

CIRCULATES EVERYWHERE IN CANADA

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

# CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

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

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, FEBRUARY 12, 1909

NO. 7.



## Still increasing in demand

The grocery trade of Canada have realized during the past few years that there is good money in the sale of

## Robinson's Patent Barley

Besides good money there is the great fact that their customers appreciate your suggestion to use this pure, rich and nourishing food.

Every jobber sells it.

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

Agents for the Dominion of Canada

## Syrup Months

February and March are particularly good months for the sale of Syrup  
Are you prepared to supply your customers with table syrup?

Have you considered the question thoroughly and studied quality, flavor,  
color and healthful features of your Syrup stock?

It's necessary to have only the best to offer—

**THE BEST** is always and only

## “Crown Brand” Table Syrup

The most perfect and delicious product of the finest selected white  
corr. Every jobber sells it.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



## A Peerless Product Seville Orange Marmalade

We have never introduced to the Canadian grocery trade an article that commanded more attention or warranted more searching criticism than

## Maconochies' Orange Marmalade

Maconochies' Marmalade is made at one of the most original, complete and scientific factories in the world, from Seville oranges and sugar—and is undeniably pure. The motto of the firm is to combine quality and price; to produce a standard article that will create business and pay a good profit.

**Maclaren Imperial Cheese Co., Limited**  
Toronto

General Agents for Maconochie Bros., Limited, London



# **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



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**HAMILTON**

**I PUSH BUSINESS IN HAMILTON  
FOR LIVE CONCERNS**

Do you want your goods sold on this market?  
Every detail looked after thoroughly.

WRITE ME TO-DAY  
**G. WALLACE WEESE**  
Manufacturers' Representative. Hamilton, Can.  
Offices, Myles' Fireproof Storage Warehouse.

**HALIFAX, N.S.**

**J. W. GORHAM & CO.**  
JERUSALEM WAREHOUSE  
HALIFAX, N.S.

Manufacturers' Agents and Grocery  
Brokers.

WAREHOUSEMEN  
can give close attention to few more first-class  
agencies. Highest references.

**MONTREAL**

**FOR SALE**

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

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

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

**ROBERT ALLAN & CO.**

General Commission Merchants  
MONTREAL

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

**J. WALTER SNOWDON**

MANUFACTURERS' AGENT  
AND BROKER

Open for exclusive representation of one  
or two more reliable houses with good  
grocery lines. Correspondence solicited.

Address  
23 Burton Ave., Westmount, Montreal

**D. McL. BROPHY**

414 St. Paul St. Montreal  
Broker and Manufacturers' Agent

Open to represent one more up-to-date house  
desirous of utilizing my excellent con-  
nection with the grocery trade.

Correspondence will receive prompt attention

**MOOSE JAW**

**D. STAMPER**

GROCERY AND FRUIT BROKER  
AND MANUFACTURERS' AGENT

Goods Stored and Distributed  
Warehouse, City Spur Track  
P.O. Box 793 MOOSE JAW, SASK.

**NEW-FUN-LAND**

**T. A. MACNAB & CO.**

MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS

Importers and exporters. Prompt and  
careful attention to all business. Highest  
Canadian and foreign references. Cable  
address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

**REGINA**

**G. C. WARREN**

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

**ST. JOHN**

**W. S. CLAWSON & CO.**

Manufacturers' Agents  
and Grocery Brokers

WAREHOUSEMEN

ST. JOHN, - N.B.

Open for a few more first-class lines

**TORONTO.**

**BEANS  
Canadian and  
Rangoon**

**W. H. MILLMAN & SONS**

GROCERY BROKERS

TORONTO

**W. G. A. LAMBE & CO.**

Toronto

Grocery Brokers and Agents.

Established 1885.

**TORONTO.**

**SWIFT'S**

Silver Leaf Lard

Lard Compound

COTOSUET

**Anderson, Powis & Co.**

Agents

15 Wellington Street East, Toronto

**DOMINION STORAGE  
& FORWARDING CO., LTD.,**

43 Colborne Street, TORONTO  
Consignments stored at lowest rates in city.  
All facilities for handling and shipping goods.  
TELEPHONE MAIN 5681

**W. G. Patrick & Co.**

Manufacturers' Agents  
and  
Importers

29 Melinda St. Toronto

**MacLAREN IMPERIAL CHEESE CO.**

Limited  
AGENCY DEPARTMENT

Agents for Grocers' Specialties and Wholesale  
Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

**Don Storage & Cartage Co.**

Limited  
81 Front Street East

PHONE M. 2823

Storage facilities unequalled in  
city - Special cartage delivery -  
Lowest rate of insurance.

**WINNIPEG**

**STUART WATSON & CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

(Continued on page 4).



Condensed

**M**

Evaporated

**C**

**E**

Wh

PINK  
GOLD

GOLD  
GOLD  
GOLD

GIVE US





Condensed

**MILK**

Evaporated

**CREAM**

Since the inception of these brands, our sales have rapidly increased.

THERE ARE TWO PARTICULARLY GOOD REASONS FOR THIS.

FIRST,— Its reputation is based on QUALITY.

One customer writes this week.

“Please send me 5 cases “ANCHOR” Cream, nothing else will do as Anchor Cream is a favorite here now.”

SECOND,— The price is right. Priced to show you a good profit and sold at popular prices.

JUST NOW, we are giving 1 case free with 10 cases or  $\frac{1}{2}$  case free with  $5\frac{1}{2}$  cases. Get busy—ORDER NOW as this is a special deal and is subject to withdrawal without notice.

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



**SOLD AT FOLLOWING PRICES:**

**PINK LABEL  
GOLD LABEL**

1s and $\frac{1}{2}$ s	Costs you	30c per lb.
	You sell at	40c per lb.
1s and $\frac{1}{2}$ s	Costs you	35c per lb.
	You sell at	50c per lb.

**LAVENDER LABEL  
GREEN LABEL**

1s and $\frac{1}{2}$ s	Costs you	42c per lb.
	You sell at	60c per lb.
1s and $\frac{1}{2}$ s	Costs you	50c per lb.
	You sell at	75c per lb.

**CANISTERS**

<b>GOLD Tins</b>	<b>5s</b>	Costs you	35c per lb.—\$1.75
		You sell at	50c per lb.— 2.50
<b>GOLD Tins</b>	<b>3s</b>	Costs you	35c per lb.— 1.05
		You sell at	50c per lb.— 1.50
<b>GOLD Tins</b>	<b>1s</b>	Costs you	36c each
		You sell at	50c each

<b>GOLD Tins</b>	$\frac{1}{2}$ s	Costs you	18c each—36c per lb.
		You sell at	25c each—50c per lb.
<b>RED Tins</b>	$\frac{1}{2}$ s	Costs you	35c each—70c per lb.
		You sell at	50c each—\$1.00 per lb.
<b>RED Tins</b>	$\frac{1}{4}$ s	Costs you	18c each—72c per lb.
		You sell at	25c each—\$1.00 per lb.

Head Office and Factory for Canada: 266 St. Paul Street, MONTREAL

GIVE US A TRIAL ORDER AND BE CONVINCED OF THE QUALITY.

**RAM LAL'S PURE TEA CO., LIMITED**

Manufacturers' Agents—Continued.

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

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

**BASKETS**  
You can make money as well as oblige your customers if you handle our  
**Butcher Baskets,  
Clothes Baskets,  
Grain and Root Baskets  
and Patent Strawboard  
Berry Box.**  
We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.  
**The Oakville Basket Co.,  
OAKVILLE, ONT.**

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

SASKATOON.

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

**Queen City Water  
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

THE PEOPLE OF  
**JAMAICA**  
are now buying things in the United States which they ought to buy in Canada. They don't know what we can do. A small advertisement in the  
**KINGSTON  
"GLENER"**  
might bring inquiries. Better write for rates to  
**I. C. STEWART, Halifax**

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

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

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



is without a peer in the Canadian market.  
No tea is more extensively advertised or better known.  
Good tea is a magnet which always draws trade.  
Ridgways Tea will be a trade winner for your store.  
**CANADIAN OFFICE,  
VANCOUVER, B.C.**  
Agents—Richards & Brown, 314 Ross Avenue, Winnipeg, Man.

ESTABLISHED 1849  
**BRADSTREET'S**  
Capital and Surplus, \$1,500,000. Offices Throughout the Civilized World  
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.  
**THE BRADSTREET COMPANY** gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.  
Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. Correspondence invited.  
— OFFICES IN CANADA —  
CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.  
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.  
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.  
THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

**ABSORBINE**  
Will reduce inflamed, strained, swollen Tendons, Ligaments, Muscles or Bruises, Cure the Lameness and Stop pain from a Splint, Side Bone or Bone Spavin. No blister, no hair gone. Horse can be used. Horse Book 2 D free. \$2.00 a bottle at dealers or delivered.  
**ABSORBINE, JR.**, for mankind, \$1. Reduces Strained Torn Ligaments, Enlarged glands, veins or muscles—heals ulcers—allays pain. Book Free.  
W. F. YOUNG, P. D. F., 234 Monmouth St., Springfield, Mass.  
LYMAN, SONB & CO., Montreal, Canadian Agents.



## Canned Fruits and Vegetables Absolutely Pure

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

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

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

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

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

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

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

### REMEMBER THE BRANDS :-

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



CANADIAN CANNERS, Limited

## Preserving the Flavor

One of the main reasons for the popularity of Old Homestead Brand Canned Fruits and Vegetables is the fact that the contents of every can have the full, natural flavor.

We claim that our processing methods are up-to-date in every respect. The flavor of Old Homestead products proves it—proves that we have the facilities and “knack” to cook and preserve an article without diminishing its flavor.

## This Fact is Important to You

It means that it is within your power to sell canned fruits and vegetables that rival fresh-grown goods in tenderness and flavor.

Take advantage of it.

Tell your customers WHY Old Homestead Brand is best—every can will be a full confirmation of your assertion.

And don't forget, either, that there's more money and better reputation in handling an article that is distinctly superior to anything else of a similar nature.

Ask Your Jobber for  
Old Homestead Brand

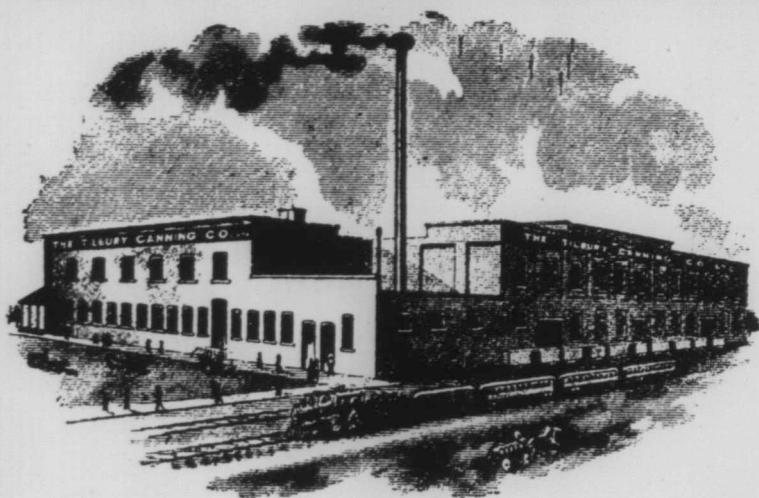
**The Old Homestead Canning Co.**

Picton

Ontario







# "Tilbury Brand" Canned Goods

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

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

**RYAN BROS.,** Winnipeg  
WESTERN SALES AGENTS

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

**The Tilbury Canning Company, Limited,** Tilbury,  
Ont.

## The Wise Grocer

is placing his order for 1908 pack and buying

# "PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



# Honestly Now

Wouldn't it help your business greatly if you positively guaranteed every pound of tea you sold to be delicious or you would take it back.

That it was absolutely pure.

That it was fresh and fragrant from the gardens.

That it was of such exceptional merit as to have established the largest sale on the North American continent.

To have doubled its enormous sale every four years.

It certainly would help business.

## "SALADA"

makes it possible to do all this. We stand behind every packet of "SALADA." We prepay the freight—guarantee the sale—the public do the buying—not once, but again and again.

### "SALADA" IS A RESULT GETTER

Canadian Offices,

- -

Toronto or Montreal

**Counter  
Check Books**

**"Get the Best."**

PHONE OR WRITE

**THE CARTER-CRUME COMPANY, LIMITED**  
TORONTO and MONTREAL

#### Business is Booming in the West

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

*Correspondence invited*

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

Manufacturers' Agents and Brokers

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

# White Dove Cocoanut SELLS!



Our 15 or 20 lb. pail

It's all very well to stock up a cocoanut because the label is pretty; but the label DOESN'T SELL IT! WHITE DOVE COCOANUT is the acme of perfection in the matter of quality, being the product of years of experience, and, besides, it is attractively packed. There is a large and growing demand for it, so IT SELLS.

Agents :

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

MANUFACTURED BY

## W. P. DOWNEY

24 and 26 St. Peter Street, - - MONTREAL

**A RECORD Success**

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

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

*R. Paterson & Sons, Coffee Specialists, Glasgow*  
Rose & Laflamme Ltd., Agents, Montreal and Toronto

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

## MASON'S O.K. SAUCE

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

Sole Manufacturers:  
**GEO. MASON & CO., Ltd.**  
LONDON, ENGLAND.

Represented by  
**S. T. Nishimura & Co.**  
55 St. Francois Xavier St.  
MONTREAL

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





# ST. LAWRENCE CRYSTAL DIAMOND DOMINOS

Sold only in 5-lb. cartoons, 20 cartoons to the case.

A very high-class sugar similar to Crystal Diamonds except that the tablets are larger, making an ideal sugar for coffee.

Order a sample case from your Wholesale Grocer and show it to your customers. The sugar is so attractive, you will find it a quick seller.

**THE ST. LAWRENCE  
SUGAR REFINING COMPANY, Limited**  
MONTREAL

## British Columbia Buyers

PLEASE NOTE THAT

**TODHUNTER, MITCHELL & CO.**  
TORONTO

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

FROM VANCOUVER

Write Our Agents

**W. HARRY WILSON & CO.**  
VANCOUVER

Quality



Wins

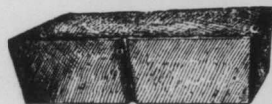
Our Catalogue Tells of Our  
**Diamond Brand Specialties**

Mailed on Request.

**Sugar & Cannons Limited, - Montreal**

SOLD BY WHOLESALE GROCERS EVERYWHERE

Twin  
Block



Maple  
Sugar

Pure



### A Great Convenience — McGregor's Patent Bag Holder

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

Write us for full particulars and prices.

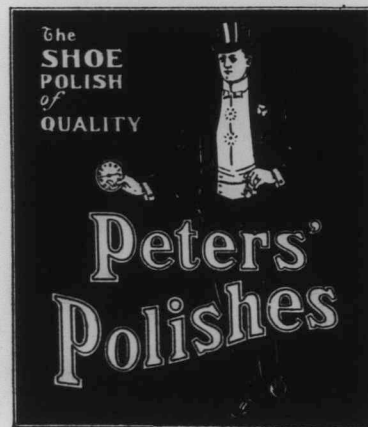
**KILGOUR BROS.**  
19 Wellington St. West, - TORONTO

## PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

**M. Peters,**  
617 Queen St., West  
Toronto



THE CANADIAN GROCER

# MAPLE SYRUP

OUR TRAVELLERS CAN INTEREST YOU.

## The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

### SUGAR

When next purchasing supplies of Granulated Sugar ask for

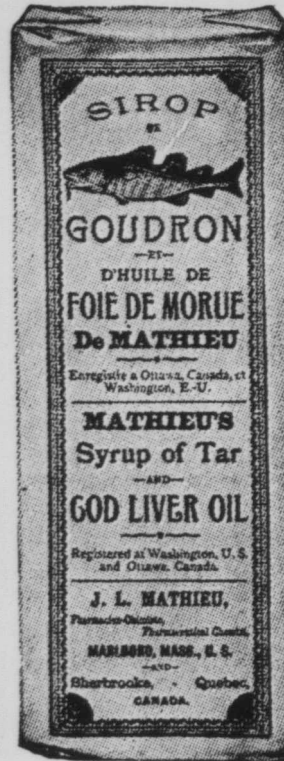
*Redpath*

The purest and best—To be had in original packages—

Barrels of about 300 lbs. and Bags of 100, 50, and 20 lbs.

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

MONTREAL



### WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

#### REASON NO. 1

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

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

This advertising consists of

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

Let us have an order from you to-day.

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

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

# JAPAN TEAS

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

**S. T. NISHIMURA & CO.**

MONTREAL and JAPAN



## What's in a Claim?

unless the claimant can "make good?" We are "making good" every claim we ever made for the

# "Pansy" Broom

You will find the "Pansy" just the right size and weight to suit house-keepers. It is made from only the finest quality of broom corn and shows evidence of the greatest broom-making skill. We can give you excellent values in all lines of brooms, but our very best value is undoubtedly the "Pansy."



H. W. Nelson & Co., Ltd.  
TORONTO ONTARIO



# E.D.S. BRAND Jams and Jellies

GUARANTEED ABSOLUTELY PURE UNEQUALLED IN FLAVOR

### AGENTS

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

---

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

# TO THE TRADE:

Have You Seen the Latest and Most Striking Evidence of the  
**Increasing American Demand**

for

# CEYLON TEA

READ THIS

## EXPORTED TO AMERICA

Jan. 1st, to Oct. 31st, 1907

Black, 7,053,900 lbs.  
Green, 1,918,600 lbs.

Jan. 1st, to Oct. 31st, 1908

Black, 8,296,500 lbs.  
Green, 2,912,100 lbs.

**An Increase in Direct Shipments  
of 24.92%**

**And in a Year of Trade Depression, Too!**



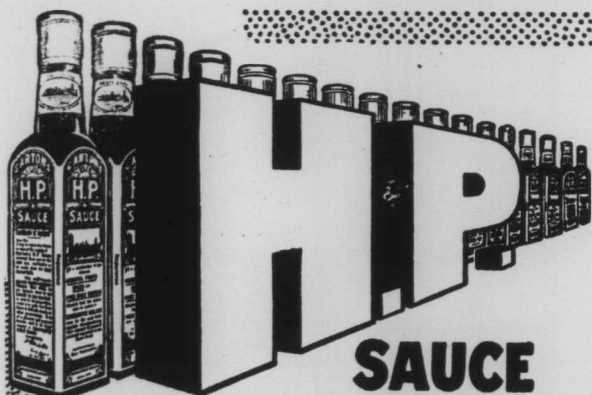
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IM





**SAUCE**

ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada. The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal.  
Georgeson Co., Ltd., Calgary, Alberta.

R. B. Seeton & Co., Halifax, N.S.  
Ellis & Co., Ltd., St. John's, N.F.  
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO.,

BIRMINGHAM AND LONDON, ENG.



Perfection in pickles has always been found in

**STERLING BRAND PICKLES**

This Canadian-made pickle is a sure seller. The people demand it and refuse substitutes.

Order from your jobber or direct from the factory.

THE **T. A. LYTLE** CO. LTD.

Sterling Road, Toronto, Canada

**Marsala Wine**

**A Most Profitable Side Line**

With the margin in groceries cut down to such a fine point every side line which will yield a good profit for little trouble is appreciated by the grocer.

We offer you a money-maker in **Marsala Wine**, a beverage from sunny Italy, of finest quality, and the best substitute discovered for the conventional Port or Sherry.

Profit most satisfactory. The wine sells itself after first sale.

Secure a supply to-day.

Price: \$7.00 a case and up.

**Museo Commerciale Italiano**  
43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

**REAL JELLY—QUICK**

That is the mission always accomplished by every package of

**Shirriff's Jelly Powders**

Are you handling them? A trial will convince you.

**IMPERIAL EXTRACT CO., 18-22 Church Street TORONTO, CAN.**



THE CANADIAN GROCER

# Club Jelly Powders

Represent highest quality in Jelly Powders. For years they have been improved and improved until to-day we consider them just about the best. A particularly attractive feature of our line is the packet of Club Cream which is found in each package. This is a further selling help.

**Ask Our Travellers**

## S. H. EWING & SONS

98 King St., Montreal  
Also at Toronto

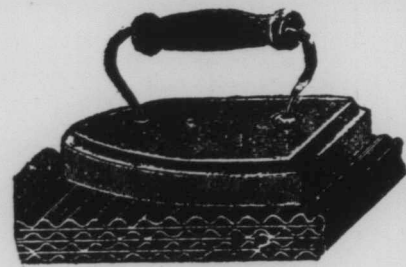


PATENT APPLIED FOR

### Mr. Grocer!!

Have you placed your order for KAISER WAX PAD yet? If not, DO IT NOW—you are missing one of the best business-pullers on the market.

Hundreds of gross of this convenient domestic necessity have been sold throughout Canada during the past five weeks, and repeat orders are flowing in



PATENT APPLIED FOR

already. **MAKE A HIT!** Be the first in your town to have them on sale. **WOMEN DO THE BUYING** of groceries and provisions!

