide at those times.

What the Request is.

“Peaches, pears, plums and apricots on free list from January 1 to October 1.

“Cherries, on free list from January 1 to June 30.

“Grapes, on free list from December 1 to August 31.

“Tomatoes and green vegetable, cabbage, cucumbers, celery, asparagus, rhubarb, green beans, cauliflower, on free list from December 1 to July 31.

“Cantaloupes and watermelons, on free list from October 31 to August 31.

“Strawberries, raspberries, blackberries, currants, gooseberries, on free list from Sept. 30 to June 15.

“At the present time duty is charged on all crates and packages containing celery, cabbage and such vegetables, and as there are necessary and essential to the transportation of such goods, we do not believe that duty should be charged.

“We believe that peanuts should be on the free list. They cannot be produced in Canada, and the only peanuts suitable and demanded by the trade in this country are those shipped from the United States. We do not know of any other point of production that will produce peanuts that would be accepted and handled by the dealers in Canada.

“Over 90 per cent of the cranberries used in the Dominion of Canada are produced in the United States, principally in New Jersey, Massachusetts and Wisconsin. The present duty on cranberries is 25 per cent. On the average price of cranberries we are obliged to pay approximately \$325 to \$350 per ear, which we believe is entirely out of reason. It is our idea that the duty on cranberries should be arranged on a barrel basis or taken off entirely.

“This matter is respectfully brought to your attention at the present time in view of the likelihood of some reciprocal arrangement being made with the United States, and the adoption of this schedule, it occurs to us, would be of distinct advantage to Western Canada, where the cost of living is relatively high.

“That this petition may be considered is the earnest prayer of the subscribers.”

What Ontario Men Say.

St. Catharines, Ont., Apr. 7.—The Niagara Peninsula Fruit Growers' Association held a meeting here to discuss the petition sent to the Government by Winnipeg wholesale fruiters regarding the changes in duties on certain fruits at certain seasons of the year. The following resolution was adopted and forwarded to the Minister of Customs:—

Moved by John Scott and George A. Walker, the Niagara Peninsula Fruit Growers' Association beg to state that during the past two or three years efforts have been put forth to place in the western markets large supplies of Canadian-grown fruit, with considerable satisfaction to consumers, and we believe that any change in the present rate of customs will result in serious injury to what promises to be a very large trade in the near future. We therefore humbly pray that no change be made in the existing duties in fruit at the present time until all the parties interested may be consulted.

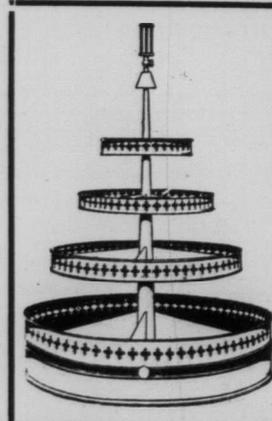
O. H. Johnson, general merchant, Calgary, Alta., has moved into the building recently occupied by Rodell Bros. & Lake, who have sold their stock, by a special sale and turned over the balance to Mr. Johnson.

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

Lemon Bros.
Owen Sound, Ont., and Sault Ste. Marie
Wholesale **FRUIT, FISH and PRODUCE**
Commission Merchants, and
Dealers in **HIDES, WOOL and RAW FURS**

**TRY LEARD'S LOBSTERS
and CANNED CHICKEN**
Write for Prices
W. A. LEARD
Summerside, P.E.I.



How to Make More Money on Vegetables and Truck

Use our **Vegetable Display Stand**. It will make vegetables and green truck look better, keep better and sell better. Retail Grocers and Market men use them all over United States. When writing to us state whether you have a city water supply.

GALESBURG CORNIC WORKS
93 Cox Street, Galesburg, Illinois

You Can Buy Independent Packs of Oranges and Spoons

FROM THE FOLLOWING JOBBERS:

Toronto

H. J. Ash
C. Ciceri
Dawson-Elliot Co.
C. Kimpton
McWilliam & Everest
McBride Bros.
H. Peters
D. Spence
Vance & Co.
White & Co.

Hamilton

Dixon Bros.
Specuzzi & Sansone
White & Co.

Stratford

Jas. Lloyd

Port Hope

Philp & Greenaway

Brantford

Ryerson Bros.