**EVERY WOMAN** takes a pride and wishes to excel in her laundry-work. Now, where she can procure an article at small cost—10 cents—that **REDUCES IRONING TIME BY HALF—REDUCES LABOR TO A MINIMUM—ADDS TO THE FINISH OF CLOTHES—MAKES IRONING A PLEASURE**—there she is sure to leave her order for other things.

### Advertise Your Business!!!

In each gross we pack 500 descriptive circulars with space for you to stamp or print your firm name, etc. These are attractively gotten up and will not only pull you customers for KAISER WAX PAD—and by so doing pull you customers for your other lines—but makes a good general advertisement. Send your order to our nearest agent or direct.

Manufactured by

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

WANTED — Agents throughout Canada in unrepresented distributing centers.

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que.  
W. L. Mackenzie & Co., Winnipeg and Calgary.  
G. C. Warren, Regina.  
Whitlock & Marlatt, Moose Jaw.  
Howard Bros., Brantford, Ont.  
W. S. Clawson & Co., St. John, N.B.  
D. B. Brubacher, 199 Pape Avenue, Toronto.  
W. A. James, Vancouver, B.C.

## STOVE POLISH

Now is the season for the greatest use of stove polish. This is a line in your business that pays well if you handle reliable goods like

### JAMES DOME BLACK LEAD

A stove polish that gives the best satisfaction in its use. Sort up your stock. Sold by all jobbers.

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



# Sanitary Cans

**For Hand Filled Goods**

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

## Sanitary Enamel Lined Cans

**For Color Fruits And  
Goods Of Strong Acidity**

*Strawberries, Red Raspberries, Black Rasp-  
berries, Blackberries, Sour Cherries, Blue-  
berries, Beets, Rhubarb, Etc.*

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

*Write for Samples*

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

## FRUIT CANS

All sizes—All kinds.

## SYRUP CANS

For products of Maple, Corn  
and Cane.

## MILK CANS

For Sweetened Milk and Evap-  
orated Cream.

## MEAT CANS

Bevelled, Round and Square.

## BISCUIT TINS

of any description.

## BAKING POWDER

**AND SPICE CANS**

PROMPT SHIPMENT SUPERIOR GOODS

THE

# Norton Manufacturing Co.

HAMILTON

## Good Coffee

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

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

## Aurora Coffee

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

# W. H. GILLARD & CO.

*Wholesale Grocers Coffee Importers*  
**HAMILTON**

**Branch House—Sault Ste. Marie**

## WAGSTAFFE'S

Fine old English

## Pure Orange Marmalade

Season 1909, now ready.

## WAGSTAFFE'S

**Jams, Jellies and  
Sealed Fruits**

are better than the imported.  
Once tried always used.

# WAGSTAFFE, LTD.

Pure Fruit Preservers

**HAMILTON**

# ANOTHER BARGAIN!

## NORTHERN CALIFORNIA SANTA CLARA PRUNES

800 BOXES 50 lbs.                      100 / over  
CHOICE FRUIT.....per lb. 4 1/4c.

*To Arrive in Two Weeks.*

*How Many Do You Want?*

### L. CHAPUT, FILS & CIE.,

WHOLESALE GROCERS,  
WINES and LIQUORS, TEAS and COFFEES

MONTREAL

### "EDINBURGH'S PRIDE"



EVERY BOTTLE OF

### Symington's "Edinburgh" Coffee Essence

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

### Thos. Symington & Co. EDINBURGH

Agents for Ontario—  
Messrs. W. B. Bayley & Co., Toronto.  
Agents for Quebec—  
Messrs. F. L. Benedict & Co., Montreal.



### Hammering It In

is not our policy. We believe that the line we offer you can speak for itself.

QUAKER BRAND SALMON is the finest sockeye salmon from the Fraser and Skeena Rivers, put up in a modern factory for the undersigned VERY PARTICULAR firm, so anxious to please fastidious dealers who have exacting customers to cater to.

QUAKER PRICES:

TALLS, \$2.00                      FLATS, \$2.15

*How do They Appeal to You?*

### Mathewson's Sons

Wholesale Grocers  
202 McGill Street - - Montreal



ESTABLISHED OVER 200 YEARS

**HAMPION'S**

**IS THE BEST  
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.

LONDON, ENGLAND

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

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

W. H. Escott, 141 Bannatyne Ave. East, Winnipeg

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS.



**“WHITE SWAN GOODS  
ARE GOOD GOODS”**

**— ALWAYS —**

CEREALS, SPICES, COFFEES, ETC.

**WHITE SWAN SPICES AND CEREALS LIMITED**

(SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

**TORONTO**

Cables—BOYD, TRINIDAD

All Codes Used

**BOYD & CO., TRINIDAD, B.W.I.**

Late Watson, Boyd & Co.

**General Commission, Export and Import Merchants**

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

THE CANADIAN GROCER

# They are all Straining After Borden's Brands



The consumer and the grocer have both realized that the best in Condensed Milk and Evaporated Cream is put up by Borden's.

As a dealer remember your customers' interests, buy and sell

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

**WILLIAM H. DUNN, Montreal and Toronto**



Unsweetened

Scott, Bathgate & Co., Winnipeg, Man.

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



We make **A SPECIALTY** of  
popular priced **JOBGING**  
**LINES** of

**White Wash and  
Kalsomine Brushes**

Unequaled values. If you have  
not received a copy of our new  
catalogue, write for it.

**STEVENS-HEPNER CO.**  
*Limited*

*Port Elgin, Ontario*

**Fruit Jars**

*Gem, Crown, Schram*

**Butter Tubs**

*20, 30, 50 lb. White Spruce*

**G.V. Parchment Paper**

**Brooms**

*Splendid Value*

**Wrapping Paper  
and Twines**

*ASK FOR OUR PRICES*

**Walter Woods & Co.**  
*Hamilton and Winnipeg*



WHY CARRY IN STOCK

## Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

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



# Our Annual Tea Sale

DON'T MISS THE BARGAINS

If open, see our travellers or write for samples.

'PHONE 596 free to buyers.

**BALFOUR, SMYE & CO.**

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

## Avoid Cheap Marmalades —Stock Balmoral Marmalade

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

**J. W. WINDSOR**  
MONTREAL



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

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

### Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

#### AGENTS

Toronto	- -	R. S. McIndoe	-	54 Wellington St. E.
Montreal	-	J. M. Brayley	-	55 St. Paul St.
Winnipeg	- -	E. W. Ashley	-	123 Bannatyne Ave. E.
St. John	-	H. S. Daly	-	- - -
Vancouver	-	J. F. Mowat & Co.	-	-

## DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 75 for yearly rates.

## Talks with Business Men

### No. 2—Salesmanship in Tandem

Trade newspapers make possible a new factor in the distribution of goods—SALESMANSHIP IN TANDEM. Through this medium you may place an auxiliary salesman on the road and it will help every one of your order-taking staff.

A trade newspaper, if it is a good one, makes a periodical visit to the best merchants in the country—they are the men who appreciate most fully the advantages of a trade paper—AND IT IS WELCOME. This is the lead salesman in your tandem. Merchants like him and at a time when they are in a receptive mood, he speaks about the firm he represents—you—and tells something about the goods you sell, or the service you give, or some other distinctive feature of your business. This is, of course, assuming that you use the trade paper for that purpose.

The result is that when the traveler—the second half of the tandem—comes around WITH THE GOODS, HE IS BETTER RECEIVED, because an interest in the firm or the goods has already been aroused, and a desire—possibly an unconscious desire—to see the goods, created.

YOU will

will make  
makes it

Now  
you Sat



See it.  
body b

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YOU will be known as a high-class GROCCER if you sell the best TEA on the market.

## "MELAGAMA"

will make new and steady customers for you. Its splendid quality along with our Coin System makes it popular everywhere.

Now in BULK TEAS we have a reputation to sustain. An order placed with us will ensure you Satisfaction and a Good Profit. Samples and prices cheerfully forwarded.

**MINTO BROS., Toronto**

## Chase & Sanborn's Brands

are the result of forty-four years of study and experience in the perfecting of coffees. They extend to you the benefit of this experience.

**Chase & Sanborn, Montreal**

THE IMPORTERS



### "White Moss"

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

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

*It's in the preparation*

**The Canadian Cocoanut Co., Montreal**

The delicious flavors of

### Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:

**GREEN & CO.,**  
25 Front St. E. Toronto

**W. H. ESCOTT,**  
Winnipeg

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

# OUR INVENTORY IS OVER

The low prices quoted in January will be maintained during February on the balance of broken lots, especially in the lines mentioned below and for as long as these will last.

We have also a few unassorted lots of high-class goods which we offer at very low prices; these are goods of quality which it pays to buy, and, as there are only a few lots, order early in order to take advantage of this opportunity.

## Canadian Canned Fruits, Vegetables, Meats and Fish

We carry a full assortment of all popular brands on which we quote interesting prices. It pays to stock up these goods before Lent. We especially recommend a choice line of

### SALMON

"KEYSTONE" brand, which we sell very cheap; and also our

### SARDINES

"White Bear" and "Junqueira" brands, both noted for their rare quality and wholesomeness.

### IMPORTED CANNED GOODS

Vegetables, Fruits and Soups of the celebrated "SOLEIL" BRAND. These goods are very popular, a popularity which they owe to their natural flavor and guaranteed purity. We also recommend the

### MUSHROOMS

Canned and exported by T. Lecourt and Co., of Paris, France, and the

### PATES DE FOIE GRAS

Canned and exported by Clement Obier, and by F. Roche et Cie, two experts in the preparation of things good to eat.

### MINERVA OLIVE OIL

From the firm of Henri Boule & Co., of Marseilles, France. This is the choicest Olive Oil on the market, whose purity and quality are guaranteed by the Municipal Laboratory of Marseilles under whose supervision these goods are bottled.

### VICHY WATER

"La Regente" and "La Sanitas," bottled at the Springs and highly recommended by the medical profession.

### CASTILE SOAP

"La Mouche" and "La Vertu," two pure olive oil Soaps of superior quality. Very economical for toilet and bath.

### TEAS

We are in a position to supply the trade with all grades and qualities of teas. We have a most complete stock of "Princess Louise" and "Victoria" brands of black and Japan Teas, brands which we can recommend as to price and quality.

WE PAY FREIGHT ON ALL LOTS OF TEAS, ASSORTED OR NOT, OF 200 LBS. OR MORE.

### KINOT'S ANISE SYRUP AND TAR SYRUP

These are excellent products on which we are in a position to quote EXCEPTIONALLY LOW PRICES. They are quick sellers and give you good profits.

For further particulars, quotations, etc., write, phone or wire at our expense.

**LAPORTE, MARTIN & CO., LIMITED**  
Wholesale Grocers and Wine Merchants  
**MONTREAL**



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# TEAS

Has it ever occurred to you, a wholesale grocer can give better value in Tea than a tea house?

The wholesale grocer's selling expense would be the same if he never sold any Tea, in other words the selling expense in selling all the lines the wholesale grocer does, makes the percentage on the Tea the same as on all other lines, and only matter of a small amount, as a consequence we give better values than tea houses. If you doubt this inspect our travelers' samples, or if they don't call write us.

## James Turner & Co., Limited

Hamilton and Arnprior, Ont.

### INDEX TO ADVERTISERS.

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# Relation of the Farmer to the Merchant

Progress of the Former Means Advantages to the Latter—The Educational Work Being Carried on by the Provincial Government—Special Conventions for the Benefit of Fruit and Corn Growers of Western Ontario.

Every dollar added to the purchasing power of the farmer means that much increased wealth to the community. Any organizer, agency or individual, having in view the object of augmenting the resources of a district, either by opening up new lines of enterprise or by instilling practical, profit-producing methods is engaged in a useful work—a work that counts for something in personal and communal life. A healthy and happy farming class of people is Canada's greatest asset. The question naturally arises how can this ideal state of affairs be brought about?

By adding to the purchasing power of the farmer and teaching him how to obtain in the easiest, most economical and progressive way the best results from the soil. A moment's reflection will give anyone an indication of what this all means. It should be a comparatively easy matter to add \$100 annually to the income of a farmer. Around any rural town there are at least 200 farms within a distance of a few miles, and this would mean \$20,000 more to spend in that section of the country. It is thus seen how vital is the interest of the average citizen to assist the farmer to an increased earning power from his land; and it also demonstrates how closely allied and inter-related are the welfare of the merchant and the tiller of the soil. What benefits the one is of material assistance to the other, and for this reason there should be mutual co-operation.

## Progress Being Made.

With the object of pointing the way to larger earnings for the farmer, progressive work along well-defined lines is being conducted by the Ontario Department of Agriculture and a number of special institutes have been held, while several more will be conducted this month in various parts of the Province. C. C. James, the Deputy Minister, is the directing genius, and, in this as well as many other commendable enterprises, is a pioneer whose labors, which give evidence of much foresight and thoughtfulness, cannot be too highly commended. The soundness of his views and the breadth of his ideas have always proved a stimulus to the agricultural interests of Ontario.

A brief outline of the work undertaken by these special institutes will afford an idea of what is being accomplished and the exceptional facilities presented to the farmer and the stock-breeders of the Province to make the most of their opportunities, and also give residents of the towns and cities some

conception of the scope and character of the end in view.

## Educating the Farmer.

Under the auspices of the Farmers' Institute Branch of the Provincial Department of Agriculture and through the agency of the District Office in Perth, a three days' course was held last week in stock and seed judging in Carleton Place. A similar course was put on in Perth in December, which was attended by over five hundred farmers with most satisfactory results. The object of these gatherings was to convey to the farmer the fine points in the judging of live stock and to acquaint him with the inherent qualities of pure and improved seeds. The yeomen of North and South Lanark enthusiastically voted these courses the most profitable of any series ever held in the county. Prof. G. E. Day, of the Ontario Agricultural College, Guelph, conducted the instruction in cattle judging in Carleton Place, while Dr. H. G. Reed, of Georgetown, had charge of the horses. In seed judging, Prof. C. A. Zavitz, of the Ontario Agricultural College, was the instructor, and grass seed, clover seed, oats and other cereals were examined. The discussion dealt with the cleaning, testing and improvement of seed and the identification of the impurities commonly found. There were also some interesting points brought out on questions pertaining to breeding, feeding and marketing of live stock, to unsoundness in horses and to the common diseases of farm animals.

## Fruit Growers Assisted.

Another assembly recently held was the Peach Institute, in St. Catharines, at which many fruit growers were in attendance and specialists gave addresses on such timely topics as "Setting Young Orchards," "Management of Bearing Orchards," "Pruning" and "Recommended Varieties."

A Corn Growers' Convention and Exhibition was held for four days this week in Essex, the object being to stimulate greater interest in the subject of corn growing and the selection of corn seed. The gathering was arranged for by the Essex branch of the Ontario Department of Agriculture and the Essex and Kent Farmers' Institute. Prizes were given for the best ten ears of several varieties of corn, and a corn judging competition conducted. Lectures were given by Prof. L. S. Klink, of St. Ann's Agricultural College, on the cultivation, breeding and selection of corn, he being particularly conversant with

these topics owing to having spent several years in the corn-growing States of Illinois and Iowa. All the different problems in connection with the crop, which is the most important in South-western Ontario, were considered and discussed.

## Proper Methods Necessary.

It was pointed out that an increase of one bushel per acre would mean on an average 150,000 more bushels in the Counties of Essex and Kent alone. Recent discoveries have indicated that if proper methods of selection are practised an increase of five or more bushels on the average may be expected which would materially add to the amount of money in circulation in the district. Any one can readily see what this would represent to the farmer, the merchant, the manufacturer; in fact, every man, woman and child in two counties, and it was emphasized that the result would be brought through the medium of corn shows, conventions and judging classes, such as the one held this week. The townspeople all attended in large numbers, so great was their interest.

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

## Results Are Promising.

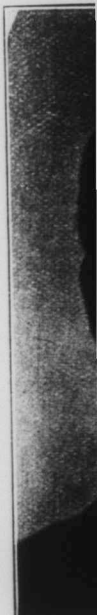
The broad, practical work of the Ontario Department of Agriculture in seeking to increase the output of the farm and to add to the life force of the great agricultural interests, goes steadily and encouragingly on, with widening interest and most promising results. It is a splendid undertaking, the strength and importance of which is not yet appraised at its proper value, but the bigger outlook and the aroused concern, especially where branch schools of agriculture are located in the Province, give evidence of constantly growing appreciation.

A. R. Baker, of the old Homestead Canning Co., Picton, Ont., was a caller at the Toronto office of the Grocer on Tuesday, on his way home from attending the National Cannery Association Convention, held last week at Louisville, Ky.

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# Success of Young Ingersoll Grocers

Methods by Which "the Two Macs" Have Worked Up a Splendid Business in Two Years—Their Goods Are All Guaranteed—Assistance From the Telephones—Rapid Turn Over of Stock—Gain the Confidence of Their Customers.

The story of success, whether it be in the commercial sphere, or in some of the more humble walks of life, always abounds with interest. This being true Grocer readers will be interested in the success achieved by Messrs. McLeod & MacBain, of Ingersoll, more commonly known to the local public as "the two Macs."

Those familiar with the ups and downs of the business world are aware that this is really an age of keen competition and of the "survival of the fittest." Not infrequently is it difficult to retain an established business to say nothing of the constant building up process by which success is measured. In this respect the history of the growth of the business of "the two Macs" is of peculiar interest. Two years have rolled by since they succeeded I. W. Kingswood

gressive methods of the present day will usually win success.

### Reared With the Business.

Although young men, Messrs. McLeod and MacBain were fortunate in having devoted almost their whole lives to the grocery business. They profited by their long experience. They weighed carefully the successes and failures of others and when at the "helm" on their own account one of the first things they did was to map out their course and to follow this as well as conditions would allow. They have studied conditions, kept in touch with their customers and all matters pertaining to their work, and they have built up a large business, and what is more it is still growing.

### Story of Steady Advance.

John J. McLeod has had about nineteen years experience in the grocery business. He is a native of Woodstock, ten miles distant, and first entered the business with J. B. Doyle & Son of that city, with whom he remained for fourteen years. About five years ago Mr. McLeod came to Ingersoll, taking a responsible position with Robinson Bros. When Robinson Bros. disposed of their business to A. Beattie & Co. Mr. McLeod remained with the store in the capacity of manager. He occupied this position until engaging in business with Mr. MacBain under the firm name of McLeod & MacBain.

H. H. MacBain has been identified with the grocery business for the past fourteen years. For about nine years he occupied a position with C. A. O'Neill of this town. Later he entered the employ of A. Beattie & Co. with whom he remained until engaging in the present partnership enterprise.

### Confidence of Their Customers.

There are several important factors which may be said to have contributed largely to the great degree of success which the firm of McLeod & MacBain have attained. It is worthy of note that the firm have adhered strictly to business methods and at all times have shown a marked disposition to merit the confidence of their customers. They have found it good policy to take an interest in their customers, to extend them what courtesies are within their power, and above all to furnish them with only guaranteed goods.

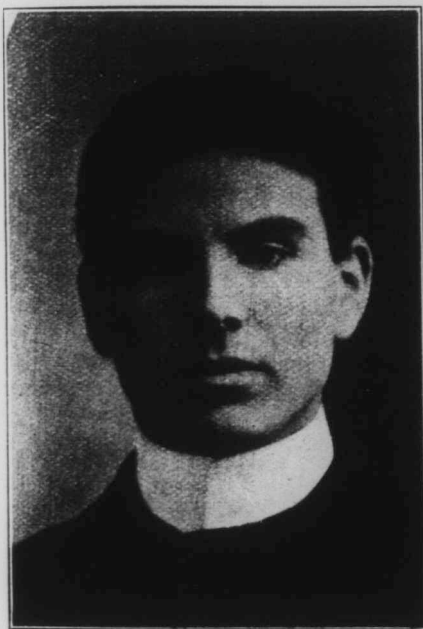
The buying public appreciate any little attention they receive; it may only be a word of welcome or a shake of the hand, but whatever it is it has a pleasing effect and there is soon a stronger attachment between the customer and that grocer. It is this spirit of friendliness that also has done much in the way of winning patronage for the "Two Macs."

### Guarantee the Goods.

The firm have also made it a point to guarantee every article that is sent

out of their store. If the purchase is not up to expectations, in other words if it does not give satisfaction, it is cheerfully exchanged or the money refunded. This shows a spirit of fairness, which cannot be overlooked, and as a consequence the firm have had no difficulty in keeping their customers.

The firm also were quick to realize the advantages of the telephone as a business-getter. With a dual system, the Bell and the Independent, the field is an unusually good one in which to keep in touch with customers "over the wire." In the fruit season and even in the winter months, when green vegetables are rather scarce, the telephone can certainly be used to good advantage. Through the telephone the firm are able to acquaint their customers—they invariably know just which ones to ring up

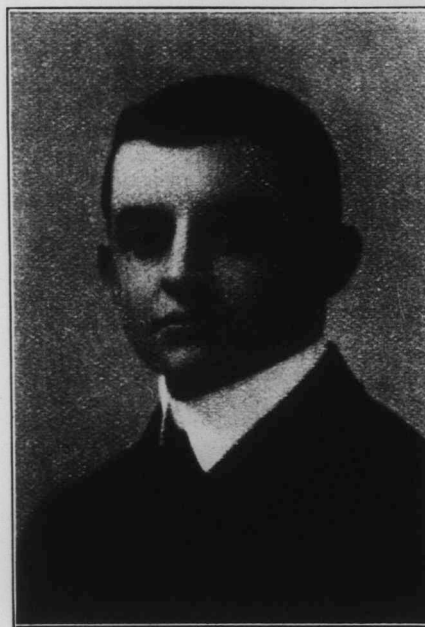


JOHN J. McLEOD,

A Promising Young Grocer of Ingersoll and One of the Two "Macs."

in the grocery business and that success has been their portion is beyond peradventure. Month by month, year by year, they have witnessed an increase in their business, which is seldom attained in such a short period. In view of this fact the manner in which they have adapted themselves to their business, and the policies which they have followed should be of interest to all in the grocery business.

It has been said that success is the goal of noble ambition and legitimate effort, and this being true the suggestion is strong that in any calling there must be the proper spirit of honesty and determination. This is a formidable combination and when coupled with pro-



H. H. MACBAIN,

One of Two Ingersoll "Macs" Who Are Making a Success in the Grocery Business.

—with what they have in stock that would interest them mostly. The telephone may be used in keeping touch with the country people in every direction within a radius of eight or ten miles and it has proven an important factor in the development of their business.

While the firm carry a large stock, it is well assorted and could not be described as being "too heavy." The object is to make a quick turnover and give their customers the benefit of fresh, reliable goods. The store consists of a basement, ground floor and two storeys above ground. The firm have abandoned the china and crockery departments, and are devoting all their time to groceries.



## GROCER STRIKES IT RICH

Gets the Mining Fever and Wanders Into the Silver Fields of the North—J. H. Sanderson, a Former Toronto Grocer and Commercial Traveler—Lakes in New Ontario Named by Him—Indian Guide Directs Course of the Prospector.

That their business is an extensive one will be apparent from the fact that two delivery wagons are making their rounds the major portion of the time.

### Country Produce Profitable.

The firm have also made it a point to handle practically all the country produce that is offered them. In this heart of the dairy centre, where the great bulk of the milk finds its way to the cheese factories or the condenser, butter is not offered in plentiful quantities. Eggs and other products, however, are usually plentiful and these the firm handle to a great extent, which they in turn market in the larger centres. This is considered as a very important feature of their business, as it has brought them a profitable country trade.

The firm give credit, but the amount is limited and they always insist on early settlements.

All that one would expect to find in an up-to-date grocery store is always kept in stock and the store never loses its bright and attractive appearance.

### ASSOCIATION PROGRESSING.

#### Membership of Dominion Commercial Travelers' Association Rapidly Increasing.

In Montreal on Saturday evening last the executive of the Dominion Commercial Travelers' Association held their usual monthly meeting, and a most gratifying statement was made to the effect that the membership of the body was some two hundred and fifty more than at this time a year ago, while the death rate continued normal.

Amelioration of the difficulties existing between the travelers and the hotel proprietors of the country is one of the aims of the executive for 1909. The hotel proprietors are acting in conjunction with the association, and it is hoped that many little matters which are annoying alike to the commercial man and to the owner of the hotel will be satisfactorily settled. The executive request any suggestions likely to aid them and the hotel men in their endeavors along these lines.

The Canadian Grocer will publish any suggestions sent in, provided they are reasonable.

### TRADE NOTES.

Jas. Conway, grocer, Toronto, has assigned to N. L. Martin.

Crysler & Morgan, general merchants, Delhi, Ontario, have dissolved.

W. E. Misener, grocer, Niagara Falls, Ont., has sold to Alex. McMullen.

Buck & Buck, general merchants, Norwood, Ont., are giving up business.

I. M. Joubert & Co., grocers, Williams-town, Ont., have assigned to G. I. Gogo.

Cameron & Moore, general merchants, Goderich, Ontario, sustained loss by fire this week.

Demetre Bros., fruit merchants and confectioners have closed their business in Peterboro.

More romantic than real appears the story of the wonderful success in the silver fields of Northern Ontario of J. H. Sanderson, at one time the proprietor of a grocery store on the corner of Dundas Street and Brock Avenue, Toronto, and later traveler for Husband Bros. & Peters, wholesale fruit merchants, Toronto. His connection with the latter company has made him widely known to both retail and wholesale grocers in many parts of the Province, who will be glad to learn of his good fortune and who, with The Grocer, will congratulate him on the success he has attained in the mining camps of the north.

When it is considered that he has made his money in less than two years, the romantic side of the story becomes more apparent.

#### Got the Mining Fever.

It was in May, 1907, when Mr. Sanderson's heart first began to yearn for life in the Northern country where he had often before disposed of many cases of oranges, lemons, etc. So at that time, with Geo. W. Duncan, another traveler for the same firm, he decided to go prospecting. He had heard and read so much of the amazing wealth of the Cobalt silver fields and conversed so much with men who were able to talk of money by the "thousands," and who until a short time prior to going into that district had scarcely been able to keep the wolf from the door, that the mining fever got the better of him and off he struck for the scarcely explored districts of New Ontario.

#### Took the Red Man's Advice.

Mr. Sanderson, together with his associates, decided not to go near Cobalt, but instead began to travel up the Montreal River, guided by an Indian. He was one whom they all took a fancy to, and so they used him "white." The red man, in return, as has always been characteristic of his race, reciprocated the kindness tendered him. He knew of a better "hunting ground" than any in the direction in which the prospectors were traveling, and persuaded them to go with him. There was "good stuff" there, he told them, and they took his advice.

Traveling northwest, they came to what is now known as Discovery Ridge, which is only a few miles east of the much-talked-of Gowganda.

#### Pioneers of Bloom Lake District.

Many were the hardships—as naturally there would be in such a rocky and undeveloped country—that Mr. Sanderson and his party had to contend with. They had to build their own winter roads and one of these was eighteen miles in length. They cut a road from Elk to Lost Lake, and are the undis-

puted pioneers of the Bloom Lake mining district, located but a few miles to the east of Gowganda.

The roads were, of course, cut at their own expense, and by the party consisting of twelve men. They have the distinction of naming a large number of lakes in that district, among them being Calcide, Lost, Wigwam and Sanderson. All of these have since been recognized by the Government upon whose maps they have been marked.

#### The Lake Was Lost.

An interesting episode surrounds the naming of Lost Lake, and Mr. Sanderson gets the credit for it. One day he became lost and wandered about aimlessly for hours, finally coming to this lake. Here he was found by the Indian guide, who inquired if he were lost.

"No, I am not," replied Mr. Sanderson, "but the lake is lost." This is the customary answer an Indian gives, and in this case Mr. Sanderson got even with the red man.

He and his associates had some eighteen claims in that district, nine of which they sold, realizing a handsome sum. They are now negotiating with a Belgian syndicate for the disposal of some of the others, and this deal which is almost closed, will involve a sum that will have to be written in six figures.

#### Interested in Groceries.

As a Toronto grocer in former years, Mr. Sanderson was widely known. He always took a great interest in grocery matters, and was a valuable member of the one-time Grocers' Baseball Club in Toronto, now a thing of the past. He is a man six feet tall and of splendid physique. He has thus been able to stand the trials and hardships one necessarily meets in such an unexplored region. He was a splendid type of business man, honest in all his dealings, and certainly deserves the kind smile that Fortune has bestowed upon him.

#### NEW STORES IN HAVELOCK.

The buildings on the main street, Havelock, which were destroyed by fire last August, have been replaced by a very fine block of new brick structures. Messrs. Coon and Childs are the first to get into their new store, having opened for business on Feb. 4th. Their store is modern in every detail. The very latest improvements in up-to-date store methods have been placed in a splendidly arranged manner. In such a new and attractive store Messrs. Coon and Childs should get a good share of the business.

Weigh, count, measure and gauge everything you buy.

## MANU

Their Products / tion

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## MANUFACTURERS DEMONSTRATE

Their Products Are Shown at the Carsley Pure Food Show in Montreal—Education to the General Public—Some Neat Displays Arranged.

On the first day of this month the S. Carsley Company, Montreal, opened their annual pure food show, run in connection with the grocery department of their departmental store. Manager Foreman believes in the educative value of such a display, and of late has annually brought leading manufacturers to see the wisdom of displaying and demonstrating their products to the public of Montreal. The idea is a good one in the opinion of many manufacturers, who avail themselves of the opportunity afforded them of advertising thus directly to the consumers. Many neat displays were made this year, and the leading ones are commented upon hereunder.

### E. W. Gillett Co.

Billy Murray, the hustling Quebec Province representative of the makers of Magic Baking Powder is continually after records, and he is beating them right along. His display for the firm this year far surpassed the one he had last year in every way. A large section of the grocery department was roped off and here audiences were collected daily, to be addressed by Mr. Murray on the preparation of foodstuffs in the baking of which Magic Baking Powder is used. An expert chef gave practical demonstration of the good results which can be accomplished through the use of Magic Baking Powder. Professor Murray is becoming quite a public speaker. A feature of the display was the large picture of the company's factory, in Toronto, which took up one whole side of the space reserved.

### Edwardsburg Starch Co.

Crown Brand Table Syrups attracted much attention during the fair. The display itself was an excellent one, and, as for the goods, of course no grocer is looking for knowledge in that direction. Expert demonstrators explained the many uses of Crown Brand Syrup and served housewives as well. The company's line of starches was also on display.

### Bovril Display.

This fluid beef was demonstrated during the entire fair, the pretty booth in which the display was made attracting a great deal of attention. Manager Seward states he is selling more Bovril than ever before.

### Canadian Condensing Co.

Imperial Evaporated Cream and Royal Condensed Milk, the two leaders of the Canadian Condensing Co., Chesterville, were given their initial display at a food fair, and needless to say, their merits at once won approval from those who had not before tried them. S. H. Ewing & Sons are general sales agents for the firm.

### Club Jelly Powder.

Club jelly powders, all flavors, were displayed by S. H. Ewing & Sons, who also exhibited Kyko Chocolate paste—for cake icing—and Prince of Wales Extract. These goods are widely known and appreciated by the public as well as the trade.

### Ogilvie's Royal Household.

Royal Household Flour was displayed in an attractive booth at the fair. The flour which sells under this brand carries a guarantee of excellence with it, and housekeepers appreciate this.

### W. H. Dunn's Booth.

Mackintosh's Toffee and Cailler's Swiss Milk Chocolate were displayed by W. H. Dunn. These confections command considerable attention in Canada. Mr. Dunn's display was as attractive as usual.

### Snap Was There.

Snap certainly has become known to the trade and consumer alike since it was placed on the market. Most every lady visiting the fair recognized in this line quite an old friend and the neat sample boxes given away doubtless converted many present non-users of the article to its numerous good qualities.

### St. Charles Cream.

St. Charles Cream seems to be gaining headway every month. W. H. Halford, the energetic Montreal agent, seized upon this opportunity of once more bearing in upon the minds of the local public the value of this cream as a household article. Mr. Halford reports sales largely increased within the past few months.

### Imperial Ice Cream Co.

Sanitary ice cream made by this company was served to visitors in a new way. Paper saucers were used for holding the ice cream, while tin spoons were utilized. Both are thrown away after one usage. This company has progressed very rapidly since its formation. H. G. Wade was in charge of the display.

### Chase & Sanborn.

Seal Brand Coffee commanded just as much attention as it always does. Thousands of sample cups were served ladies visiting the fair, and in this way much good educative work was accomplished for Chase & Sanborn, and pure foods generally.

### Melagama Tea.

W. H. Blewett, traveler for the Melagama tea people had more to say about the merits of Melagama than anything else, and such being the case it was not surprising that there seemed to be a continued demand for it. The Melagama booth was very tastily arranged.

### Cooks' Friend Baking Powder.

Sales manager C. W. Gregory spent a great deal of his time looking after the interests of Cooks' Friend Baking Powder display. W. D. McLaren, Ltd., are assisting the grocer in every way to create consumer demand for this brand.

### Tetley's Teas.

Archie Snowdon can sell almost anything, but he said that the selling of Tetley's teas does not require great ability on account of the quality. Still, Snowdon & Ebbitt, the agents, feel that there is nothing like keeping the name before the public, so they put in an attractive booth which was well patronized.

### Oliver's Jelly Crystals.

Something nice was offered the public in this booth. These five cent packages make a pint of jelly, while Custine five cent packages make a quart of Custine.

### Kellogg's Toasted Corn Flakes.

This breakfast food was demonstrated and judging from the expressions of approval uttered by those who sampled the line increased sales should be the result of their exhibit.

### Cerisot Wine.

This is a temperance beverage which is becoming quite a favored drink. Michaud, Fils & Co. are distributors.

### Cowan's Cocoa.

This breakfast cocoa was served to thousands during the fair. The John Cowan Co., of Toronto, had their usual up-to-date display.

### Maggi Soups.

Maggi Soups, a line of Swiss goods, caused considerable curiosity on the part of visitors. These soups, obtainable in all flavors, are in powdered form, and sell for different prices from 5c up. Maclure & Langley are the agents and J. G. Gordon, manager of the Montreal branch, was on hand frequently and boosted things along in his usual business-like and pleasing manner.

### Laporte, Martin & Co.

These wholesale grocers made a neat display of a few of their high class imported goods. Minerva Olive oil is deserving of particular mention, while the Soleil brand of canned goods were shown as well. Miller's Malt Extract, for which the firm are agents, was visible in this booth, too.

### Already Pudding.

A. H. Clements was in charge of the nice booth in which was displayed this pudding, as the name implies, quite ready for the housewife to put on the stove for the meal. The success of this line, Mr. Clements says, has been beyond his expectations.

### Comfort Soap.

Frank Cockburn was not able to be around the fair a great deal, as he was too busy hustling for orders, but he had a good showing of the firm's many lines.

### Fry's Chocolate and Cocoa.

D. Masson & Co. conducted a booth on behalf of Frys. The booth was nicely arranged and the demonstrators answered all questions.

### Suchard's Cocoa.

Frank L. Benedict & Co., who are agents for this line, served tasty sample cups in connection with St. Charles Cream.

### Dominion Cocoa.

Schlesinger Bros. & Co. were responsible for the neat display made of the products of the Dominion Cocoa and Chocolate Company.

### Canadian Coconut Co.

J. Albert McLean had a unique display of his White Moss Coconut. Mr. McLean has taken years to build up the business to secure the reputation he now enjoys in the grocery world, but he is not yet satisfied, and, despite the quality of White Moss, he is ever on the look out for a means of improving it.



**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.

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**DECLINE IN SUGAR.**

The feature of the market of the past week has been the decline of ten cents in the price of sugar. This occurred on Tuesday morning and the cause is attributed to various things, among them being the easy feeling in raws and the good crops in the West Indies. As United States refiners are free buyers on the present basis large quantities changed hands last week.

The decline has produced the record low figure this season and in fact the price has not been lower for Cuban raws for the last twelve months. The prospects for the future are merely speculative. Some maintain that prices will advance, but it cannot be denied that there is a considerable quantity of sugar in sight.

**MEN ABOVE THEIR BUSINESS.**

Don't get above your business. If you do it will gradually sink beneath your feet until you find yourself financially in deep water.

A business that is honest is respectable, and he who discovers that his business is not as big as it should be will do well if he puts more life and energy into it.

Unfortunately most men who are above their business become discontented and disconsolate and allow whatever energy and ability they may have had earlier in life to lapse into apathy.

"Whatsoever thy hand findeth to do, do it with thy might," is a good motto for store, warehouse or factory. It may help one to do one's best when the temptation may be to do the opposite.

**PURITY OF CANNED GOODS.**

One of the important features of the annual convention of the National Canners' Association, which closed in Louisville, Ky., last week, was the beginning of a campaign to advertise the purity of canned goods and counteract the popular impression that these goods are treated with preservatives as are some preserves. A board was appointed on publicity looking toward the extension of the use of canned goods, and consumers will be educated to the fact that they are pure and that the makers are constantly endeavoring to make them purer. This board will have as its chief duties the following up and disposing of false and misleading reports injurious to the industry in order to teach the consuming public that canned goods are healthful in theory as well as in fact.

This is along the same line as was commented on last week in *The Grocer*. False reports concerning poison existing in canned goods are too easily spread. With the care that is naturally taken by manufacturers it is not very easy for them to produce goods that will be detrimental to the health of the consumer.

It is estimated that many millions of canned goods are consumed every month in the United States and when this is considered with the number of persons who are positively known to die from their use, the contrast is indeed a vast one.

The appointment of the Bureau of Publicity, therefore, is a commendable action and one which should meet with the universal approval of the members of the wholesale and retail trade who are interested in the sales of canned goods.

Nothing was more manifest in the whole convention than the fact that canners are friends and champions of the cause of pure food. In every way possible they have tried to perfect their processes, not only with a view to improving the character of the product,

but to cheapen it. Nor has this cheapening been with a view to fattening their own pocketbooks, for canners recognize that the more cheaply their product can be placed in the hands of the consumer, the greater will their industry become and their realm for profit larger. The predominating feature of the convention was an effort to secure better quality of tin plate for the cans, that the consumer may feel surer canned goods are in wholesome condition; to find ways of processing which will make better quality canned goods and to secure equitable business arrangements which will give canner, trade and consumer their just shares of the distribution of profits.

**PURE FOOD SHOWS.**

During the last few years it has been noticed that Retail Grocers' and Retail Merchants' Associations have been induced by what might well be termed "professional promoters" to give their sanction to the holding of pure food shows in various places throughout Canada. While some of these demonstrations have been carried on in the interests of manufacturers and the education of the retail merchants as well as the general public, it seems that the majority are operated for solely the financial benefit of these "professional promoters."

Their system is to rent a hall for the holding of the show and apportion off spaces for the manufacturers who desire to demonstrate, thereby making considerable money. They charge for light, fuel, etc., and usually make good profits on their investments. The Retail Merchants' Associations give their approval of the scheme and the public become interested enough to pay to enter and see the demonstrations. The promoters also charge the food manufacturers for the privilege of having the names of the companies erected among the various signs. In this way they make money at the expense of the manufacturers, as well as the public.

Of course, there is the educational feature of the pure food show to be considered. But could not this be brought about in a much better way? Some demonstrations under the direction of manufacturers have been carried out in a fair, open-handed manner, and such deserve our commendation. This was more the case in earlier days than at present, as now promoters who make it their business establish them.

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Throughout the country, however, there are grocers who recently have been educating the public by a better method and by one which tends to bring them more direct results. This is private demonstration. If a grocer is desirous of educating the public to the value of a particular kind of jelly food or breakfast food let him hold a small show in his own store and advertise the fact. In this way he not only introduces the goods he wants to, but in many cases gains custom. In one of the large Toronto departmental stores there is a continuous pure food show which is of a more educative value and of more benefit than all the big demonstrations ever held by the professional promoter. Hold your own pure food show and reap the benefits yourself.

**MASTER THE DETAILS.**

Much has been written on how to succeed in business, and to make advancement in any calling of life. The qualities of earnestness, industry, energy, perseverance, have all been placed to the fore time and again. There are on every side hundreds of men who possess all these desirable characteristics along with many others, and yet they have not reached any great height in the line of work which they are following. Back of all else, the man who advances the most rapidly is he who knows all there is to learn about the business in which he is engaged. There are, of course, persons who are so blinded by conceit, egotism or prejudice that you cannot tell them anything. They have sounded all depths and scaled all heights in the grocery, the hardware, the dry goods or the plumbing line. You find these men in every town. They are generally the class of fellows who do not take a trade newspaper, refuse to belong to an association of their own trade, and decline to have anything to do with merchants' organizations of any kind. Ask them to join and they say they cannot spare the time, that the association is only created for social purposes, and that you cannot give them any pointers which they have not already grasped in their ten, fifteen or twenty-five years' experience. Such purblind men are dying of dry rot, or the gangrene of conceit is eating their business life away. They are so benumbed with their own opinions that they are not conscious of mortification, and you cannot convince them until too late.

No man can acquire all the knowledge in any particular line of business that there is to acquire in one short life time. The clerk who strives to know all there is to know about a few things

is the fellow who forges ahead every time of the one who has a smattering of detail covering a dozen or more departments. The former is the one who is so well equipped that when the door of opportunity opens he is ready to enter. Bluster and broad generalities may carry a man forward for a time, but soon there comes a time when storm and stress are encountered, then it is that he with technical or superior knowledge is selected to fill the post. If the ordinary observer was asked what is the chief cause of some men rising so high in their own line of business or profession the answer, in nine cases out of ten would be, he was a master of detail; he knew a little more than the other fellow and was ready when the proper time came to make good use of it.