Owen Sound

Lemon Bros.
McDougal & Evans, Ltd.

Kingston

R. H. Toye

Guelph

H. Walker & Son

Sarnia

J. F. Wood & Co.

London

Catalano & Sansone
A. Mountjoy
G. G. Steele

It will pay you to ask these jobbers for Independent Packs of Oranges and give them also an order for Spoons and Knives or write direct to us.

Independent Orange Brokers of Toronto

Cameron Husband J. J. McCabe Eugene Moore
32 Church St., Toronto



THE MOST POWERFUL LEVER

to move the whole family trade round your way is the

BRUNSWICK BRAND SEA FOODS

For fourteen years this brand has held the premier position for quality, and you had better be out of business than handle other than **Quality Goods.**

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

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

Will Canada Buy her Rice from British Guiana?

This is a Prediction Made by Grocer Representative Now in South America—Possibilities of Demerara—The Present Markets Demand Yellow Colored Variety.

By D. Williams.

Georgetown, British Guiana, Apr. 4.—The growing of rice in Demerara, British Guiana, is rapidly assuming large proportions and is becoming a prosperous and profitable industry. It is only a few years since it was introduced to any great extent in the colony, but the emigration of East India laborers to the country has created a demand for the article and this, combined with the fitness of the soil and climatic conditions, has given it a stimulus until to-day it is the second great export of Georgetown, the seaport and capital of British Guiana. The methods of cultivation are, generally speaking, crude, the work nearly all being done by hand.

The seed for the rice crop is sown about the first of April in patches of land not covered by water—nurseries they are called. In these the rice is sown very thick and is allowed to grow to a height of about six inches before it is transplanted in the fields partially covered by water. There it grows rapidly with little attention until it is ripe.

When ready to harvest it is cut with the old fashioned sickle or reaping hook and bound into sheaves similar to grain in Canada. It is left in the field till ready to be taken to the threshing floor. There it is threshed, the crude rice, or 'pady' as it is called, being beaten out by hand as was done generations ago. Then it is bagged and conveyed to the

local buyer or mill. The pady or crude rice resembles oats having a hull upon it that does not come off in threshing.

A modern rice mill, of which there are several in Demerara, is a most interesting establishment. One we visited, the largest in Georgetown, is a splendidly equipped mill fitted with the most up-to-date machinery.

The bags containing the pady are emptied into a large hopper on the ground floor. It is then carried by an elevator to the upper story and fed into round steel tanks of about forty to fifty bags capacity. Water is let into the tanks and steam turned on heating the mass to about 150 degrees Fahrenheit. Here it remains about ten or twelve hours when the tanks are opened at the bottom. After the water is drawn off, the half cooked rice is run through dryers until all the moisture has evaporated. From the dryers it is carried to the first sheller which takes off the outer shell or husk; then it passes through a cleaner or winding machine which separates the hull or chaff from the kernel, the former being carried to the furnace room and is used for fuel.

The rice passes on by carriers to the polishing machines where the second covering is removed after which it is carried down shutes and scattered upon a spacious stone floor to air and cool.

It is then bagged and is ready for shipment. The price paid for pady is about

\$1 per hundred pounds. This will produce from sixty to seventy pounds of rice. The mill owned by Weiting & Richter has a capacity of 300 bags of rice per day, each bag containing 175 pounds.

Turn Out Yellow Colored Rice.

Another mill we visited owned by a London concern uses a different process. Here the pady is steamed in one large tank and after drying is run through one huller which finishes the process and the rice is carried down shutes into bags ready for shipment. In both those mills the rice turned out is of a yellow color, not the white polished kind used in Canada.

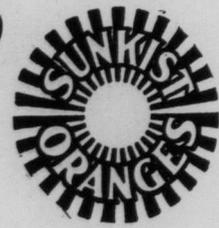
The reason of this is not that they cannot make the white variety but the demand in the West Indies is almost entirely for the colored kind.

It must be remembered that a large part of the population of Demerara and Trinidad is East Indian coolies. These people do not want the white rice but prefer the other which, it is claimed, is more nutritious and healthful. The time, however, is not far distant when if the industry expands, as it is very likely to do, the rice growers and mill men will be compelled to look for other markets and their eyes are now being turned toward Canada to see what are the possibilities of finding an outlet there for their surplus products.