After all, success is, in a word, knowing and doing the proper thing at the proper time—not ten minutes after the other chap has done it, then standing off and sapiently declaring, "Oh I could have done that, too." It is too late. After-knowledge and hindsight are not to be weighed in the same scale as previous knowledge and foresight.

**ART AND AD DEPARTMENT.**

That the advertisements in the Canadian Grocer are attracting widespread attention is seen by the fact that many of them are being copied word for word by trade journals throughout the United States and in Canada. Even the illustrations are reproduced to suit the article advertised.

This circumstance goes to show the efficiency and capability of the ad. writing and art department connected with the Grocer, and that the advertisements contained therein can be relied upon to command the attention of readers when they so forcibly attract the eye and reason of the critic.

**ORGANIZED EFFORT.**

The result of the movement in Picton, Ontario, to form a branch store of the Dominion Co-operative Association in that town illustrates effectively what can be done by business men when they get together. Undoubtedly had the Retail Merchants' Association of Picton not taken a hand in this matter the enterprise would have gone through and the farmers interested would have subscribed their stock under pretences which do not appear to be according to facts.

The retail merchants held a conference prior to the last meeting of the co-operative people, and determined to get the facts concerning some representations made, and also to vigorously oppose the proposition of the establishment of a co-operative store in Picton.

The president was instructed to attend the meeting, and as a result the movement was checked. Organized efforts by the merchants of any town or city count for something, while individual efforts are of little or no avail.

**GET BETTER ACQUAINTED.**

Our attention has been called to a peculiar condition existing between wholesale fruit men on the one hand and retail grocers on the other in a certain Ontario city. There was discovered a retail grocer in business for nine years who had not seen the wholesale fruit dealers with whom he had been doing business. He remarked that he knew about the firms and pretty nearly where they were situated, but had never met the principals, having done his business principally with the drivers of the delivery waggons. These were the only persons in connection with the wholesale establishments with whom the grocer was acquainted.

This is something which should not be. The wholesalers should at least know the men who are dealing with them, even if becoming acquainted only meant a shake of the hand and a familiar word once or twice a year. It would have a tendency to lead the grocer to feel that the wholesaler appreciated his custom and took an interest in him apart from the financial side of the question.

**CUTTING PRICES HURTS ALL.**

There is a common idea that a firm, wholesale or retail, can break the price of goods and take business from competitors without injuring themselves.

This is wrong, as the inevitable result of price-cutting by one firm is to force others to meet the cut, the end being loss to all and cessation of hostilities or the failure or financial crippling of one or more of the contestants.

W. H. Thorne, St. John, N.B., very truly said at a dinner to the Canadian Wholesale Hardware Association at Toronto three years ago, that price-cutting was injurious to all concerned and that a failure in any line of business has a damaging effect to all immediate competitors.

This principle is so well recognized by Canadian banks that the Bankers' Association has on several occasions gone to the assistance of weak institutions rather than have them fail and bring disaster on all.

The effect is not so apparent in mercantile failures but there is no denying the fact that price-cutting and failure have a detrimental effect upon all in the trade.



# News of the Canadian Grocery Trade

## Western Canada Notes

Calgary and Cochrane Boards of Trade Organize—Australian Butter Competition at the Coast—Another Advance in Potato Prices at Vancouver—Petition for Reduction in Weight of Bread Loafs in Saskatoon.

### VANCOUVER.

February 9.—With the scarcity of butter that comes about this time of year the retailer is much at the mercy of any of those who would resort to putting an inferior article under the label of a local creamery that has a good name. This has been done at times, though it is only fair to state that some of the best known creameries, if they have a second grade, use a different label, so that a customer may know that it is not the guaranteed article. The prospect of greater profit, which leads so many astray, prompts some to put up Australian butter under a local label. The Australian butter jobs at about 31c say, while the local would bring 40c—a very material difference. If the local butter is scarce, the demand being always good, in goes the Australian, which comes here in 14, 28 and 56-lb. packages. It is hardly fair to the retailer, who has to bear the brunt of any complaints from the user.

Kansas eggs are on the market, and are fairly good. It was expected that eggs would have arrived by this time from California, but they are still absent. Local dealers have very small stocks, as none wish to load up with warm weather to hand almost any day.

Commission men are beginning to think that potatoes are, after all, very scarce. The price which jumped from \$21 before the cold snap to \$35 per ton, immediately after, and which fluctuated from the latter figure to as low as \$26, is now back to \$35. These stocks were accumulated in most instances before the cold weather, and the commission men are accused of taking advantage of the occasion and selling potatoes, that were bought at a \$21 sale price, at the highest price obtained in a pinch.

Fire destroyed E. S. Lake's grocery store at Penticton, only a small part of the stock being saved.

R. A. Bevan, of Creston, B.C., reports that he has sold his strawberry crop of this year (three acres) at \$3.10 per crate, f.o.b. Creston. He shipped his berries, Wilson, Dunlop and Dorman varieties, last year as far as Sault Ste. Marie, with excellent keeping results. This he attributes to his plan of leaving an inch stem on each strawberry, and cooling thoroughly, as picked, in a building with a canvas roof over it, which he kept sprayed with water.

There is some talk of the Armour Packing Company, of Chicago, getting into the local field with a packing house.

P. Burns & Co. has long held the monopoly, but following the establishment of a packing house at Edmonton, the Swift people are now aggressively after the business. A proposition to build there is now before the head office of Armour Company. George W. Beeman, of the executive of Nelson Morris & Co., another large Chicago packing firm, was in the city last week, and it is reported his mission was to look over the ground to see if the time was ready to establish a branch.

It is expected that the new plant of the Kootenay Jam Co. at Nelson, will be in operation by June 1st, so as to handle the strawberry crop. The capacity will be 15,000 pounds in ten hours. The company has been floated in England, Lord Brassey being president.

### MONEY SAVED IS MONEY EARNED.

Bouck's Hill, Ont., Feb. 2nd, 1909.  
The MacLean Publishing Co.,  
Toronto.

Dear Sirs: Find enclosed postal note for \$2.00 for The Canadian Grocer. I have lost date of its expiration. Kindly pay up arrears and extend time from date thereof. I find it a great benefit for prices in past year. First copy saved me over its yearly subscription price for advertising buyers to me.

Yours very truly,  
H. P. ALLISON.

### CALGARY.

February 9.—The officers elected for the Calgary Board of Trade for 1909 are as follows: President, A. E. Cross; vice-president, W. Toole; secretary-treasurer, Charles H. Webster; council, T. J. S. Skinner, A. Allan, T. Allan, W. Georgeson, C. W. Rowley, R. J. Hutchings, E. Dagg, C. P. McQueen, J. E. Irvine, A. T. Linton, R. R. Jamieson, A. B. Cushing, D. J. Young, L. P. Strong, J. W. Davidson, W. H. Berkinshaw.

Another step forward was taken by the progressive citizens of the Town of Cochrane when the Cochrane Board of Trade was organized. A largely attended meeting was held a few days ago and the board now successfully started with about fifty members. The following officers were elected for 1909: President,

R. W. Widdess; vice-president, J. S. Tweed; secretary-treasurer, A. C. Chapman. Council, J. A. Campbell, James Quigley, Joseph Howard, Jos. Murphy, G. A. Bevan. Charles H. Webster, secretary of the Calgary Board of Trade, was appointed chairman, he having made the trip to Cochrane for the purpose of assisting in the organization of the board, and in a short address he explained the many advantages that would be derived by Cochrane from the work of the board. They are becoming actively engaged at once in having the freight rates adjusted where discriminations exist and are already in touch with a grist mill and tile manufacturing plant. Another important question that is being favorably considered is the question of joining the Associated Boards of Trade of Western Canada. A hearty vote of thanks was passed, expressing their appreciation to Mr. Webster for his assistance in the organization work and in explaining the general routine work of such an organization.

### SASKATOON.

February 9.—A. J. Burton is the new manager at J. F. Cairns' store. Mr. Burton comes from Chicago.

W. H. Rowley, president and general manager of the E. B. Eddy Co., of Hull, Que., was in town this week. He was accompanied by J. Perse, of Tees & Perse, of Winnipeg, their Western agents.

J. L. Archibald has purchased the grocery business of T. A. S. Campbell on Avenue D. Mr. Campbell has opened a new store at Zelma, a few miles east of this city.

B. A. Archibald & Co. have now moved into new premises on Broadway. The stock has been attractively arranged on suitable shelves and makes a fine display.

A petition has been presented to the city council by the bakers of the city asking that the weight of bread be reduced from two pounds to one and a half pounds. The bakers state that this is the standard weight in other towns throughout the West.

### BUYERS IN MONTREAL.

Georges Methot, Riviere Rouge, Que.; V. Deslongchamps, St. Henri de Mascouche, Que.; D. L. Lebeau, St. Anne de Bellevue, Que.; Madame A. Martel, L'Assomption, Que.; Joseph Lalonde, Cote St. Emmanuel; Frank Stafford, Barry's Bay, Ont.

Charles H. Beardsley, general merchant, Berwick, N.S., suffered loss by fire this week. The insurance on the stock and fixtures amounted to about \$10,000.



## Maritime Provinces and Quebec

**Storm in Prince Edward Island Ties Up Steamships—St. John Wholesale Grocer in Financial Difficulties—Native of Ceylon in Halifax Tells of Crop Conditions—Pasteurized Butter Advocated in Montreal.**

**ST. JOHN, N.B.**

February 9.—Business generally has been pretty quiet lately and few changes in quotations are reported. In the produce market henner eggs have advanced from 30 to 33 cents, wholesale. Roll butter is cheaper and is held at the same price as tub butter, 22 to 25 cents a pound. Chickens and fowl are coming in limited quantities and are selling at 60 cents to \$1.25 a pair.

Local dealers say that just at the present time the position of Manitoba flour in the market is very interesting. There is now only sixty cents a barrel difference between high grade Ontarios and Manitoba patents. This is considerably less than the average difference since 1906, which was \$1 a barrel. The local merchants look upon it as possible that Manitoba will advance in the near future, especially in view of the strong condition which the market has taken in the last few days.

The high figure being quoted for lemons, following the Italian earthquake, is now being dropped and the present price is about \$3 a box.

A meeting of the creditors of C. D. Trueman, who carries on a wholesale grocery business on the South Wharf, was held on Friday, February 5, in the office of E. T. C. Knowles. The creditors were largely represented. A statement was submitted showing a direct liability of \$3,800, and indirect liabilities in discounts with the Bank of British North America, amounting to about \$13,000. The assets, amounting to about \$18,000, included an equity of redemption in a property on Duke Street, bills receivable, stock in trade, mining and telephone stocks, book debts and discounted paper. The bank reported that it was expected their claim would be about \$5,000. A committee consisting of A. P. Hazen, manager of the bank; H. H. Pickett and C. E. Macmichael, was appointed to look into the estate and report back at a future meeting. The committee was authorized in the meantime to sell the interest in the real estate and realize on all the assets, excepting the stock and book debts.

Walter R. Small, who was reported to be in financial difficulties, has made an assignment to H. W. Robertson. Mr. Small carried on a grocery business at the corner of Queen and Germain Streets. The liabilities are placed at \$3,500, with good assets.

Robinson's Bakery, in City Road, was damaged by fire on Monday, February 1. The loss was adjusted for \$650, of which \$205 was for damage to the building, and the balance for stock, etc.

The general store at Kouchibouguac, conducted by Clifford Atkinson, was en-

tered by burglars on Thursday, January 28, and a quantity of goods stolen.

Robert Richardi, of Arnprior, Ont., is negotiating with the town council of Woodstock, N.B., relative to removing his plant for the manufacturing of clothes pins to Woodstock. The council is considering the matter.

**HALIFAX.**

February 9.—Trade conditions generally are on a very satisfactory basis. Collections are fair and the volume of business passing is considered very good for the season of the year. Traveling on the roads has been greatly improved by a good fall of snow, and, as a result, business has felt the benefit thereof in many districts. There are no very material changes in the price list, all lines being pretty steady. There is a fairly good demand for canned goods, both fruit and vegetables. Sales of dried fruit are very quiet at present. Breakfast foods, coffee, cocoas, chocolate and other such lines are selling freely. Eggs have again advanced in price and fresh laid stock is quoted at 30 cents per dozen. The demand is light and so is the supply. Butter has a tendency to move upwards. The receipts are very light, only small quantities of fresh made butter coming on the market. There is a fairly good supply of winter butter in the hands of some of the dealers, and on account of the high price sales are limited. Creamery prints are quoted at 28c to 29c, and dairy tubs from 24c to 26c. Cheese is quoted from 12 $\frac{3}{4}$ c to 13c.

"Ceylon is now enjoying one of the best years experienced in that colony for some time," said H. T. P. Maddocks, a native of the Isle of Tea, who was in Halifax this week. Mr. Maddocks represents a large tea house, and he remained here several days, afterwards proceeding to the Upper Provinces. The crop of tea last year was above the average and the rubber trade was also very good," said Mr. Maddocks, so that the business in the colony is on a very good basis. The tea trade shows a very extensive growth and the quality of the crop is excellent.

The grocery business conducted for some years by R. M. Fulton, in the Imperial Block, corner of George and Townsend Streets, Sydney, has been purchased by H. C. Harrington, of Charlotte Street, and the stock will be removed to the latter store.

The plant of the Halifax Fish Company, at Dartmouth, was destroyed by fire this week. The loss is about \$15,000. G. S. Troop is the manager, and the plant had been in operation about three

years. The stock in the building consisted of \$1,100 worth of fish in packages, and \$900 worth of dry fish. The plant will not be re-built until the spring.

The Halifax Board of Trade has elected the following chairmen for the various committees: Reception and Entertainment, C. H. Mitchell; Fisheries, A. H. Whitman; Manufacturers', Jas. Anderson; Wholesale Dry Goods, E. Clayton; Mining, A. A. Hayward; West Indies, C. H. Mitchell; Retail Merchants', A. M. Bell; Tourist, J. W. Regan; Bank, G. A. Taylor; Pilotage and Harbor, W. S. Davidson; Transportation, J. E. DeWolfe; Freight Rates and Local Transportation, G. E. Faulkner; Press, J. W. Regan; Room and Membership, J. A. Neville; Tariff and Customs, R. T. MacIlreith; Wholesale Hardware, A. M. Bell; Finance and Insurance, A. Mackinlay; Wholesale Grocers, L. K. Payzant; Flour and Commission, I. B. Shaffner; Export Lumber, S. M. Brookfield; Commercial, J. A. Johnson; Industries, A. A. Hayward.

V. O. McNamara has purchased the grocery business of R. W. Smith & Co., at Parrsboro, and is now installing a new stock of goods.

**MONTREAL.**

February 9.—A novel method of pushing trade was brought to light in the Arraignment Court recently, when Ernest Bourbeau, grocer, St. Lawrence Street, pleaded guilty to running a lottery. His method of operation was to issue numbered coupons to customers with every dollar's worth of goods purchased. The duplicates of these were put together at stated times, and raffled, the holder of the lucky number getting in this instance, a pony. Judge Leet said he would have to consider what procedure to take, this being the first case of its kind to come before him.

John R. Hanson, of New York City, has arrived in Montreal, to spend a few days with relatives. Mr. Hanson is an old Montreal boy, and went to New York when a young man, to seek his fortune. He became a clerk in a grocery store, and soon rose to a managership. From this he went into business for himself, on the East Side, but soon, however, he felt he wanted to expand, and taking a partner and more pretentious quarters, commenced a small wholesale as well as retail business. This venture, like the other, was successful. Eight years ago Mr. Hanson retired from active business, and has since spent a considerable amount of his time in Canada and England.

Burglars have been continuing their work uninterruptedly. M. J. McKerley, 114 Park Avenue, being among the latest to suffer. The night raiders gained entrance by a cellar window. The cellar being a deep one, they had to scramble down to terra firma, by means of the

**Weight, count, measure and gauge everything you buy.**



water pipe, which ran up by the side of the window, against the wall. The water pipe not fashioned for such a stress, got considerably twisted. The burglars got into the store and gathered up a large variety of fine groceries, and broke out through the front door. When Mr. McKerley came down to business he found in addition to a looted store, that his water pipe was "playing like a fire hose," and his cellar lying three feet deep in water.

The Carsley food fair is now running full blast. The exhibits present a very attractive appearance.

"The position of the factorymen of this Province is that unless they can get a special price for pasteurized butter they will never go to the expense of securing the necessary apparatus to make it, but the moment they see they will be reimbursed for their additional expenditure, then there will be no longer any hesitation on their part, and within five years I can assure you there will not be a hundred factories in the Province that will refuse to make pasteurized butter."

This was the statement made to the members of the Montreal Produce Merchants' Association at the Board of Trade last week, by J. D. Leclair, superintendent of the Dairy School at St. Hyacinthe.

Mr. Leclair is a strong advocate of pasteurized butter, and read to the members present the results of experiments made in the various factories scattered throughout the Province, all of which went to show, that the pasteurizing was beneficial in every way, as regards flavor and keeping qualities. The trouble was not as to whether this was the better kind of butter, but whether the farmers and factorymen would like to incur the extra expense of installing new machinery, to carry out the process.

The leading produce merchants stated they would be willing to pay 1/8c more for the improved make, by pasteurization. Mr. Leclair stated that the cost of installing a plant would be about \$125 to \$150, with probably a maximum cost of \$5 for putting it up.

The Hon. Jeremie Decarie, Minister of Agriculture for the Province, was present and gave his approval to the efforts of those who were endeavoring to introduce the pasteurized butter into the Province.

A gentleman from the Townships, who has been visiting the city, states that the prospects for a good sugar season are bright. "The best weather," he said, "for sugar makers is cold, clear nights, with bright, sunny days, and if the weather of the last few days is any indication of the future, ideal weather is in store for the sugar makers. Cold, cloudy weather does not stimulate the flow of sap like the bright sunshine, and neither does rainy variety. Frosty nights, with sunny days, results invariably in the best yield."

**GEORGETOWN, P.E.I.**

Feb. 9.—Horace Hazzard, Charlotte-town, has returned from St. John,

where he gave evidence before the Commission investigating express and freight charges. The impression here is that it is time something was done in this direction. Express rates on the Island are reported as excessive, and freight rates equally as bad proportionately. "Think of nine cents per hundred for forty-six miles on sugar and you have an idea of the freight rates," said one grocer.

Percy Manuel, manager of J. C. Manuel's store, lost a driving horse the other evening while landing from the ice on the Montague River. The horse put

one foot in a small hole in the ice and broke its leg. The animal had to be shot.

The winter steamers were delayed a couple of days last week and as a result passengers were delayed and freight tied up.

A lot of very fine navel oranges are now on the market and are selling well. The prices are 96's \$3.75; 126's \$3.50; 150's, \$3.50.

J. A. McDonald, M.P.P., Cardigan, one of our Island's hustling merchants, is in New York on a business trip.

**From Ontario Correspondents**

**Tobacco Industry in Western Ontario—How Sarnia Grocers Keep in Touch With One Another—Canning Company Supplies St. Catharines Grocers With Show Cards—Cheese Case in Belleville Court—Bracebridge Grocers Want Revival of Board of Trade.**

**BRACEBRIDGE.**

February 10.—Merchants have passed the month of January in this town of the north without suffering much through quiet times. They all speak favorably of the year just passed and looking forward to this year with "Success" as the motto.

Congratulations are in order to E. J. Kirk, of Kirk Bros., on winning second prize in Xmas window display contest in The Canadian Grocer.

Some of the grocers in the town are trying to bring back to life the Board of Trade, that was successfully organized here some years ago, but eventually passed out of active existence. This movement should meet with success, and the old order of things established mainly to protect themselves, first against the deadbeat becoming a fixture in the ledger, and the guarding against an increase of book debts and gradually working into the cash system; secondly, to strengthen the Traders Act so that licenses could be made heavier; and thirdly, to arrange prices such as farm produce, flour, feed, merchandise, etc., that would not only benefit the storekeeper, but townspeople and farmers alike.

In sporting circles the merchants and clerks are becoming experts. Among the best curlers they are found and when "Andy" has the broom, look out for trouble.

Some nights ago our fast junior hockey seven went up against seven clerks. The O.H.A. team won, but they went a fast clip to do so. At the oyster supper following, however, our boys won handily.

Butter and eggs still command a good figure. On Saturday both articles were very scarce, eggs bringing 30c to 35c a dozen and butter 28c a pound.

**LONDON.**

February 10.—Travelers report business rather quiet in the London district the past week. Sugars, both raw and refined, are unchanged in prices. Fine

teas are very firm. Coffees keep high and there are no changes in other staples. Nothing is doing in currants and raisins, although brokers report a drop in prices. Fish are slow of sale, there being not much demand even for haddies. In spite of the price-cutting among retailers, canners and wholesalers have large stocks of canned goods—tomatoes, peas and corn on hand, and the indications are that a large amount will be carried over this season.

Arrangements for the banquet of the Retail Grocers' Association on the night of Wednesday, February 17, at the City Hotel, are now pretty well completed, and the success of the affair is practically assured. Among those who have promised to respond to toasts are the following: Mayor Stevely, to "The City of London"; H. G. Nobbs, manager in Canada and the United States for Holbrooks, Limited, who are providing a very handsome souvenir menu card; T. B. Escott, Wm. Turnbull, Col. A. M. Smith and M. Masuret, the four latter representing local wholesale houses. The musical programme will be in capable hands, and will include a duet by Masters Selby and Mullins, and solos by Ed. Webster, Chas. L. Mountjoy, Thos. Ranahan, Clyde Napper, Percy Spence, M. McKeough and Chas. H. Earle, representative of the Atlantic Fish Co.

At a meeting of fruit growers of the London district, held last week, organization was perfected, those present agreeing to co-operate in furthering the interests of the industry. S. Dawson moved that tenders for boxes and baskets be asked for. T. W. Wickerson seconded the motion, which was carried unanimously. The secretary was instructed to write to various firms for prices and samples. It was decided to pay one cent per box for picking strawberries and two cents for raspberries during the coming season. President Baker, of the London

**Weigh, count, measure and gauge everything you buy.**

branch, was pressed his business they had done together.

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branch, was in attendance, and expressed himself as well pleased with the business transacted. Now that they had decided to work in harmony, he hoped they would stand firmly together.

Chas. Cowan & Co., flour and feed merchants have sold their business to Charles F. Reid.

Invitations are out to the annual at home of D. S. Perrin & Co.'s employees, to be held on the 12th inst.

Fall wheat planting was so delayed owing to the dry weather, that the plant has not far enough advanced to enable farmers to say whether it has suffered from the open winter or not. Under ordinary circumstances the frequent thaws and cold dips would have worked serious injury, but the late seeding may prove the very salvation of the crop.

John Goodge has sold out his Dundas Street grocery business to Mr. Rennie, brother of Masuret's traveler of that name.

**CHATHAM.**

February 10.—The brief spell of sleighing the early part of last week meant quite a boom for business. Unfortunately, the sleighing did not last, and the roads, after a brief spell of mud, have frozen into the worst possible shape. Much produce came in early in the week, but Saturday's market was small on account of the roads. The new market by-law has gone into effect, but there have been no perceptible changes in the prices.

Hog prices seem to be still on the upward trend. Early last week deliveries were numerous, live hogs bringing as high as \$7 a hundredweight, though \$6.80 was the ruling price. "We haven't got the hogs in the country now," is the statement of a man closely in touch with the farmers. This was due, he stated, to the farmers, during the agitation against the Meat Inspection Act a year and more ago, killing off most of their brood sows. It will be some time before the situation returns to what it used to be, and in the meantime high prices may be looked for.

Ray King, who represented the Chatham Fruit Growers' Association in the West last fall, has been offered a position as Manitoba agent for a large Western fruit firm.

G. A. Malcolmsen, of the Kent Canning Co., was in Louisville, Ky., last week attending the Cannery Convention.

Thos. Yazbeck, who has been conducting a restaurant in Wallaceburg, has leased the store at the corner of James and Duncan Streets, and will fit it up as a fruit and confectionery store.

Mr. Chapman, processor for the Leamington Canning Co., has resigned to take a position in Michigan, and will probably be succeeded by Mr. Masters, of Kingsville.

Henry Smith has severed his connection with C. G. Elliott's store at Comber, and will take a commercial course

at Windsor. He is succeeded by S. Wambold, of Southampton.

W. F. Curtis, of Amherstburg, has had a hot water plant installed in his bakery, for the purpose of supplying boiling water for the bread factory.

Clark & Sons, of Ridgetown, had a window display last week which attracted big crowds. It was a soap window, and the display comprised two illuminated signs, a number of mirrors, and revolving electric lights.

During the sleighing last week, which put a temporary stop to ploughing, the farmers here and in the vicinity of Blenheim and Ridgetown, were busy marketing their beans. At Blenheim all the elevators were busy, each taking in over 3,500 bushels on Wednesday. The sudden selling state among the local producers was due to three causes; good roads, high prices—ranging at Blenheim to \$1.75 a bushel, and a bad fire in the neighborhood when 1,300 bushels were consumed. At Chatham bean prices last week were quoted lower than outside prices, ranging from \$1.75 to \$1.60.

Tobacco growers in South Kent and Essex are looking forward to a very successful year. Mr. Gregory, buyer for the big tobacco interests, while in the vicinity of Blenheim, in addition to purchasing the odds and ends of the 1908 crop, held out the inducement for the coming season that prices would not be less than 8c or 10c a pound, with probabilities of higher prices. Growers who have experimented in high grade tobaccos, such as Zimmer Spanish, the last year, are shaking hands with themselves. Gordon Fox, of Ruthven, planted four acres last summer and has just sold over 6,800 pounds—which, at 12c a pound, figures in the neighborhood of \$204 an acre. Josiah Peterson sold over 11 tons at the same price. The indications are that the coming season will see much growing of finer grade tobacco, in preference to the Burley.

This year's sample, as usual, when growers have been few, is of a pretty fine quality generally. At Ruthven, in Essex County, the heart of the industry, a steady stream of wagons and sleighs were busy all day Tuesday drawing in tobacco to the big warehouse, many tons being handled.

**SARNIA.**

February 10.—Sarnia at present has no market and all the produce is handled by the grocers. The prices are changed by the leading grocers, according to the quantity offered and the demand for the same. As a rule every grocer has the same selling price for butter, eggs and poultry. When it is felt necessary for a change in the prices the matter is discussed and everyone is notified to change at once. This method is found to be very satisfactory and avoids two or three prices existing at once. By reading The Grocer one can keep right with the markets. Butter is now retailing at 27c lb. Eggs are 28c per dozen. Fowl has been very scarce, chickens being worth 18c lb., and tur-

keys 18c to 20c per lb.

Sarnia grocers have adopted the early closing. They close at six o'clock each evening and ten o'clock Saturday night. The customers as well as the grocers think it very satisfactory.

Business for the month of January was as good, if not a little better, than the corresponding month last year.

**STRATFORD.**

February 10.—Practically without exception, Stratford business men, manufacturers and bankers state that business conditions are far ahead of what they were this time last year, and the outlook for a very brisk year of business is very encouraging. The farmers are buying quite heavily now, and sales of sugar, salt, rolled oats, oil cake and groceries in bulk are moving freely from grocer to farmer. Potatoes is a commodity the farmer here finds difficult to change into money, as most grocers will only handle them this year for trade, as the supply is greater than the demand.

Butter has advanced in price since last week, the supply being not so great as in previous weeks. It is now 25c to 27c per lb., while eggs are more plentiful and have dropped to 28c. Fowl is scarce and high in price.

The grain market has taken an advance, the price now paid for wheat being \$1 per bushel. It is some time since this article last sold for this price. Peas have also taken an advance to 85c per bushel. We also note a change in the hog market, which has dropped to \$6.

**ST. THOMAS.**

February 10.—Both markets were slimly attended Saturday by both buyers and sellers. The only feature was the scarcity of dairy butter, which was readily disposed of at from 25c to 28c per lb. Eggs were very plentiful and 28c per dozen for strictly fresh laid was the ruling figure. Poultry continues very scarce and the few chickens offered were quickly disposed of at from 80c to \$1 per pair. Apples were scarce and retailed at from 30c per peck for Kings and Spies. Potatoes sold from 80c to 90c per bag, and other vegetables were sold at the usual prices.

Owing to the advance in wheat to \$1 per bushel the wholesale price of flour has advanced to \$2.65 per 100 lbs., but the grocers are watching one another to see who will be the first to advance the retail price.

Lorne Pearson, the secretary of the Retail Merchants' Association, was married last week to Miss Boucher, one of St. Thomas' young ladies. Mr. Pearson purchased J. A. Forsythe's grocery business a few years ago and has met with great success, owing to his strict attention to business and courteous treatment of his customers.

At a meeting of the grocers held in the R.M.A. rooms it was unanimously decided to form a grocers' section of the R.M.A., and a committee consisting of



L. Pearson and J. A. Stewart, was named to make necessary arrangements. The meeting was called to protest against the proposed change in the market by-law to prevent the grocers buying before 10 a.m., instead of 9 as at present. Some of the aldermen publicly stated that they were in favor of changing the by-law.

**GUELPH.**

Feb. 10.—The Clerks and Salesmen's Association gave a banquet in the Queen's Hotel on Wednesday night, in honor of Fred Best, one of their members, who has secured a situation in St. Thomas. He was also presented with an address and meercaum pipe. A very enjoyable evening was spent. Among the grocer's taking part were: W. Hood, R. Robinson, Chas. Smye, of Hamilton, and E. Carter of H. Walker & Son.

The many friends of Benson Bros., grocers, will regret to hear of the death of their father, which occurred at Drayton last Saturday.

Jackson & Son have received the contract for supplying the county jail with groceries for 1909.

The Guelph free library is giving a trial to the idea of keeping the library open till 10 p.m. each evening instead of 9 p.m. for the winter months.

The Guelph Waterworks Commission have handed over a cheque for \$18,000 to the city for 1908, which shows what business men can do for a city when given a chance.

January was away ahead of the corresponding month of last year as a business month in the opinion of a number of the Main St. grocers. In fact all the grocery stores are quite busy, which is something unusual at this time of year.

Somebody must have thought there was some move made in the grocery business last week when an attempt was made to get into two grocery houses on Liverpool Street on Saturday night. He started too early as he must have forgot that the stores keep open late on that night.

The Clerks' and Salesmen's Association have entered a team in the Bowling League for the championship of the city.

**ST. CATHARINES.**

Feb. 10th.—The local millers advanced the price of flour fifteen cents per barrel Monday. The reason they give is higher cost of wheat.

The J. H. Wethey Co. Limited, an independent canning firm of this city, have placed on the market a beet which they call their "Delicatessen Beet." To help the sale of this special line they are co-operating with the retail trade by supplying attractive price cards printed in two colors suitable for window or counter displays. They are also taking space in the local newspaper to advertise "Delicatessen Beets." This plan of co-operation should prove mutually beneficial to both the retail trade and the producer.

Dairy butter was offered in such quantities on Saturday's market that farmers found it a difficult matter to find purchasers. The price fell to 22c per pound. New laid eggs were also affected and the price declined to 23c per dozen by the basket.

Canned goods are selling in greater quantities this year than last. This

opinion seems to be general with the retail trade. Profits are not so good however. One firm is at present retailing corn, peas and tomatoes at seven cents per can.

Nearly every grocer in this city sells candy of some description. Everyone admits that the profit on candy is good and that they should encourage the business more than they do at present. McLean Bros. in speaking about their confectionery department, said that it was the most remunerative part of their business. They have a silent salesman for displaying candies and they said this display is a great business getter. W. A. Sherwood & Son are giving more attention to their confectionery end of the business because profits are much better than on regular groceries. They have a silent salesman on order at present and when it arrives they intend to devote more space and energy to the selling of confectionery. Bradley & Son are also taking more interest in candies, and are making a permanent feature of candies the year round, instead of just confining their selling to the Christmas season. J. T. Petrie, of the American Bazaar, has always been a firm believer in the selling of confectionery for profit. His candy counter occupies a prominent position in the ground floor of his store and is always well stocked with high-grade and medium priced candies. The average grocer here sells only gross candies. The profit on this line is good and many consider selling gross candies a valuable advertisement for their store, as children patronizing the store for candy always think of the same store when sent for groceries.

**PETERBORO.**

February 10.—On Thursday, the 4th, Coon and Chiles opened up their new general store in Havelock. The affair was very successful, many of the townspeople taking advantage of the opportunity to inspect the fine new place of business which has been erected since the fire that destroyed a large portion of the business section of the town. Everyone was served with a cup of coffee poured from the Kin-Hee coffee pot. Music was furnished during the day by Miss Lottie Chiles, of Peterboro, assisted by a number of the young ladies of Havelock. A complete line of groceries is carried and the equipment is modern in every respect.

Local grocers are retailing dairy butter at 25c a lb., and newly laid eggs are down to 28c. The farmers' market has not been largely attended recently, but this has not prevented the price of farm products getting cheaper.

A new fruit store has been opened on George Street by Jas. Fibian, a young man who has moved from one of the side streets to the main thoroughfare. He is carrying a choice line of fruit and canned goods.

An article appeared in a local paper recently asking how it was that prunes, dried apricots and pears are so dear in Peterboro. The average housekeeper has to fall back on many of these dried fruits at this season, and they are excellent as well as wholesome for family use. The grocers here charge 18 and 20c a pound for a fair sample of dried apricots, while in Toronto a good quality is offered at 12½c.

On Wednesday Jacobi Bros., of St. Catharines, opened up their new res-

taurant and lunch counter in the premises formerly occupied by Fowler, in the same business.

**GALT.**

February 10.—The grocery business in Galt has been brisk for the past fortnight, and a steady increase in all branches of trade is noted.

There is a fortune in it for the man who can purchase apples in the fall and preserve them in some manner so that they can be offered for sale in their natural state about this time of year. Your correspondent in making his rounds this week paid particular attention to the quality and quantity of apples offered for sale, and the result was most disappointing. In no case could perfect apples be secured, and in several instances grocers were without a supply. Those offered for sale were mere apologies for the succulent Canadian fruit — wormy, bruised, dirty and in many cases half rotten. The grocers recognize the fact that there is a big demand for apples of the right kind, particularly during the spring months, but as yet they have found no way of securing a supply.

Patrick Radigan, the Main Street grocer, has been elected chairman of the Market Committee of the town council. This committee which is composed of three members, will devote itself solely to market affairs, and with the energetic alderman at its head, big results may be expected before the end of the year. Through neglect the Galt market has fallen off sadly during the past few years.

John Sloan, the president of the Board of Trade, along with representatives from the town council and board of health, will shortly visit other towns and cities with a view to securing particulars regarding a system of garbage collection which it is proposed to instal in Galt.

Hugh Walker, of Deans & Walker, is a Paris old boy. He has been honored by his former Paris associates by being invited to accompany two rinks of curlers to play in a bonspiel in Utica, N.Y. He has accepted and is now in the American city.

Your correspondent last week took an afternoon in interviewing the various grocers with a view of securing their opinion as to whether or not the sale of confectionery was a profitable side line, and in almost every case the answer was in the negative. The corner grocers, particularly, were emphatic in their statements that while it might not result in a real loss, that there was no profit in carrying confectionery. The above opinion was vouchsafed by the other small grocers, all of whom seemed to think that it would be extremely unwise to lay in a large stock of candy. The larger grocers were not so emphatic. All Galt's larger grocers handle considerable confectionery during the year, and at these places can be purchased almost any variety. "We keep confectionery to please our customers," said one, "and at the same time there is a reasonable profit in it for us. Of course we have to buy judiciously. But if we lay in a



**BELLEVILLE.**

stock of confectionery that will keep well, we usually manage to get rid of it, and then once laid in it is no further trouble to us. Of course our trade is limited to most of the cheaper varieties, but we have quite a sale of the more expensive confectionery put up in boxes." At Sloan's it was an entirely different story. And it would be unfair to compare Mr. Sloan's experience with that of other grocers. At this store the sale and display of confectionery is a feature. A large space near the main entrance has been set aside for the confectionery department, which is up-to-date in every respect. "We have no reason to complain of the results from our confectionery trade," said Mr. Sloan. "When we took up this line we recognized that the people wanted the best, and this we have endeavored to give them. Our stock comprises everything from the cheapest mixtures to the most expensive boxed goods. We endeavor to set the lead in confectionery and to be always up to date. We want people to know that Sloan's have it. One point of success in the confectionery business is not to let your competitors get ahead of you." Just how large the stock of confectionery at Sloan's is may be made known by the fact that it required two clerks at hard work for three days to take stock.

As a result of the recent demonstration of Concentrated Soups this latest novelty is having quite a demand in Galt.

Annoyed by the taunts of her barber neighbor, the wife of one of Galt's Italian fruit vendors recently invaded the barber's store, drenched his furniture with water, and pummeled the man with a granite pitcher. As a result, the foreigners are now unmolested.

The proposed garbage system will be of great benefit to Galt merchants, many of whom are now at considerable expense in having their garbage removed.

The Hawkers' and Peddlers' by-law in Galt has been amended at the request of a large number of citizens. The change reduces the license for vendors of fruit, vegetables, etc., from \$50 per year to 10 cents per day for each day goods are hawked about town. It was claimed that the large license fee was resulting in an increase in the price of vegetables and fruit.

The town council will at its next meeting pass a by-law licensing the sale of cigarettes. The object is to prevent the sale of the "weed" at the corner grocery stores, where the packages are frequently broken open and the contents sold to youngsters at one cent each. The action is being taken at the instigation of the police department.

All Galt industries are now working ten hours a day and the outlook is exceptionally bright.

Bad roads interfered with the attendance at the market on Saturday. Eggs were 30 cents per dozen and butter 30 cents per pound.

February 10.—William T. Patterson, who for many years represented the Steele Briggs Seed Company, of Toronto, on the road, and who branched out in the grocery business here about a year ago, has again gone back to his old love and joined the same firm as traveler. He has left the management of his store with his son, Murray. It is one of the most up-to-date and handsome grocery stores in the city.

Recent callers on the trade here were: Mr. Scott, of the Taylor, Scott Co., Toronto; Mr. Holden, of the Canada Brokerage Co., Toronto; G. W. Prescott, of Hudon, Hebert & Co., Montreal.

A case of very great interest, and especially of much interest and import to cheese men, cheese factory patrons, and others, was heard here yesterday (Feb. 8) in Division Court, before Judge Fralick and a jury. The plaintiffs were Hodgson Bros., cheese exporters, of Montreal, who sued for \$44.38, for four cheese which they returned as being unfit for food and in very bad condition.

The facts are these: In May of last year the Glen View Cheese Factory, of Ameliasburg, an unincorporated company, boarded 70 colored cheese at the Belleville board through their salesman, Cyrus Giles, and these were bought by Morden Bird, who was acting for the plaintiffs. Bird sent over F. W. Brenton, who inspected the 70 cheese at the factory and pronounced them all right. The cheese were then brought over to the Schuster dock and were put on the steamer Belleville for forwarding to the plaintiffs at Montreal. When the cheese reached the dock at Montreal for forwarding to the plaintiffs one box was discovered in a broken condition, and when the coopers went to repair the box it was then discovered that the cheese was totally unfit for the market. This led to an examination of the entire seventy, when it was found that four of them were entirely bad. The Hodgsons notified Giles, who refused to accept the return of the cheese, contending that the cheese had been accepted and that his liability ceased. The plaintiffs then returned the cheese to Brenton's warehouse here, where Giles saw the cheese and refused to accept it. The company then brought action for the price of the cheese, \$44.38, and after hearing evidence the judge rendered a verdict for the plaintiffs. The latter brought every man between Montreal and Belleville who had anything to do with the cheese, including warehouse men, coopers, pursers on boats, etc. The cost of the witnesses alone amounted to over \$150, so those four cheese cost some money. Some of the cheese produced in court yesterday certainly had a decided "limburger" odor. The jury were drawn from patrons of factories in the second concession of Thurlow.

**INGERSOLL.**

Feb. 10th.—Although the weather, for the greater part since the first of the year has been more springlike than typical of winter, it has had no apparent ill effect upon business. There was a time and not long ago at that, when merchants generally clung to the opinion that plenty of snow was absolutely

necessary to give a swing to business. This may have been the case in the early days when there was heavy teaming to do and the roads were bad the year round. In the well settled districts nowadays, and particularly where there is no lumbering, good wheeling is about as good as sleighing so far as the business interests are concerned.

With February nearly half gone the merchants are beginning to make preparations for the spring. Improvements are being planned and advantage taken of all opportunities to "brush up" their stores. Stocks are also being gone over carefully and when the bright days of April arrive all will be in readiness for the rush that usually follows.

The firmness of market prices for the past few months is a matter which has caused more than one purchaser to "sit up and take notice." The quantity of produce appears to have very little or nothing to do with regulating the prices. For the past several months butter has been hovering around the 30 cent mark, while eggs have also shown practically no decline, notwithstanding the fact that they have been marketed in increased quantities of late. While as high as 30 cents per dozen has been asked, twenty-eight cents has been the ruling figure.

W. M. Scanlon who engaged in the bakery and confectionery business here about a year ago has disposed of his confectionery business to L. Tanner. Mr. Tanner has been a resident of Ingersoll for eight years and he will no doubt be accorded a liberal patronage.

**PERTH.**

February 10th.—N. E. Dodds rented a store just across from his regular stand and for the past few days has had a very successful "Fire Sale." He hopes to open for business with a new stock in his old stand next week.

Sleighing is practically gone and as much Perth business is country business and wheeling these cold days is unpleasant, business is not as brisk as it might be this week.