Considering the vast possibilities of Demerara and the fitness of the soil of large sections of the country, there seems little reason to doubt that, with improved cultivation, modern machinery and the introduction of capital, it will before many years be the great source of the rice supply of Canada.



"SUNKIST"



SEEDLESS

NAVEL

CALIFORNIA ORANGES

ARE NOW AT THEIR BEST

☞ "Sunkist" Oranges and Lemons build up your fruit trade.

☞ Our advertising campaign will help you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY



A "WALKER BIN" INSTALLATION

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

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

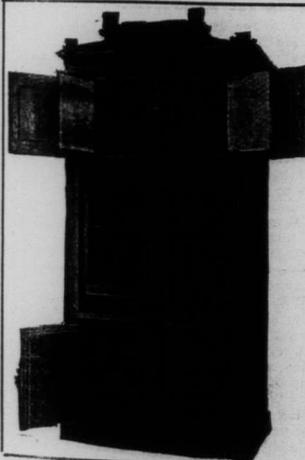
It means everything to the grocer who is looking for "big things" from his business.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
 Designers and Manufacturers of Modern Store Fixtures
BERLIN, - - - ONTARIO

We Know our Proposition

from A to Izard. We know that Fels-Naptha soap actually does in cool or luke-warm water what is claimed for it. And we know that the dealer whose store is well stocked with goods such as Fels-Naptha soap is bound to progress.



ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

There are many good reasons why your refrigerator should be an ARCTIC.

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

Arctic Refrigerators for All Purposes.

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



The White Mop Wringer

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

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

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

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



Classified Advertising

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

FOR SALE.

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE—Stock and fixtures of Hy. Pochman, grocer, Collingwood, at hundred cents on the dollar. Fixtures at valuation. Capital required \$22,000 to \$3,000. Progressive paying cash business. Proprietor leaving to engage in wholesale fruits and provisions. Good corner, centrally situated on Main St. Public weigh scales. Handy and well equipped, with cellars, hoist and self-measuring tanks, etc. Possession June 1st or sooner.

FOR SALE. Well established Grocery, Provision and Crockery business in one of the best towns in Eastern Ontario, population over 5,000, large corner brick store, splendid location, turnover last year over \$22,000 and business growing. Excellent farming country, controls several good agencies for the town, stock in first-class condition and bought right, stock being kept up and business going on as usual, expenses light, building can be purchased or rented. No cutting of prices but all goods sold at a reasonable profit. Good reasons for selling. If you contemplate buying, address Box 340, CANADIAN GROCER, Toronto, at once and receive full information. (17)

MALE HELP WANTED

SALES MAN wanted at once by Toronto manufacturer. To an energetic and reliable young man this is a good opportunity to become connected with an up-to-date concern where chances for advancement are good. Applicants with Grocery experience preferred. State age, experience and full particulars. Box 342, CANADIAN GROCER, Toronto (14p)

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

MISCELLANEOUS.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

MISCELLANEOUS.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

DDOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

EELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E.C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

MISCELLANEOUS.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

\$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quinos, one key, one oil can and one set of registers. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

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PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

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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 Street E., 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 Street East, Toronto.

Bakir
w. H. G.
Diamond—
1-lb. tin, 2 doz. in c
1-lb. tin, 5
1-lb. tin, 4

IMPERIAL
Cases
4-dozen
3-dozen
1-dozen
3-dozen
1-dozen
4-dozen
1-dozen



CANADIAN
Ajmer Jams
Per c
Strawberry 1
Raspberry 1
Black currant 1
Red currant 1
Raspberry & red
currant 1
Raspberry and
gooseberry 1
Damson plum,
stoneless 1
Greengage plum,
stoneless 1
Gooseberry 1
Pure P
5s & 7s

Strawberry
Black currant
Raspberry
Other varieties ...
Freight allowed
WHITE SWAN SPI
White Swan Baki
1-lb. tin, 3-doz.
1-lb. "
1-lb. "



Cook's Frie
Cartons— Per
No. 1, 1 lb., 4 doz.
No. 1, 1 lb., 2 doz.
No. 2, 2 lb., 6 doz.
No. 2, 2 lb., 3 doz.
No. 3, 3 lb., 4 doz.
No. 10, 10 lb., 4 doz.
No. 10, 10 lb., 2 doz.