**HAMILTON.**

Feb. 10th.—Hamilton grocers are now very much interested in the collection of small accounts. At the regular meeting of the Retail Grocers' Association held on Thursday, Feb. 4th, they suggested that a deputation be sent to Toronto to interview the provincial government in regard to a simpler procedure of collecting accounts than the one now in vogue.

Regret was expressed at the defeat of the good roads by-law at the last election and hopes were expressed that the City Council may be able to devise some way to raise the money to improve the city streets. It is the intention of the association to hold a series of debates that will be of interest to the members in the near future.

The secretary was instructed to invite H. C. Beckett to give an address at the next regular meeting.

The Skedden Brush and Broom factory is advertised for sale by auction on Feb. 20th.

R. R. Hendry with Rose & Laflamme, Montreal, was in Quebec for a few days in the early part of the week.



**EXPENSIVE STRAWBERRIES.**

**Twelve Cents Each in New York—  
Served in Baskets in Which They  
Arrive.**

New York, February 8.—“Everglade” strawberries from Florida, huge, deep red and fine flavored and thoroughly ripe, are being served in the Hotel Knickerbocker in the square baskets in which they come to New York. The baskets, bound with a napkin, rest on a silver platter. The arrangement is attractive and in one case was too tempting to a woman diner. A portion consists of six berries and the charge is 75 cents. This woman consumed the contents of the basket and a charge of \$3.75 was put on her check. She was horrified and protested that she had eaten only six or eight berries, but 30 green stems told the tale. The charge was compromised at \$2.50.

Other delicacies at the Knickerbocker are the peaches from Africa and gooseberries from Mexico.

**ENTERPRIZE EULOGIZED.**

**United States Firm Begin Operations in  
Newly-erected Moose Jaw Flour Mill.**

Moose Jaw, Feb. 8.—On Wednesday, January 27th, the Saskatchewan Flour Mills Co., here, turned out the first barrel of flour. The mills were erected by a United States company closely allied with the New Prague, Minnesota, which operates a number of American flour mills. The officers of the local company are:

- F. A. Bean, President.
- F. A. Bean, jr., Vice-President.
- W. L. Harvey, Secretary.
- C. E. Austin, Treasurer and Manager.
- J. A. Wilson, Assistant Manager.
- E. T. Vickerman, Cashier.

The night before the opening a complimentary banquet was tendered the President and staff and many were the tributes paid by the speakers to the enterprise and ability of the company and its members. They were welcomed to Moose Jaw in a most enthusiastic manner and their success in the West was predicted by all.

**PERSONAL NOTES.**

R. S. McIndoe, Toronto, has returned from a ten days trip to New York and Eastern markets.

G. T. Gardner, for some years with the Imperial Cheese Co., has joined the selling staff of F. Dane, Toronto.

W. Percy Eby, of the Eby-Blain Co., Toronto, was in New York last week in the interests of his firm.

F. W. Hudson, president of the Canada Brokerage Co., Toronto, was in New York this week looking over the markets.

T. Yamada, with S. T. Nishimura & Co., Montreal, has returned from Quebec.

**A NEW PARTNER.**

**C. Ryan Becomes Successor to the Late  
C. E. Kyle, of Kyle & Hooper.**

C. Ryan who has become partner of the firm of Ryan & Hooper, 73 Front St., East, Toronto, grocery brokers and manufacturers' agents, as successor to the late C. E. Kyle, was for many years associated with the firm of Wilson, Lytle, Badgerow Co. Ltd., one of the largest vinegar manufacturers in Canada and is, consequently, well known to the wholesale trade throughout the Dominion of Canada.

He is a man whom the trade know to be honest in his dealings, and his many friends will no doubt be pleased to hear that he has become connected with a firm who represent some of the largest firms known to the trade.



C. RYAN,

The New Partner with S. Hooper, of  
Kyle & Hooper.

Mr. Ryan has shrewdness and ability and possesses that genial manner that is necessary to qualify his forming a position for the duties and responsibilities which rests upon a broker whose business transactions with foreign countries are, to some extent, complicated, but those who know Mr. Ryan best will have no hesitation in venturing the statement that he will meet with the success that his perseverance and intelligence entitle him to.

It may also be said that it is the intention of this firm to keep well in touch with the wholesale trade of the Dominion and use their effort to have in their possession such information respecting the markets as will be of great value to the trade generally.

Don't stack goods up so high in the windows that no one can see the inside of the store. Let in a little light. The store will be more cheerful.

**TRADE NOTES.**

The business of J. E. Corbett, Harbor au Bouche, general merchant, has been discontinued.

J. W. Marchand & Co., general merchants, Beauharnois, Que., have assigned to Vincent Lamarre.

The Canadian Stock Food Company lost its entire establishment in Brockville by fire last week.

T. Kusanobu, of S. T. Nishimura & Co., Montreal, is spending a few days in Toronto this week.

A. P. Tippet, Montreal, has returned from a combined business and pleasure trip to the Pacific Coast.

Thos. Beacon, grocer and flour and feed merchant, Clinton, Ontario, has been succeeded by Tyndall & Carr.

W. Hillman, until recently traveler for J. Y. Griffin & Co., has gone into partnership with Hugh Reed in the meat and provision business in Phoenix, B.C.

Messrs. Gillespie & Rogers, general merchants, Orangeville, who had made arrangements to move to Fort William and embark in business there about March 1st, will remain in Orangeville permanently.

John Lefebvre has joined the traveling staff of J. N. Warminton. Mr. Lefebvre is favorably known in grocery circles, and doubtless will have a successful career in his new position. His many friends among whom he is well liked wish him success.

The grocery business conducted for some years by R. M. Fulton, in Imperial Block, corner of George and Townsend Streets, Sydney, C.B., has been purchased by H. C. Harrinton, Charlotte Street, and the stock will be removed to the latter store.

**HELPFUL TO THE HEN.**

Little Mabel was visiting her uncle in the country and helping him gather eggs.

“What's that one you leave in the nest every time?” was the youthful inquiry.

“That's just the nest egg. It isn't a real egg, you know—it's made of porcelain,” explained the uncle.

“Oh, I see,” said Mabel. “It's the pattern that the hen uses.”

**STRINGENT TRUST LAW.**

The Supreme Court of the United States has again applied the stringent interpretation of the Sherman Anti-Trust Law in dealing with the case of the Continental Wall Paper Co. versus Louis Voight & Sons, Cincinnati, which has been commonly known as the Wall Paper Trust Case.

The suit was brought by the company on a debt of \$57,000, the payment of which was resisted on the ground that the paper company is a trust. In effect the decision holds that an admitted trust, organized contrary to the Sherman Anti-Trust law cannot use the court to collect debts.

No matter what you are advertising, write the ad with the women in mind. Ninety-nine times in a hundred the woman controls the household spending. She is the power behind the pocketbook.



# Have Provision Prices Reached the Top

Farmers Now Realize Highest Remunerative Returns—Demands of New Ontario, the Mining Camps and Requirements of New Provinces Are Contributing Causes—Will Butter, Meat and Eggs Be Shipped From the West in the Near Future and Enter Into Competition With Output of Ontario Farms? — Conditions Which Are Shaping to a Climax.

Have prices for farm produce reached the culminating point so far as values are concerned, and how long will it be before a re-action sets in and Ontario products have to compete with shipments of eggs, poultry, butter and meat from Manitoba, Alberta and Saskatchewan to the east?

In the opinion of some far-seeing dealers this forms an interesting query and constitutes a speculative study of the provision situation, the tendency of the times, the development brought about by changing conditions and the movement of population. It is a situation which will bear deeper analysis than a mere surface view of things reveals.

The strangest fact of all is that in a wealthy province like Ontario, where an abundance of produce of all kinds comes from the farms, prices are abnormally high for butter, eggs, pork, poultry, etc. This is caused to a large extent by the demand from other provinces, particularly Manitoba and the West, as well as the new towns along the Transcontinental railway, and the various settlements, some of them in the shape of growing towns and others fragmentarily spread over New Ontario. The people in the new districts and mining camps and the residents of the West where to-day many farmers are consumers, instead of producers, require a great deal in the line of provisions and meat products, and the older places in Ontario reap the benefit. How long will this state of affairs continue, how long before there will be a reversal, how long before the farmers of Western Canada will raise enough eggs, pork, butter, poultry, etc., to supply, not only their own wants, but to create a surplus that will have to find an outlet in the east; then the farmers of old Ontario will have to put forth renewed efforts in view of the competition threatening them from the west, which, at present, like New Ontario, is a large consumer? How far distant that day is none can tell. It may be nearer at hand than some think. When it does arrive the whole conditions of supply and demand may be altered and there is no saying just what will be the exact effect. In the meantime produce was never sold at such a high figure, relatively speaking, as it is to-day.

## The Present Situation.

What are present conditions as compared with the general trend of affairs a few years ago? Youth is ambitious and must find an outlet to the west, where the field is large and opportunities more attractive. The farmer whose

son has gone to make his home on the prairies, does not relish the idea of getting up at daybreak and doing a lot of chores, attending to the stock, etc. But some one says that he can hire all this done. Labor is scarce and, as a result, wages in the country are high, but, perhaps the principal reason that farmers get along without hired help is, that, in the majority of instances, it is not intelligent, and has to be trained. To undertake all this and pay liberally for it at the same time is more than the average farmer cares to undertake and hence the full possibilities of his land and stock, so far as yielding a revenue is concerned, are not realized. The farmer's daughter, too, does not care to do a great deal of milking or egg-hunting. The work is not a necessity beyond a certain point, as many tillers of the soil, after they have borne the burden and heat of the day, will, like men in other professions, slacken up. In plain Anglo-Saxon, they do not have to toil so long and strenuously as they once did. They have more money, prices for what they raise are high, and there is no pressing necessity to go extensively and exhaustively into butter making, poultry raising, hog raising and other lines.

It seems to be a law, universal in its application, that people invariably do just about what they have to. If circumstances compel them to make the utmost out of their land, their stock, or their dairy, they do so, but, if they are not hard pressed and prices prevail of such proportion that a good income is assured at any rate, they are content to take things easy, especially if they have some money in the bank.

## Prices That Prevail.

Relatively speaking, the figure for hogs in Canada today is higher than in any country in the world, and nearly everything else in the line of farm produce is equally high—just at present. This is due, as already pointed out, to the fact that New Ontario, the construction of another national railway, the opening of fresh mining camps and the rapidly expanding settlements of the West, have all created a large outlet for Ontario farm products, as these people are consumers and not producers to any great extent as yet. Many a resident in the West raises thousands of bushels of wheat, but in all probability buys his butter, his eggs or his pork. This state of affairs is changing and what the future will bring forth it is difficult to conjecture. The course of events points to a not far distant date

when the output of the farms of Ontario will have a rival from the west. Even now pork packing houses of Winnipeg are sending representatives to supply mining camps in New Ontario, and dressed beef dealers in the Prairie City have appointed agents in Montreal. The receipts of hogs on the Winnipeg market during 1908 were about 75,000 more than in the previous year, which was the largest up to that period. Before long farmers of Manitoba may be shipping butter and eggs to the east, and the people of New Ontario will be in a position to meet not only local consumption, but to satisfy the demands of the mining camps, and also a great deal of territory beyond. No one can foretell the future or predict with any degree of certainty just what will happen.

## An Anxious Period.

It is the same regarding general prices as it is now with eggs and butter. The latter was held in big quantities for export and the future looked promising. A few weeks ago the bottom dropped out of the export trade, Danish and Australian butter being sold on the English market five cents cheaper than Canadian butter. There is comparatively little butter made in Canada during the winter. It is true that a few creameries run, but their output is small and butter made by the farmers is generally hard and lumpy. Owing to the export business going to pieces, stocks are heavy and the price has accordingly taken a tumble.

At this season there are practically no fresh eggs and what there are sell from 40c to 50 cents a dozen. Produce merchants, who buy all the butter from May to November that they can corral and place in cold storage, often make well out of it. This was the case a year ago when certain firms or produce merchants bought from 19 to 21 cents per pound and disposed of their purchases a few months later from 28 to 30 cents. It costs about one-quarter cent per month to store every pound of butter, but even at that there was big money in it. At this particular season there is in the produce line considerable uneasiness—dealers do not know whether to let go or to hang on; whether the tendency will be upward or downward; whether the supply will equal the demand or the demand go ahead of the supply. The result is a sort of tenter hook feeling just now as there always is in the trade about this period.

The sensation of not knowing what











THE CANADIAN GROCER

ONTARIO MARKETS.

POINTERS—

Sugar—Decline of 10c.  
 Currants—Market very firm.  
 Evaporated Apples — Splendid demand.  
 Beans—Firm tone to market.

Toronto, February 11, 1909.

Sugar seems to be the most restless commodity on the market these times. Only a couple of weeks ago a change was announced, and on Tuesday, Feb. 9, at 11.30 a.m., there was a decline of 10c. The reason for this is the fact that there is a plentiful supply of raws and a poor consumptive inquiry. The present price of raws is the lowest in twelve months. The prices in Europe are maintained at 50c per cwt. above parity on the New York market.

In the tea market it will be of interest to know that a local broker received a cable message from Colombo on Wednesday which stated "that the quality was better, the prices were up and the market would likely remain at the present condition."

There is a firm tone to the bean market, as well as evaporated apples, prunes and apricots.

SUGAR—The decline of 10c on Tuesday was the feature of the sugar market during the week. The change may be considered a natural one. The demand for sugar is rather quiet.

"Crystal Diamonds," barrels	5 85
" " half barrels	5 90
" " box a, 100 lbs.	6 5
" " " 50 lbs.	6 0
" " " 25 lbs.	6 5
" " 50 lb cartons, boxes 100 lbs.	8 0
St. Lawrence Crystal Diamond D mino., 5 lb. ctns	8 20
Paris (same) in 100-lb. boxes	5 75
" " in 2 1/2 lb. boxes	5 65
" " " 1 lb. boxes	1 55
St. Lawrence granulated, barrels	4 70
Esaver granulated, bags only	4 0
Red. a h extr granulated	4 70
Imperial granulated	4 40
Acadia granulated, (bags and barrels)	4 50
Wallaceburg	4 50
St. Lawrence Gold J bbls.	4 30
Bright white	4 60
No. 2 yellow	4 50
No. 1 "	4 40
Red seal	7 0
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — There is very little doing in the syrup market, prices being the same as quoted last week. There is a little better inquiry for molasses.

Syrup—	
Medium	0 30 0 35
Bright	0 40 0 45
2 lb Tins, 2 doz. in case	2 40
5 " " " "	2 5
10 " " " "	2 65
Barrels	0 30
H f Barrels	0 0 1/2
Quarter "	1 20
Paile, 38 1/2 lbs. each	1 75
" 25 " "	1 25
Maple syrup—	
Gallons 5 to case	4 60
" 2 " "	4 80
Quarts, 24 "	4 80
Pints, 24 "	2 50
Molasses—	
New Orleans, medium	0 30 0 35
" " bbls.	0 28 0 30
Barbadoes, extra fancy	0 45
Porto Rico	0 45 0 50
West Indian	0 1 0 3

TEA—Cheaper teas are somewhat firmer than last week. A cable from Colombo to a broker indicates that prices are up there, the quality being good. Japan teas are reported to be firm and the tea business on the whole rather brisk.

DRIED FRUITS—Prunes, apricots and peaches are meeting with favor, the demand being good. A cable from Greece to a broker indicates that the market in currants is very firm. Dates and figs are quiet.

Prunes—	
30-40s, 25-lb boxes	0 14 1/2
40-50s, 25-lb boxes	0 14 1/2
5-60s, " "	0 08 1/2
60-70s, " "	0 08 1/2
60-70s, 50-lb boxes	0 09 1/2
80-90 " "	0 07 1/2
90-0s, " "	0 07

Apricots—	
C or e, 25-lb boxes	0 12 1/2
Fancy, " "	0 6

Candied and Drained Peels—	
Lemon, 0 10 0 11 Citrus	0 17 0 20
Orange, 0 10 1/2 0 12	

Figs—	
Elemes, per lb	0 08 0 10
Papaya, " "	0 03 1/2 0 04
Raw Figs	0 03 1/2 0 04
Dried peaches	0 10 0 10 1/2

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

Raisins—	
Sultana	0 07 1/2 0 09
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias,	0 5 1/2 0 06
Seeded, 1-lb packets, fancy	0 09 1/2 0 10
" 16 oz packets, choice	0 09 1/2 0 10
" 12 oz "	0 08

Dates—	
Halfwoes, 0 05 1/2 0 06	Fards choicest, 0 08 0 08 1/2
Sais, " 0 05	choice, 0 07 1/2

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

Almonds, Formizetta	0 12 1/2
" Tarragona	0 13
Walnuts, Green bur	0 14
" Porteaux	0 11
" Marbais	0 12 1/2
Filberts	0 10
Pecans	0 16 0 18
razzls	0 15
cashus	0 10 0 12

RICE AND TAPIOCA—There is a steady demand for rice this week, but no change in prices. The market in tapioca is rather flat.

Rice, stand. B.	0 03 1/2 0 03
Bangkok	0 03 1/2 0 03
Patna	0 35 1/2 0 35 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Sago	0 05 0 06
Seed tapioca	1 06
Tapioca, medium pearl	0 01 1/2

SPICES—The spice market remains the same as quoted last week.

Peppers, bh p re.	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 14
" whole, white	0 18
Ginger	0 18 0 28
Cinnamon	0 25 0 40
Nutmeg	0 25 0 10
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 6 0 10
" whole	0 17 0 20
Mace ground	0 20 0 30
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—This market is particularly firm, due to the scarcity of beans in the United States.

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

EVAPORATED APPLES—The demand for evaporated apples has been good and prices are well maintained.

Evaporated apples	0 07 1/2
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NEW COMPANIES.

The Domestic Manufacturing Company has been organized in Medicine Hat, Alta., to manufacture household ammonia and bluing. Percy Geo and L. Lowenthal are in partnership. The

works are at 500 South Railway Street.

A new company, known as the Kootenay Jam Company, has been incorporated with a capital of \$50,000 in \$1 shares, and with its works in Nelson, B.C. It proposes to begin operations on June 1st. The president is the Right Hon. Lord Brassey, K.C.B., England.

A provincial charter has been granted the Gordon Davies Company, Cobalt, to carry on a wholesale and retail business as general merchants and dealers in meat and provisions. The provisional directors of the company are James Ralph Gordon, Rose Ellen Gordon, Wallace Emmett Davies, Anna Mary Davies and Frederick Joseph Harris.

MOLASSES IN THE TEA.

The Newfoundland Situation at Present—Shortage in The Market There.

A Newfoundland authority on the molasses situation as it exists in that island writes The Grocer as follows:

The total importation of molasses into Newfoundland during 1908 was 12,715 puncheons, being 204 puncheons less than the preceding year. This quantity would possibly have carried us along until the arrival of the new crop from Barbadoes, but on arrival here, several cargoes were found to be unsuitable for this market, being slightly sour; considerable quantities of this, it is understood, were afterwards exported, some going to Halifax and a shipment or two to Montreal.

These exportations have caused a shortage in the local market, and no Barbadoes being obtainable elsewhere, there has been keen competition for such small lots as were offering, with the resulting high prices; quotations being at the time of writing 45 cents in single puncheon lots and 43 cents in 10 puncheon lots, but very little to be had, possibly not over 300 puncheons being held here. The Newfoundlander uses molasses largely in his tea and Barbadoes seems to be the only kind that will not turn his national beverage dark. We were offered a choice lot of Porto Rico some weeks ago, but when tested "in the cup," it was found to turn the tea a dark muddy color, and therefore practically useless for this market.

The first shipments of the new crop from Barbadoes are expected to arrive here about first week in April, and until that time such lots as are on this market will be held at very stiff figures.

Messrs. Tyndall & Carr, Clinton, have purchased the grocery business of M. T. Beacom, who for years has conducted a successful business here. The new proprietors will continue on the same lines as Mr. Beacom, and it is believed that their success is assured, both being experienced business men and widely respected for their straightforwardness and integrity.

Report La

Winnipeg has been a s and ther of subject of the T sitting f on Mond in chara tests. I report w of Valua sion bei board w assessme tory me question respect This boar form the Court of peals co would be of Queen

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The R hard at less than consideral int Livestock asked th C.N.R. shipping there be rates on the min to 16.00 heard or of weigh Chairma compani that Mr livestock company where li Province on the s panies su plete lis the year

The c Winnipeg sentation



## WHEAT ACTIVE IN WINNIPEG

Report of Tax Commission a Live Problem in the Western Metropolis—Church Lands May Be Taxed—The Railway Commission and Charges Against Express Companies.

The Western Viewpoint, by our Special Correspondent.

Winnipeg, Feb. 10.—Winnipeg has been a sort of storm centre this week, and there has assuredly been no lack of subjects for discussion. The report of the Tax Commission, which has been sitting for a long period, was presented on Monday and was sufficiently radical in character to call for the many protests. The first recommendation of the report was the appointment of a Board of Valuation and Revision, the commission being of the opinion that such a board would ensure a sound basis for assessment values and a more satisfactory method for the consideration of questions arising from time to time in respect to assessment and taxation. This board, if established, would perform the duties now undertaken by the Court of Revision. In the case of appeals covering matters of law, recourse would be had to a judge of the Court of Queen's Bench.