White Swan Fla
White Swan Flak
White Swan Flak

Keen's Oxford, p
In 10-box lots of
Gillet's Mammot

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.

Diamond	1-lb. tin, 2 doz. in case	\$2 00
"	1-lb. tin, 5 " "	1 25
"	1-lb. tin, 1 " "	0 75

IMPERIAL BAKING POWDER

Cases	Sizes	Per doz.
4 dozen	10c.	\$0 85
3 dozen	6-oz.	1 75
1 dozen	12-oz.	3 50
3 dozen	12-oz.	3 40
1 dozen	24-lb.	10 50
4 dozen	5-lb.	19 80

MAGIC BAKING POWDER

Cases	Sizes	Per doz.
6 dozen	5c.	\$0 50
4 " "	4-oz.	0 75
4 " "	6 " "	1 00
4 " "	8 " "	1 30
4 " "	12 " "	1 80
2 " "	12 " "	1 85
4 " "	16 " "	2 25
2 " "	16 " "	2 30
1 " "	24-lb.	5 00
1 " "	5-lb.	9 50
1 " "	12 " "	Per case
1 " "	16 " "	\$6 00

ROYAL BAKING POWDER

Cases	Sizes	Per doz.
Royal-Dime	1 lb.	\$0 85
"	1 lb.	1 40
"	6 oz.	1 95
"	12 oz.	2 55
"	1 lb.	3 85
"	1 lb.	4 90
"	5 lb.	15 80
"	5 lb.	22 85

Barrels—When packed in barrels one per cent. discount will be allowed.

CANADIAN CANNERS, LIMITED

Aymer Jams	Peach	1 80
Per doz	Pear	1 70
Raspberry	Jellies	2 40
Raspberry	Red currant	2 40
Black currant	Black currant	2 40
Red currant	Crabapple	1 70
Raspberry & red	Plum	1 70
currant	Grape	1 70
Raspberry and	Marmalade	1 70
gooseberry	Scotch	1 40
Damson plum	Orange Jelly	1 75
stoneless	Green Fig	2 25
Greengage plum	Lemon	1 80
stoneless	Pineapple	2 25
Gooseberry	Ginger	2 25

Pure Preserves—Bulk

5s & 7s per lb.	14s & 30s per lb.	
Strawberry	0 11	0 10
Black currant	0 11	0 10
Raspberry	0 11	0 10
Other varieties	0 09	0 08

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder

1-lb. tin, 3-do. in case, per doz.	2 00
1-lb. " " " "	0 75
1-lb. " " " "	0 75



Cook's Friend Baking Powder

Cartons—Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	No. 12, 4-oz., 3 dz	0 75
No. 1, 1-lb., 2 doz	In Tin Boxes—	
No. 2, 2-oz., 6 doz	No. 13, 1-lb., 2 dz	3 00
No. 2, 2-oz., 3 doz	No. 14, 8-oz., 3 dz	1 75
No. 3, 3-oz., 4 doz	No. 15, 4-oz., 4 dz	1 10
No. 10, 12-oz., 4 dz	No. 16, 24-lb.	7 25
No. 10, 12-oz., 2 dz	No. 17, 5-lb.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

White Swan Breakfast Food, 2 doz. in case, per case \$3.00.

The King's Food, 2-do. in case, per case \$4.80.

White Swan 2s 1/2 Crisps, per doz. \$1.

White Swan Self-rising Buckwheat Flour, per doz. \$1.

White Swan Self-rising Pancake Flour, per doz. \$1.

White Swan Wheat Kernels, per doz. \$1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Blue

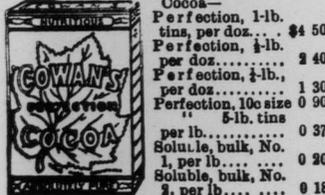
Keen's Oxford, per lb. 0 17

In 10-lb. lots or case 0 16

Gillett's Mammoth, 1-cross box 0 20

Chocolates and Cocoas

THE COWAN CO., LIMITED



Cocoa—

Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1-lb. per doz.	2 40
Perfection, 1/2-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 37
Soluble, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18

London Pearl, per lb. 0 22

Special quotations or Cocoas in kgs, etc.