### Church Lands to Be Taxed.

In the matter of the much discussed business tax, the commission recommended that there be no exemptions and no discrimination as between the different classes of business, but that the basis of the assessment should be the rental value. The commission further suggested that the rate be 6 per cent. of the rental value. On the question of land and buildings, the recommendation was that land be assessed at its full value, and buildings at two-thirds of their value.

In the matter of churches it was recommended that the land be taxed and the buildings exempt. An increase in the controllable rate from 1 to 1½c on the dollar was recommended. These are just a few of the recommendations in a report which had evidently been prepared with extreme care.

### The Railway Commission.

The Railway Commission has been hard at work all week. There were no less than 51 cases on the list here for consideration. One of the cases of general interest was that of the Western Livestock Shippers' Association. They asked that both the C.P.R. and the C.N.R. be required to provide improved shipping facilities at many points; that there be a reduction of the freight rates on livestock, and a reduction of the minimum weight of cars from 20 to 16,000 pounds. Much evidence was heard on these matters. The question of weight of cars was left over, but Chairman Mabee condemned the railway companies as dilatory, and suggested that Mr. Dillinger, an official of the livestock association, and a railway company's inspector, visit all the points where livestock is shipped in the three Provinces and inquire into conditions on the spot; further, that railway companies supply this committee with complete lists of cattle shipments during the year.

### Excessive Express Charges.

The complaint as to conditions at Winnipeg was fully met by the representations of the railways as to the

erection and maintenance of the new Union Stockyards as soon as spring opens. There was a grand wrangle between the Canadian Northern and Dominion Express Companies on the question of division of express rates on joint hauls, and a great many complaints came from newspapers, jobbers' unions and others, of excessive express charges, failure to deliver at flag stations, and many other minor grievances. Much evidence was taken but final action was reserved for further consideration.

Decision was also reserved on the complaint of the Grain Growers' Association against the railways in the matter of bulkhead cars to Fort William and Port Arthur.

Judge Mabee has created a most favorable impression as chairman of the commission. He is doing one excellent thing in the matter of holding western people to time. Ample notice was given of the sitting and when a number of complainants failed to turn up at the appointed time they were simply struck off the list.

The Winnipeg Stock Exchange was duly opened Feb. 1st, and though there has been no large amount of trading there has been a decided increase in the number of western stocks listed. Those behind the scheme declare themselves as quite satisfied with the week's business and the outlook for the future.

### Wheat Market Active.

After extreme dullness ever since the turn of the year the wheat market became decidedly active during the last three days of the week, and on Saturday, Feb. 6th had a record "short day" market over 2,000,000 bushels of May wheat being traded between 9.30 and 12 o'clock. The first day of the increased activity there was not lacking evidence that Paten of Chicago was buying on the Winnipeg market, but later the speculative gave place to really active export demand. The cause for the increase in export demand was twofold. The last report issued by the Northwest Grain Dealers' Association was very bullish, placing the total wheat crop of the Canadian West at 97,000,000, nearly 10,000,000 less than the report of the previous month. This report had been cabled to Great Britain and had additional weight in view of the light receipts for the past six weeks, and further, there was an increase in the rumors as to damage to the winter wheat crop of the United States.

There was quite as active a demand for cash wheat as there was for May, but practically no offerings, as all receipts are sold ahead. It is not generally accepted by dealers here that the report of 97,000,000 is correct, the discrepancy between the two reports is too extreme, but it is quite apparent that the farmers who have wheat intend to hold on to it for higher prices. By the end of another week your correspondent will have more definite information on this matter in return to queries sent out.—H.

## MANITOBA MARKETS

Market quotations corrected by telegraph up to 9 a.m. Thursday, February 11, 1909.

Wholesale business continues to be good and collections are improving. Prices are steady. "Bonspiel," which opens next Wednesday, will bring a large number of retailers into the city and wholesalers are expecting an increased business during the next two weeks.

SUGAR—The recent advance of ten cents brings Winnipeg prices to the following figures:

Montreal and B.C. granulated, in bbls.	5 10
" " in sacks	5 05
" yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 03
" " in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-20's "	5 05
" hard pressed lump, 25's, per cwt	6 25
" " half bbls., per cwt	6 60
" icing	5 90
bar sugar	6 70
long sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 20
Powd. red sugar, in bbls.	5 40
" " in boxes	5 70
" " in small quantities	5 75
Lump, hard, in bbls.	6 05
" " in 4-bbls.	6 05
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES — There is an active movement in corn syrups. An advance is expected shortly. Prices are as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 " "	2 60
" " 10-lb tins, per 1 " "	2 43
" " 20-lb tins, per 1 " "	2 55
" " 1/2 barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " 5 " " 1 " "	3 60
" " 10 " " 1 " "	3 30
" " 20 " " 1 " "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls., per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 1/2 gal. bats., each	0 33
" " 1/2 gal. bats., each	2 25

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

Sugar, 25 lb. boxes 1/2 and 1/4	3 00
Syrup gallons 1/2 doz. to case, per case	5 65
" " 1 doz. to case, "	6 15
" " 2 doz. to case, "	6 55

FOREIGN DRIED FRUITS—Except for continued weakness in the California raisin market there are no features of special interest in the foreign dried fruit situation. Prices continue as follows:

Sultana raisins, bulk, per lb.	0 09
" " cleaned, "	0 10 1/2
" " 1 lb pkgs "	0 11 1/2
Table raisins, Connoisseur clusters per case	2 50
" " extra dessert, "	3 85
" " Royal Buckingham, "	4 00
" " Imperial Russian, "	5 25
" " Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 70
" " Connoisseur clusters, boxes (5 1/2 lbs)	0 85
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " " 14's	1 00
" " " " 28's	2 25
" " " " 14's	1 15
" " " " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in 1/2-lb. packages per package	0
" " fancy seeded in 1/2-lb. packages per package	0 7 1/2
" " choice seeded in 1-lb. packages per package	0 08 1/2
" " fancy seeded, 1-lb. packages, per package	0 09
Raisins, 3 crown muscatels, per lb.	0 0 1/2
" " " " "	0 07 1/2
Prunes 90-100 per lb.	0 0 1/2
" " 80-90 "	0 05 1/2
" " 70-80 "	0 06 1/2
" " 60-70 "	0 07
" " 50-60 "	0 07 1/2
" " 40-50 "	0 08
" " 30-40 "	0 08 1/2

Weigh, count, measure and gauge everything you buy.







## THE GROCER'S ENCYCLOPEDIA

**The Manufacture of Macaroni and Vermicelli—Goose Wheat the Principal Product—Interesting Story of the Origin of This Wheat—Vermicelli Industry in China.**

**MARCARONI AND VERMICELLI**—The manufacture of these two articles which are coming prominently before the grocery trade is of particular interest to the grocers who handle them. Questions are often asked regarding the constituents used in the making of macaroni and vermicelli and often the grocer is not able to answer.

Their manufacture calls into prominence "goose wheat," which in itself is the basis of a very interesting story. It is this wheat which is the principal part of both macaroni and vermicelli, the two being composed of the same substances, the chief differences being the shape and size of the products.

#### Origin of Goose Wheat.

In explaining where goose wheat came from every miller interested will tell you it was brought across from the United States in the crop of a wild goose some years ago. The goose was shot by a farmer in central Ontario, and in its crop were found a few grains of wheat which appeared to be somewhat different to the ordinary variety grown in Ontario.

The farmer who was of a progressive nature planted the wheat, saved the few dozen grains of the first harvest and planted them again in the following spring. This was the origin of the goose wheat in Canada and its cultivation has progressed continuously although the price paid for it ordinarily is some four cents less than for other wheat. It is cultivated chiefly between Toronto and Kingston. In the Western States and in England it is known as Durum.

#### Why Used for Macaroni.

The composition of the goose wheat is different from the ordinary Manitoba variety. This can be readily seen when a grain of each is cut in two with a knife. The Manitoba seed is of a white, starchy appearance in the interior making it valuable for the manufacture of flour, whereas the goose wheat is of a yellow color all the way through. This glutinous substance is what is needed for macaroni and vermicelli and that is why it is valuable for such. In the case of Manitoba wheat this glutinous substance is located just inside the hull of the grain. It is also, of course, useful for making the macaroni but there is not enough of it.

For instance out of 400 bushels of durum 300 bushels of material is furnished when the wheat is ground, for this manufacture of macaroni, while in 400 bushels of Manitoba wheat scarcely half that quantity is useful.

#### What Macaroni Is.

In the production of macaroni only two things are extensively required—goose wheat flour and water. The manufactured product is therefore nourishing.

It is used principally for making soup

and its use in this respect is extensive. Dainty dishes are made with cheese and macaroni aso

Italy is probably its home although at the present time large quantities are manufactured in Canada. One Ontario factory last year used twenty-three cars of goose wheat each containing 410 bags and the manufacturer of the macaroni informed the Grocer that this was not nearly enough but all that he could get.

A few years ago Italy made a big demand on Canadian goose wheat and the price went up above other varieties here. The result was that the following years Canadian farmers went into growing it extensively and the price came down again. Russia produces a large quantity of goose wheat and Italy gets a large portion of its supply from that country.

#### Vermicelli in China.

A. W. Gilbert, of the Chefoo consulate force, has prepared an interesting account of the Chinese methods of manufacture and shipment of vermicelli. He says that vermicelli in China is made from the small green bean in the Ninghai and Fushan districts, in the vicinity of Chefoo, to the south and west, there being one factory in Chefoo in connection with the Hwa T'ai silk filature. Large quantities are made by individual farmers in these districts, but more is made in the little family factories scattered all over this territory. The farmers in Dushan buy their beans in Chefoo, as the soil in this district will not raise a good crop of the green bean; while those living in Ninghai raise their own.

The beans grow upon the ordinary bean bush and are harvested about the first of September. They are separated from the pods on a primitive thrashing floor by the use of flails, and winnowed by being thrown up in the air by wooden shovels for the breeze to carry off the chaff.

#### The First and Second Stages.

After thrashing, by a process of boiling and repeated washing the skins are separated from the white meat of the beans, which are then ground in the primitive millstones. Then, by a further process of straining, cooking in cloth bags, draining, and cooling, the first stage of the process results in the appearance, upon a long bench outside in the sun, of a number of pear-shaped snow-white bean meal molds, having diameters at top and bottom of 8 and 12 inches, respectively. This is the invariable sign (and the only one to a stranger) of the exact location of a vermicelli factory—the long white lines of the drying product, mentioned below, serve as a general guide at a distance.

After drying, the molds are brought in and crumbled to a dry powder. A little is thoroughly mixed in cold water and about half a pint of the mixture is poured into about twice as much boiling

water and whipped into a gelatinous mass, in order to bring out the starch, and then dumped into a large pot of water which is kept up to the boiling point. After eight or ten of these masses have been made, the number depending upon the amount of vermicelli desired, they are separately dipped out in a small amount of the boiling water and again whipped until the water has been absorbed. These starchy masses are then in turn dumped into a large earthen jar containing pulverized bean meal, with which they are thoroughly kneaded to the consistency of dough, the starch and meal being gradually added during the kneading process until all the starch has been used. A workman then takes a sitting position at the edge and above the large pot of boiling water, holding the handle of a brass-bottomed 10-inch colander, the other side of which is suspended by a wire 18 inches above the boiling water.

#### Final Operations and Profits.

A ball of dough is tossed into the colander and forced through by striking it with the palm of the hand. The little slender strings of dough trail down into the boiling water and are guided on over the edge of the vessel into two lower vessels consecutively arranged and holding cold water, from the last of which they are collected into bundles of strings and strung upon short sticks in 4-foot lengths and hung up to drip. Two piculs of vermicelli are thus made at one sitting.

When the dripping frame has been filled the partially dried strings are hung outside of the village to be thoroughly dried in the sun. At a distance these 200-foot lines have the appearance of lines of white clothes. The product is then packed in burlap bales of 1 picul and taken to the market on pack animals, 2 bales to the animal, where it is sold to the wholesale dealers at \$4 to \$5 per bale, who in turn export it at an advance of about 100 per cent. in price. The quality of the product is regulated by the amount of starch and adulteration by sweet potatoes or kaoliang, the adulterated product being the cheapest.

In making 1 picul of vermicelli the manufacturer uses about \$6 worth of beans; but these farmers who make vermicelli and sell it for less than they could get for their beans make their profit from the chaff and harvested fields upon which they fatten their cattle, and the waste upon which they fatten their hogs and fertilize their land, and which is considered a superior fertilizer to the silk chrysalis, which sells at 2 cents per pound. The by-products of a picul of vermicelli amount to about \$3, thus giving a nominal profit of from \$1 to \$2 per picul, which represents three days' labor of four men.

#### KEEP AWAY FROM DANGER.

"Soda crackers? Yes'm," said the country storekeeper. "I got 'em. I'll —er—send 'em up to you!"

"Well," replied Mrs. Medders, "I did 'low to take 'em with me."

"Yes'm, but, you see, Bill Bruser he's a-doizin' on top o' the bar'l jest now an' he ain't in the best o' humor to-day."—Philadelphia Press.



## MIDWINTER MEETING HELD

**Bean Jobbers From Various States Unite at Detroit—Want Present Duty Maintained—Imported 2,000,000 Bushels Last Year—Canada's Share in This.**

Detroit, Feb. 6.—Bean jobbers from Michigan, New York, Wisconsin and California, banded as the Michigan Bean Jobbers' Association, held their mid-winter gathering in the Hotel Cadillac last week. About 100 jobbers were present. Annual reports were read, as were several papers dealing with beans.

The chief matter before the association was the maintaining of the present duty on beans coming into the United States. The members of the association are busily engaged in circulating petitions to the Ways and Means committee of the House of Representatives, asking that in its report on the tariff it leave intact the present duty of 45 cents a bushel.

"We believe that this duty is necessary for the protection of those engaged in the raising and marketing of the crop," says the petition. "The production of this crop is confined to a limited area in the north, as the area of rice production is limited in the south. The duty on rice is two cents per pound and we have no reason to question its necessity.

"The area suitable for the production of beans in a commercial way, because of climatic conditions and the ravages of the bean weevil, is confined to New York, Michigan, Wisconsin and California. Statistics are more available concerning the crop in Michigan than in any other state. The crop of Michigan runs from five to seven million bushels a year. At the present price such a crop would be worth from \$10,000,000 to \$14,000,000 annually. In spite of the tariff large quantities of beans are imported.

### Imported Beans.

"Last year more than 2,000,000 bushels were brought in. When the crop becomes low in price, competition from abroad is lessened, else our farmers could not raise beans at all. There are some 300 plants in Michigan which have been built and equipped for the handling of beans. These range in value from \$5,000 to \$40,000.

"Employment is given in these to many hundreds of people. The present tariff cannot be let down without affecting the owners of and operations in these various institutions and the growers of beans as well. In the production of beans, according to the last printed statement of the Secretary of State, more than 300,000 acres of land are cultivated in Michigan, and the cost to the consumers is the same, 10 cents per quart, almost without variation and without regard to the price paid to the producer."

N. H. Stevens, president of the Canada Flour Mills Company, one of the most extensive bean dealers in the in

western Ontario section, was present at the convention, where he read an interesting paper dealing with the Canadian situation.

In reference to the statement that 2,000,000 bushels of beans were imported last year into the United States, Mr. Stevens was interrogated by The Grocer, as to what proportion, if any, Canadian beans bore to the entire 2,000,000 bushels imported.

### What Canada Sent.

"Canada exported to the States," he rejoined, "about 35,000 bushels, out of the 2,000,000."

He added that the rest of the importations would be practically all Austrian and Indian beans.

The Austrian and Indian product, he said, enters very largely into competition with the Canadian beans. Canada, indeed, would use all the beans she produces, were it not for this competition. At the present time British dealers are understood to be offering Austrian beans landed at Halifax, at a price lower than that for which Canadian beans can be bought. The bringing in of these Austrian beans results in the breaking of the price, which would otherwise be kept up. Canada had imported about 30,000 bushels of Indian and Austrian beans this season, and more are on the way. Were it not for this competition, Canada would not be an exporter, but instead would consume all the beans she produces.

### HOW RUSSIA BUYS TEA.

**Her Big Importers Go After it With a Rush When They Want it.**

The contention that Russia is a contending factor in the world's tea market is in one sense true and in another, not. Statistics regarding importations of Ceylon tea by Russia when compared with other countries would not lead one to believe that the former country was much of contender.

In 1908 authentic figures show that the importations of Ceylon tea by Russia were 17,000,000 lbs. Australia, however, which in area is much smaller than Russia, and which has a smaller population, imported about 20,000,000 lbs. North America imported 9,000,000 and Great Britain about 100,000,000 lbs. From these figures therefore and taking everything into consideration, a person might be lead to believe that Russia has at no time much of an influence in the tea market.

But there is another side to the question. When Russia does buy tea she becomes really "strenuous." Her big tea importers go after it with a rush. "As they usually want the best classes of tea, and as they buy without hesitation Russia then becomes a contending force in the market. The tea trade in that

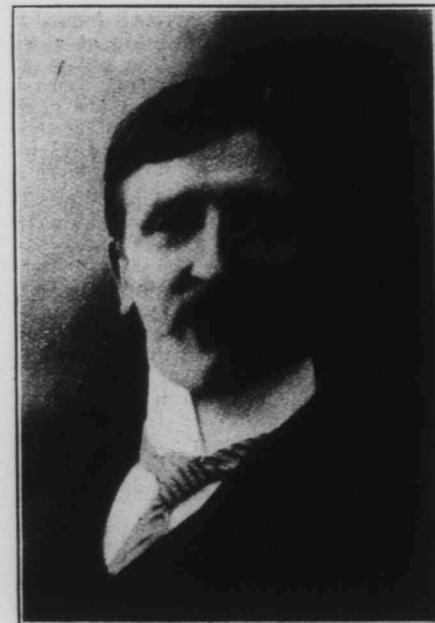
country is controlled by a few enormous concerns and when the goods are offered for sale, which they want to buy they act like a big wedge and Russia then becomes prominent. This only occurs at intervals and particularly when a good class of tea is placed on the market.

### BECOMES THE MANAGER.

**Advance of Alexander Foreman, Montreal, From Clerk to Manager.**

When S. Carsley wanted a new manager for their large downtown departmental store, they selected "Alec" Foreman, who held the position of manager of the grocery department. This is evidence that a grocer can climb the ladder as well as anybody else.

Mr. Foreman is a native of Montreal, having been born here 44 years ago. He was apprenticed to a grocer at an early age, and was in the employ of Fraser, Viger & Co., when he accepted a position as clerk with the Carsley people eleven years ago. He rose to the managership of the grocery department and



ALEXANDER FOREMAN,  
Manager of Carsley's Departmental  
Store in Montreal.

is now bearing the responsibilities of management of the entire store. The success, which has crowned his efforts in a smaller sphere, will undoubtedly be his reward, in his now much extended field.

### RESULTS OF THE EARTHQUAKE.

**Widely Known Company Loses Several Members of Their Office Staff.**

Watt & Scott, brokers, Toronto, have received word on Feb. 8th, from Ferd. Baller & Co., whose offices were in Messina until the recent earthquake, that the big land shake did them a great deal of damage.

The letter was written on Jan. 23rd, and stated that although the partners

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## THE CANADIAN GROCER

of the firm and their families escaped several of the members of the staff perished amid the ruins. Books, papers, codes, etc., were all buried beneath the debris of their late offices at Messina which were completely wrecked.

The letter further stated that the writer, Mr. Baller, had not seen an exaggerated account of the great catastrophe and that it was impossible for pen to picture the actual horror connected with the earthquake and the awful devastation that it brought.

The company which is widely known

farther and cover Northern Ontario and other parts of Canada. The new firm is composed of F. W. Ryerson, R. E. Ryerson, R. J. Ryerson, P. O. Barker and Earl L. Martin.

### SUBSIDIARY COMPANY FORMED.

It is reported by cable from London, Eng., that Bovril Ltd., the largest and most widely known manufacturers of concentrated beef preparations in the world, has acquired control of large estates in the Argentine Republic. The

the manufacture of Bovril. The parent company, (Bovril Ltd.), has engaged to take, as a minimum quantity, 30,000 head of cattle annually. This is supplementary to the large supplies already coming from the British Colonies. It is expected that this number will be greatly increased as the resources of the new company are developed.

### HOME FROM TEXAS.

Shaw T. Nishimura, on his return from Houston, Texas, via Chicago, west-



A GROCERY STORE WHERE FLOWERS ARE HANDLED WITH PROFIT.