Unsweetened Chocolate—

Plain Rock, 1/2 & 1/4, cakes, 12-lb. box	0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—

Queen's Dessert, 1/2 & 1/4, 12-lb. box, per lb.	\$0 40
Queen's Dessert, 6s, 12-lb. boxes	0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 30
Parisian, 8s, " "	0 30
Royal Navy, 1/2 & 1/4, boxes, per lb.	0 30
Diamond, 7s, 12-lb. boxes, per lb.	0 24
" " " " " "	0 25
" " " " " "	0 28

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-do. in box, per dozen

Per lb. 0 90

Confections—

Milk chocolate wafers, 5-lb. boxes	0 36
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers, No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 35

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb. 0 35

Smaller quantities. 0 37

JOHN P. MOTT & CO.'S

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.



Mott's breakfast cocoa, 10c. size 90 per dz.

" breakfast cocoa, 1/2-lb. boxes	0 38
" " " " " "	0 38
" No. 1 chocolate, 1/2-lb. boxes	0 32
" Navy " " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2-lb. boxes	0 24
" Plain choice chocolate liquors	0 28
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 35
Breakfast cocoa, 1-lb., 1/2, 1/4 & 5-lb. tins	0 41
German Sweet chocolate, 1 and 1/2-lb. cakes, 6-lb. boxes	0 26
Caracas Sweet chocolate, 1 and 1/2-lb. cakes, 6-lb. boxes	0 32
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6-lb. boxes	0 32
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 44
Soluble cocoa (hot or cold soda) 1-lb. tins	0 32
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 32
Caracas tablets, 100 bundles, tied 5s, per box	\$ 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.

1-lb. packages	0 26
1-lb. packages	0 27
1-lb. packages	0 28
1 and 1/2 lb. packages, assorted	0 28
1 and 1/2 lb. packages, assorted	0 27
1-lb. packages, assorted, in 5 lb. boxes	0 28
1-lb. packages, assorted, in 5 lb. boxes	0 29
1-lb. packages, assorted, 5, 10, 15 lb. cas.	0 30

Bulk—

In 15 lb. tins, 15 lb. pails and 10, 25 and 50 lb. boxes	Falls. Tins. Ebls.
White moss, fine strip	0 12 0 21 0 17
Best shreds	0 18 0 21 0 17
Special Shred	0 17 0 21 0 16
Ribbon	0 19 0 21 0 16
Macaron	0 17 0 21 0 17
Dedicated	1 16 0 21 0 17
White Moss in 5 and 10 lb. square tins, 1 1/2	

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoa—

Featherstrip, pails	0 18
Shredded	0 18
In packages 5-c. 4 oz., 1-oz., 1-lb.	0 18

Condensed Milk

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Eagle Brand Condensed Milk	Cases. Doz.	\$6 00 1 50
Gold Seal Condensed Milk		4 50 1 15
Challenge Condensed Milk		4 00 1 00
Peerless Brand Evaporated Cream		2 00 0 50
Peerless Brand Evaporated Cream	five cent size (4 dozen)	2 00 0 50
Peerless Brand Evaporated Cream	family size	3 50 0 90
Peerless Brand Evaporated Cream	pint size (4 dozen)	4 80 1 20
Peerless Brand Evaporated Cream	hotel size	3 70 1 85



TRUO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 00

Reindeer brand per case (4 doz.) 5 00



Coffees.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins

Club House	\$0 32	Ambrosia	0 25
Nectar	0 30	Plantation	0 22
Empress	0 28	Fancy Bourbon	0 20
Duchess	0 26	Bourbon	0 18
Crushed Java and Mocha, whole	0 14	" "	0 14
" " " " " "	0 17	" " " " " "	0 17
Golden Rio	0 14	" " " " " "	0 14

Package Coffees

Gold Medal, 1 and 1/2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1 and 1/2 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.



Cafe des Epiceurs—1-lb. fancy glass jars, per doz. \$3.50.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.

Presentation, with 3 tumblers, \$10 per doz.



THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins \$0 33

"Gilt Edge" in 1/2 lb. tins 0 33

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, doz. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars per doz. 1 00

Imperial holder—

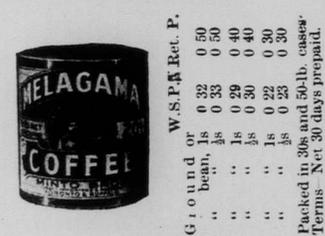
Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	0 95
Large blocks, dozen	2 35
Medium blocks, dozen	1 40



Confections

THE COWAN CO., LTD.

Cream Bars, 60s, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	2 25
" " " " " "	1 25
10c cakes, 36 in box	1 25
Chocolate Wafers No. 1, 5-lb. boxes, 1b. No. 2	0 33
Maple Buds, 5-lb. boxes, 1b.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, 1b.	0 40

These prices are f.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	0 85 dozen
Medium, cases 2 dozen	1 80 " "
Large, cases 1 dozen	2 75 " "
Tumblers, cases 2 dozen	1 35 " "
25-lb. pails	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co. Ltd Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books.....each 04

100 books and over.....each 08

500 books to 1000 books.....each 08

For numbering cover and each coupon, extra per book 1/2 cent.

Infants' Food

Robinson's patent barley, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1-lb. tins, \$1.25; 1-lb. tins, \$2.25.

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	4 50
16 " " " "	10 00
32 " " " "	18 00

Discounts on application.

CRESCENT MFG. CO.

2 oz. bottles (retail at 50c.)	Per doz. 4 2
4 oz. bottles (retail at 90c.)	6 80
8 oz. bottles (retail at \$1.50)	12 50
16 oz. bottles (retail at \$3)	24 00
Gal. bottles (retail at \$20)	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), 1/2 lb tins. 4 80

Milkstock (cooking milk), per case (4 doz) 1/2 lb tins. 4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
5 and 7 lb. tin pails, 8 and 6 pails in crate, per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails, per lb.	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pails	0 06 1/2

Soups

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. \$1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. \$1.40. Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco Ketchup—Bottles (10c. size only) doz. \$1.40. Chili Sauce—Bottles (10c. size only) doz. \$1.40. Mustard (Prepared)—With spoon (new) doz. \$1.40; No. 80 jars, doz. \$1 40.

W. CLARE'S SPECIALTIES

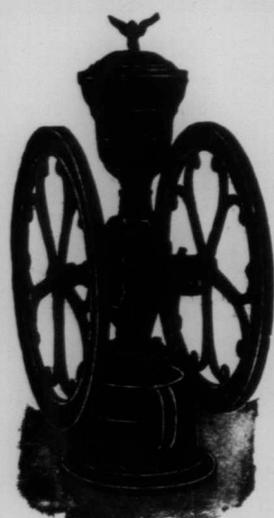
S.S. Beef (Inglass Brand), 3 sizes—1s, \$1.50; 1/2s, \$2.25; 1s, \$3.35 dozen. Ox Tongue (Paragon), 4 sizes—1s, \$7.50; 2s, \$8.50; 3s, \$9.50; 4s, \$12 doz. Stewed Ox Tail—1s, \$1.80 dozen. Stewed Kidney—1s, \$1.50; 2s, \$2.50 dozen. Mixed Collops—1s, \$1.40; 2s, \$2.80 dozen.



ALWAYS RIGHT. SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Exclusive
SPECIAL
Adjuster
Elgin National
Coffee Mills

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

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

MANUFACTURED BY

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

Traveling Salesmen!
Ever hear of
Hugh Chalmers?

He is the man, who, at the age of 30, was so good a salesman that his firm paid him \$75,000 a year.

Anything such a man has to say about salesmanship certainly can be read with entertainment and profit by every salesman in Canada.

Not long ago, Mr. Chalmers gave two public addresses concerning salesmanship. We are printing these two addresses in a neat pocket-size pamphlet and want to send a copy of it free to every salesman in Canada.

No strings on this.

The Pamphlet is FREE to every salesman.

All you need do is to write us stating your name, your private address and the name of the house you represent.

We want these particulars simply by way of proof that you are a traveling salesman because we charge non-salesmen 50c. a copy for the pamphlet—and it's well worth it, too! But, remember, it is perfectly FREE to traveling salesmen.

Better write for YOUR copy now.

The MacLean Publishing Co., Ltd.
10 Front Street East, Toronto

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

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

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

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE-YOUVILLE MONTREAL

CURRANTS

We are proprietors of
"AFRODITE" brand, the best AMALIAS
 currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
 currants
 and importers and distributors of
 highest grade **PATRAS** and **VOSTIZZA**
 currants.

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

CANADIAN REPRESENTATIVES:

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

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

BUGGY EGG CRATE



The most satisfactory Egg Carrier
 yet invented.

YOU should have them in stock.
 5,000 sold first season.

Walter Woods & Co.
 Hamilton and Winnipeg

CHINESE STARCH
 WORTH ITS WEIGHT IN GOLD.

OCEAN MILLS
 Montreal
 Chinese starch, 48
 1-lb., per case \$4.00;
 Ocean Baking Pow-
 der, 48 3-oz., \$1.40;
 48 4-oz., \$1.80; 60 8-
 oz., \$4.50; 36 1-lb.,
 \$3.75; 48 1-lb. pkg.,
 \$4; 10 1-lb. tins, \$5;
 loose 25 lbs., \$1.75;
 Ocean blancmange,
 48 8-oz., \$4; Ocean
 borax, 48 8-oz.,
 \$1.60; Ocean cough
 syrup, 36 6-oz., \$6.00;
 36 8-ounce, \$7.20;

Ocean corn starch, 48 1-lb. \$3.60.
Jam
 Per lb. 0 06
 30-lb. wood pails, 1 75
 Pure assorted jam, 1-lb. glass jars, two
 dozen in case, 1 75

Jelly Powders
 IMPERIAL DESSERT JELLY

PURE AND DELICIOUS
 TRUE FRUIT FLAVORS
 CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.

Soap
 The GENUINE. Packed 100 Bars to case.

Prices—Ontario and Quebec:
 Less than 5 cases, 96 00
 Five cases or more, 90 00

WHITE SWAN SPICE
 AND CEREALS, LTD
 White Swan, 15
 flavors. 1 doz. in
 handsome counter
 carton, per doz., 90c.

Shirriff's
 List price.
 "Shirriff's" (all
 flavors), per doz
 Discounts on applica-
 tion.

Lard
 N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

Tierces.... \$0 12
 4-bbls. 0 12
 Tubs, 80 lbs. 0 12
 20-lb. Pails, 2 63
 20-lb. tins... 2 63
 Cases 4-lb. 0 13
 " 5-lb. 0 13
 " 10-lb. 0 13

EASIFIRST
 LARD COMPOUND
 EXCELS
 ALL OTHERS

F. O. B. Montreal.

Tierces.... 0 12
 Tubs 0 12
 20-lb. pails. 0 12
 20-lb. tins. 0 12
 10-lb. " 0 13
 5-lb. " 0 13
 3-lb. " 0 13
 1-lb. cartons 13

Licorice
 NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper, per lb. \$0 40
 Fancy boxes (36 or 50 sticks), per box... 1 25
 "Ringed" 5-lb. boxes, per lb. 0 40
 "Acme" pellets, 5-lb. cans, per can ... 2 00
 (fancy boxes 40), per box 1 50
 Tar licorice and tolu wafers, 5-lb. cans,
 per can 2 00
 Licorice lozenges, 1-lb. glass jars 1 75
 " " 30 5-lb. cans 1 50

"Purity" licorice, 10 sticks..... 1 45
 " " 100 sticks..... 0 73
 Dule, large cent sticks, 100 in box.....
Lye (Concentrated)

GILLETT'S
 PERFUMED LYE
 Per case
 1 case of 4 doz \$3 50
 3 cases of 4 doz 3 40
 5 cases or more 3 35

Marmalade.
 T. UPTON & CO.
 12-oz. glass jars, 2 dozen
 case, per doz \$1; 16-oz.
 glass jars, 2 doz. in case,
 per doz. \$1.45; 5 and 7
 lb. tins and 7-lb. pails,
 per lb. 7c; pint sealers
 (24 oz.), 1 doz. in case,
 per dozen \$2.25.

SHIRRIFF BRAND
 "Imperial Scotch"—
 1-lb. glass, doz... 1 55
 2-lb. " " 2 80
 4-lb. tins, " 4 65
 7-lb. " " 7 35
 "Shredded"—
 1-lb. glass, doz.... 1 90
 2-lb. " " 3 10
 7-lb. tins. " 8 35

SPRATT'S PACKET
 BIRD SEEDS

SPRATT'S PRICE LIST
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen
 cases per doz \$0 95
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts 1 35
 Bird Cage Sand, about 1-lb. bags, 1-
 gross cases, per doz 0 30
 Bird Cage Grit, about 1-lb. bags, 1-
 gross cases, per doz 0 30

Mince Meat
 Welch's condensed, per gross, net... \$13 00
 per case of 3 dozens, net....

ST. CHARLES
 CONDENSING CO
 VAPORATED CREAM

ST. CHARLES CON-
 DENSING CO
 PRICES:
 St. Charles Cream,
 family size, per case
 \$3 50
 Baby size, per
 case 2 00
 Ditto, hotel, 3 70
 Silver Cow Milk 4 55
 Purity Milk... 4 25
 Good Luck.... 4 00

Mustard
 COLMAN'S OR KEEN'S
 D.S.F. 1-lb. tins..... per doz. \$ 1 40
 " 1-lb. tins..... " 2 50
 " 1-lb. tins..... " 5 00
 Durham 4-lb. jar..... per jar 0 75
 " 1-lb. jar..... 0 25
 F.D. 1-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen 0 45 dozen
 Medium, cases 2 dozen 0 90
 Large, cases 1 dozen..... 1 35 "

Olive Oil
 LAPORTE, MARTIN & CIE., LTD.
 Minerva Brand—
 Minerva, qts. 12's \$ 5 75
 " pts. 24's 6 50
 " 1-pt. 24's 4 25

Sauces
 PATERSON'S WORCESTER SAUCE
 1-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz. 1 75

Soda
 COW BRAND
 DWIGHT'S
 Case of 1-lb. contain-
 ing 60 packages, per
 box, \$3 00
 Case of 1-lb. con-
 taining 120 pkgs. per
 box, \$3 00
 Case of 1-lb and 1-lb.
 containing 30 1-lb.
 and 60 1-lb. pkgs. per
 box \$3 00

MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages..... \$2 60
 No. 2, " 120 1-lb. " 2 60
 No. 3, " 30 1-lb. " 2 60
 " 60 1-lb. " 2 60
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case..... 2 65
 5 cases..... 2 55



SELL SEEDS THAT FEED—

SPRATT'S MIXED BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant
Port of Spain - Trinidad

Strength

Purity

Your Guarantee

for profit lies in

"COW BRAND"
Baking Soda



because of its popularity with the housewife!

Order from your jobber.

Church & Dwight
Manufacturers MONTREAL

Uniformity

Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
HALIFAX

OAKEY'S The original and only Genuine Preparation for

Gleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building - MONTREAL

R

of the

TED

ntreal

0 30
0 35
0 42
0 55



90 cents
per doz

THOMAS
OOD & Co.
LTD

ontreal and
Boston

sale reja
10 0 60
15 0 50
30 0 40
rades—either

TAR

Per doz
\$0 90
1 80

Per case

ed. \$7 20

Per doz

doz. in \$2 00

doz. in 3 75

Per lb

0 30

0 27

0 27

0 25

OF CANADA,
NCH.

44

45

46

44

46

44

46

42

lug or bar. 45

45

44

50

hes, 8c. 59

lies

\$18 00

9 00

\$1 15

ase. 1 15

office.

SALT:

Complete list of
laid-down prices
gladly submitted.

Write

VERRET, STEWART & CO.

LIMITED

No. 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.

Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



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For You—Use
... Them ...**

Know Our Travelers Better

THEY are an enthusiastic lot of men. If you are not a regular customer, give one of them a trial order and see the practical manner in which he and the house will combine to show their appreciation of it.

First of all you'll be impressed with the desire of the traveler to work for our mutual advantage.

Then you'll find he has an organization behind him that will make good on all his promises of the best quality goods and a service that is unusual in its promptness and efficiency.

A trial order will make you a permanent customer. We'll guarantee to keep you well satisfied. Just give us that trial order this week and see.

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