This picture is one view of Chas. Page's store at 1154 Yonge Street. Accident which lays the course for most careers made of Mr. Page a printer, but unlike most men he cut the moorings of fate and launched out into business. That was over two years ago, and already he has amply demonstrated the wisdom of his course. He started by

stocking quality goods and making attractive displays of them as he has with Red Rose Tea. He has gone after the best trade at the head of Yonge street, and from the first the business has been a success. A department that has helped in many ways is cut flowers and plants. The Canadian Grocer has been urging grocers for years to handle

flowers, but few have followed the advice. This department has been looked after specially by Mrs. Page, whose pleasant personality has been a great help to the business. Mr. Page has fitted his store with the modern and sanitary facilities for handling foodstuffs, and he is finding that it pays.—Toronto Sunday World.

throughout Canada and the United States was badly disorganized but their offices have been transferred to Catania and they are collecting what remains of their office staff and expect soon to be on their feet again.

### NEW COMPANIES.

The last Ontario Gazette contains the notice of incorporation of Ryerson Bros., Limited, commission merchants, Brantford, capital \$50,000. The firm has been in business a good many years, their intention now being to branch out still

report further states that a company has been formed under the name of "The Argentine Estates of Bovril Ltd." with a capital of \$3,409,000. The prospectus states that the company is organized in order to guarantee an unfailing source, and to ensure an ample supply of highly bred cattle for use in the manufacture of Bovril. These estates are among the finest grazing grounds in the world, comprising 438,082 acres, with 100,000 head of horned cattle, and two large factories fitted with all the latest appliances for the preparation of the raw material used in

ern Ontario and Toronto, called at the Toronto office of The Grocer this week on his way home to Montreal. He and a few associates have a large rice plantation in Texas, and he reports a favorable advance there, the acreage increasing every year. Mr. Nishimura referred to the good results obtained from the experiment of growing the Satsuma variety of Japanese oranges. A plantation has been laid out there and these oranges have proved hardier than the Florida or native oranges.

# Walter Stark, of "Toronto" House

Wallasey, Cheshire, England

Calls the Attention of Canadian Jobbers and Merchants  
to the Following Lines of

## British Goods

The E. Breffit & Co., Ltd., English Fruit Jars

"Cœur-de-Lion" Cycle Co., English Bicycles

Victor Fire Extinguisher

Venetian Fire Grate

Automatic Water Finder

Non-Explosive Gas Machine

and is visiting Canada on  
behalf of the manufacturers

He purposes visiting the largest centres of the Dominion, and  
will be glad to correspond with Traders in Country Points.

He is prepared to offer

**Excellent Terms,**

IN SOME CASES SOLE AGENCY FOR DISTRICT

Letters Will Reach

Him if Addressed care The Canadian Grocer, Toronto



## What Would John Wanamaker Say About Red Rose Tea ?

This is what he says about advertising goods :

"Advertising is making the goods speak. It is putting a truthful, animate tongue into inanimate merchandise.

"Merchandise itself cannot lie. Sooner or later its true character will develop—in its use—in the satisfaction it gives to the owner.

"When exaggerated or false statements are made about goods it is a human tongue that talks or a human hand that writes; it is not the merchandise that speaks — therefore it is not advertising."

Have you ever known an exaggerated or false statement made on behalf of Red Rose Tea? Have you ever known of any "catch penny" methods being used to sell it? Have you ever known anyone connected with the business to adopt any underhand method of securing orders; or, has Red Rose Tea in daily use fully borne out all the claims made for it; has every method of selling the tea been in every respect legitimate and honorable; has every Red Rose Tea salesman been manly, straightforward, and above suspicion of anything underhanded?

If John Wanamaker knew as much about Red Rose Tea as you, and other merchants all through Canada, know, I believe he would say, "it has made good in every respect." Nothing else would account for the continued and increasing confidence displayed toward it by the many thousand merchants who sell it and the hundreds of thousands of people who drink it.

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

**T. H. Estabrooks, St. John, N.B.**

### When You Are Asked For


one of the 57 Varieties that you do not carry in stock, you run the risk of losing a permanent customer. The housewife knows that

## HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

are carried by all first-class grocers and she will have them. Absolutely pure, clean made and of the highest quality, Heinz products make firm friends wherever sold.

Merchants are authorized to refund purchase price if they ever fail to please.

Anything that's  is safe to sell

H. J. HEINZ COMPANY

New York      Pittsburg      Chicago      London

## ROLLED BACON

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

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

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

### F. W. Fearman Co.

LIMITED

HAMILTON

Plain Figures that  
prove the Superior  
Quality of



## Reindeer Milk and Jersey Cream

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

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

## Butter Eggs Cheese Poultry

(Live and Dressed)

We handle large quantities of these lines. Shipments and correspondence invited

### The WM. RYAN CO.

LIMITED

70-72 Front Street East  
Toronto - Ont.

The a  
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# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN

Montreal, February 11, 1909.

The activity of the cheese market of a couple of weeks ago has developed into a period of decided dullness. From reports arriving from England, the New Zealand product seems to be satisfying the demand there, which is not large just now. The New Zealand cheese arrives on the London market in an opportune time, just following the close of our season. Stocks, however, on the other side are low, consequently a resumption of a more extensive trade may be looked for soon, as the New Zealand product will wane in supply before long. The best quotations offering locally are 12½c to 12¾c for finest Westerns, and 12¾c to 12½c for Easterns. The receipts for the season up to date since May 1 have been 1,957,566 boxes, against 2,053,635 boxes for the same period of last year.

The butter market is dull, as the demand has suddenly fallen off, and stocks are more than adequate to meet current demands. Butter is arriving freely. Some extra fine early autumn stock is being held for a fancy figure, but it is doubtful if it will be obtained. Reports from the country state that the cows have come through the winter very well, indeed, and feed is plentiful. From this then it is fair to assume that there will be a good year if other things are equally favorable. Last year it will be remembered, the cows emerged from the winter season in very poor shape, owing to scarcity of feed. Prices locally rule around 26c for fall creamery, 24½c for winter creamery, 23c fresh receipts, and 20c for dairy rolls. Receipts for the season have been 416,781 packages, against 410,582 packages for the same period of last year.

### THE PROVISION SITUATION.

Toronto, February 11, 1909.

With the price of hogs f.o.b. in the country at \$6.70, the situation of the packers is not very encouraging. After several weeks of keen rivalry, the packers have come to the conclusion that the supply of hogs throughout the country is considerably below the average, and that even by paying much above their value, the required quantity to keep all the packing house supplied cannot be secured. The cause of this shortage is freely discussed, but opinions differ. Some claim that the new inspection act has something to do with it, and that farmers are either killing their hogs themselves or selling them to small packers, who confine their business entirely to the Province, where inspection is not required.

While the local demand for bacon is increasing from year to year, there is

less shipped to England, which market is principally supplied by Denmark and other countries. The chief causes of the dangerously high prices for hogs seems to be that there are more packing houses in operation than are required to work up the hog product of the country. It might be stated that some time ago during a short supply of hogs, and in order to keep the men employed, packers were allowed to import hogs from the States and work them up in bond. This, however, cannot be done now.

The butter market is still in an unsatisfactory condition. The accumulation of poor butter, in order to get rid of it, is sold at lower figures, and while there is no more good butter than is required to meet the demand, merchants have difficulty in maintaining the price. Poor butter always has a tendency to pull down the price of even that which is good. Making poor butter, and putting it on the market always results in losses, not only to those who make it, but it is doing an injustice to those who make good butter.

The egg market is firm, with a drop in the new arrivals from the country, which come invariably with a strict guarantee of being strictly new laid. Here is a sample of the reliability of the guarantee. Three cases arrived of 36 dozen each, making 108 dozen. By careful candling, they turned out as follows: 49 dozen new laid, 32 dozen held stale, 21 dozen salted, and 2 5-12 dozen black rotten.

The stock of cheese is rapidly diminishing, but in the absence of export demand the prices are unchanged.

## PROVISION MARKETS

### MONTREAL.

PROVISIONS—The live hog situation remains strong, but so far no further advances have taken place in provisions, although a strong undertone characterizes the market.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 09½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases.	0 09½
Heavy Canada short cut mess pork, in bbls.	22 00 23 10
Selected heavy Canada short cut clear boneless pork.	23 00
Heavy Canada short cut clear pork.	22 50
Very heavy clear pork.	25 50
Plate beef, 100-lb bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 12½
Boxes, 50 lbs., grained.	0 12½
Tubs, 50 lbs.	0 12½
Pails, wood, 20 lbs., parchment lined.	0 13
Tin pails, 20 lbs., gross.	0 12½
Cases, tins, 10 lbs. each.	0 13
" " 5 "	0 13½
" " 3 "	0 13½

BUTTER—Owing to freer arrivals of butter, prices have declined a little, al-

though some specially fine early autumn stock is being held for better prices, but it is doubtful if they will realize these.

Fall creamery, solids	0 26½	0 27
Fresh Creamery, solids, lb.	0 25½	
" prints, lb.	0 26	
Dairy, tubs, lb.	0 17	0 19
Fresh larg roll.	0 19	0 20

CHEESE—The cheese market remains unchanged. Locally demand is fair, with some export business passing.

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

EGGS—Owing to freer arrivals of new laid, the price of eggs has slumped slightly. Cold storage stock is done. There are only a few pickled eggs left.

New laid	0 32	0 35
Selected cold storage	0 29	
No. 1 Canded	0 26	
No. 2 Eggs	0 21	0 22

HONEY—This market is dull and uninteresting and there are no changes in quotations.

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

POULTRY—Poultry prices remain firm, owing to scarcity, and prices are strongly maintained.

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

### TORONTO.

PROVISIONS—The local demand for cured meats, is brisk, and the best in all lines is wanted. Even the orders for railroad contractors, lumber camps, etc., ask for nothing but the best.

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

BUTTER—In order to effect sales of the inferior qualities, of which too much is on hand, lower prices are accepted, which also has some effect in the better qualities, which are however all wanted, and prices are firmly maintained.

Creamery prints	0 27	0 29
Creamery solids	0 27	0 27
Farmers separator butter	0 25	0 26
Dairy prints, choice	0 22	0 23
" ordinary	0 21	0 22
" tubs, choice	0 21	0 22
Large rolls	0 20	0 21
Baking butter	0 16	0 18

CHEESE—The local demand is good and although no change, the prices are firm, and the trade satisfactory.

Cheese, large, prime	0 13½
" twins	0 13½ 0 14

HONEY—With a few outside enquiries, and a steady city trade in a small way is all that can be said in the honey



trade. Prices are the same as last week.

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

**POULTRY**—The poultry trade is very quiet. Very little is coming in. All good quality is picked up readily at prices quoted.

Spring chicken, dressed.....	0 14	0 18
Hens, per lb., dressed.....	0 10	0 11
Ducks per lb., dressed.....	0 14	0 18
Turkeys, per lb., dressed.....	0 18	0 20
Geese, per lb., dressed.....	0 11	0 13

**EGGS**—In consequence of the fact that the eggs sent in from the country as strictly new laid, are almost in all cases not up to the mark, the price of such stock has dropped very nearly to the level of cold storage. The candling showed that these eggs were not running more than 50 per cent. new laid. The farmers put away a supply of eggs for their own use in the fall which are supposed to last them till the spring. This year on account of the mild weather, hens started to lay in January. Instead of continuing to use the old

stock, and sell the fresh eggs, a good percentage of them used the best and sold their old stock. This accounts for the bad showing in the new laid arrivals from the country. This would lead one to think that the farmers would scarcely measure up to the standard they like to see in the business man.

Strictly new laid, per doz.....	0 29	0 31
Select cold storage.....	0 28	0 30
Cold storage.....	0 25	0 26
Limed.....	0 24	0 25

**WINNIPEG.**

**DAIRY BUTTER**—The market is weaker. This is due to two causes, first the absence of demand from the east, and secondly milder weather conditions. Accumulations, however, are not heavy. Buyers are paying from 17c to 18c f.o.b. Winnipeg for good round lots, and the lower grades are in poor demand.

**CREAMERY BUTTER**—The tail ends are being cleaned up, although some holders would have realized better prices if they had sold earlier in the season. Prices are firm at 25c to 26c.

**EGGS**—Stocks are low and arrivals are very light. Sales are being made in case lots from 32c to 34c per dozen. Prices will decline sharply providing milder weather prevails.

**CHEESE**—Very little Manitoba cheese is being offered. Ontario is selling in a jobbing way at 14 1/2c to 14 3/4c per lb.

**POULTRY**—Buying prices f.o.b. Winnipeg are as follows:

Chick-n, per lb.....	0 11
Fowl, per lb.....	0 08
Turkeys, per lb.....	0 16
Ducks.....	0 11
Geese.....	0 11

**LAW IN BRITISH COLUMBIA.**

**Manufacturers' Association to Consider Course to Follow at Next Meeting.**

Something new is likely to develop at the next meeting of the Canadian Manufacturers' Association regarding the conditions existing in British Columbia by which incorporated companies doing business there, especially where orders are taken, must first register before they can legally collect accounts or enforce agreements.

This question was considered at some length in The Grocer of a couple of weeks ago when it was stated that G. M. Murray, secretary of the Canadian Manufacturers' Association, had received a number of complaints as to this extra-provincial corporation law, and that the matter was then being considered with a view to taking definite action to bring about a change.

"A report is being prepared which will be submitted to the Manufacturers' Association at its meeting next week, and until then I cannot make public any proposals as to our future course," remarked Mr. Murray to the representative of The Grocer this week. The plans to be pursued will, therefore, not be made known for a week at least.

Mr. Murray stated that in his opinion the fact that a traveler could not legally make sales for his company in British Columbia, unless that company register-

ed was merely an oversight at the time the Act governing such conditions was amended. It has been in existence now since 1897, and although twelve years have since passed, it was only recently that companies were non-suited in attempting to collect accounts.

This, he said, would indicate that the omission was an unintentional one.

"Some smart lawyer has observed the omission and won a case just because there was nothing in the Act allowing companies this privilege in British Columbia," he added.

This occurred first only a short time ago, and as it has been repeated occasionally, manufacturers are beginning to take notice. Mr. Murray said that similar conditions existed in other parts of the Northwest. The plans of the Manufacturers' Association will, therefore, be awaited with interest.

**MAY SECURE FACTORIES.**

**Indirect Benefit to Canada if Franco-Canadian Treaty Goes Through.**

There is a probability that the French Government within the next year will put into operation a revised tariff which, it is believed, will have the effect of very seriously discriminating against imports into France from the United States. The French tax now on many articles of United States production is prohibitive.

A very pertinent fact to be considered in this situation is the new Franco-Canadian treaty, which is now being concluded, says a despatch from Washington. Under this treaty Canada is to receive all of the minimum rates of the French tariff. Even under present conditions this will be sufficient to cause many United States manufacturers to build factories across the Canadian line, so that their product may be sent to France with the benefit of the low tariff.

**APPLES FOR INSOMNIA.**

**A Good Fruit to Eat Before Retiring at Night—Has Medicinal Properties.**


A writer who believes in the usefulness of apples to prevent sleeplessness, says that the apple is such a common fruit that very few persons are familiar with its remarkably efficacious medicinal properties. Everybody ought to know that the very best thing he can do is to eat apples just before retiring for the night. Persons uninitiated in the mysteries of the fruit are liable to throw up their hands in horror at the visions of dyspepsia which such a suggestion may summon up, but no harm can come even to a delicate system by the eating of ripe and juicy apples before going to bed. The apple is excellent brain food, because it has more phosphoric acid in easily digested shape than any other fruit. It excites the liver, promotes sound and healthy sleep, and thoroughly disinfects the mouth. This is not all—the apple prevents indigestion and throat disease.

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

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

ESTABLISHED 1892  
**Rutherford, Marshall & Co.**  
 Wholesale Produce and Commission Merchants,  
**TORONTO, ONT.**  
 Solicit Correspondence. Always buyers of Dairy Products. Write us before selling.

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

  
**USE OVAL WOODEN BUTTER DISHES.**  
**THOMAS BROS., St. Thomas, Ont.**  
 the car is filled. The fruit is profitable





## Your Store Is Known

by the goods you sell. The Grocer with an eye to the future studies his stock and sells only those goods he knows will please his customers.

¶ Cheap and inferior goods never find a place on his shelves.



# Magic Baking Powder

insures such delightful results in baking that housewives most everywhere demand it.

¶ It is splendidly advertised and yields a lasting profit. If you haven't been selling it, begin now—you'll find it sells better than any other Baking Powder.



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

## The Trade's Co-operation

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

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

My present advertising campaign is now on. It includes

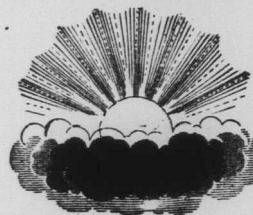
- Clark's Corned Beef
- “ Ox Tongue
- “ Pork and Beans
- “ Potted Meats

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

**WM. CLARK**  
 Manufacturer  
**MONTREAL**

## “Salad, Edible and Cooking Oils”

WINTER PRESSED



“Sun Burst” Reg'd.

“Non-Pareil” Reg'd.

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

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

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

WRITE US TO-DAY

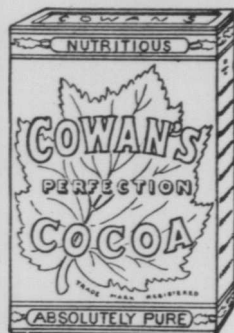
**J. M. BRAYLEY,**  
 MANAGER KENTUCKY REFINING CO., Incorporated  
 Cotton Seed Oils

55 ST. PAUL ST., - - MONTREAL

Trade that is brisk, steady, profitable, has grown out of the absolute purity and uniformly delicious flavor of

# Cowan's

## Cocoa and Chocolate



Made known by liberal advertising.

And the trade is growing still.

Stock up and profit from it.

**The Cowan Co., Ltd.**  
Toronto, Ontario

## Particular People Require Particular Attention

but it pays to cultivate this class of trade, for cranky housekeepers, while they demand the best, and are willing to pay for it, are easily held by the grocer who studies their wants.



When they ask for evaporated cream always give them IMPERIAL BRAND EVAPORATED CREAM.

Imperial Brand is put up in the finest dairying district in Canada, in a modern factory, by skilled workers. Milk supply is the finest.

THE PRODUCT IS UNPARALLELED.

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

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

# PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., ½-lb. and ¼-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

## IT WILL PAY YOU TO GET SAMPLES & PRICES

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto.  
H. & A. B. LAMBE, Hamilton.  
C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg.  
MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec.  
A. E. CURREN, 54, Bedford Row, Halifax.

**GEORGE PAYNE & CO., Ltd.,**

Wholesale Tea, Cocoa and Coffee Merchants,

**LONDON, Eng.**

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

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# THE FLOUR AND CEREAL MARKETS

Advance Expected in Price of Flour—Rolled Wheat and Rolled Oats Market Very Firm—Bran is Scarce.

In all probability the price of flour will advance in the near future. Wheat has gone up so high that millers state they can make no profit so that a change may be expected at any time. The cause for the recent decline still exists, but the millers interested are expected to settle their differences soon.

Rolled wheat and rolled oats are also likely to advance in view of the high prices of wheat and oats.

## MONTREAL.

**FLOUR**—The recent drop in prices has precipitated such a demand upon the mills, that stocks have been pretty well cleaned up. There is a strong probability that prices will stiffen up soon. Export demand is also in a good healthy condition.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	5 60
Glenora.....	5 10
Manitoba spring wheat patents.....	5 60
"    strong bakers.....	5 10
Five Roses.....	5 60
Harvest Queen.....	5 10

**ROLLED OATS**—The rolled oats market is without change, since our last report.

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

**FEED**—The scarcity of bran continues and prices are well maintained, with further advance imminent. Shorts are fairly plentiful and selling well.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
"    bran.....	21 00 22 00
Mouille, milled.....	25 00 27 00
"    straight grained.....	30 00 34 00
Feed flour.....	1 50 1 60

## TORONTO.

**FLOUR**—The flour market seems to be in a rather peculiar position this week. Although Manitoba wheat has not actually advanced it does not seem that the strain can last much longer. The price of wheat at present is such as should demand higher prices, but the millers who a couple of weeks ago were responsible for the decline have not yet settled their differences. One milling company states that wheat is so high and so hard to get that milling is more of an expense than profit these days. Flour is therefore likely to advance. Export demand is improving.

### Manitoba Wheat.

1st Patent.....	5 50 5 60
2nd Patent.....	5 20
Strong bakers.....	5 00 5 10

### Winter Wheat.

Straight roller.....	4 20 4 30
Patents.....	4 80
Blended.....	5 00

**CEREALS**—In the cereal market this week rolled wheat is very firm with no change in prices as quoted last week. From the statements of one or two firms, however, the price is likely to advance on account of the condition of

the wheat market. It does not seem that the strain can last much longer. There is a fair demand for rolled oats and on account of the many advances in the price of oats there is not likely to be any decline in prices.

rolled wheat in 1-lb. cts., 100 lbs.....	2 85
"    oats in bags, per bag 90 lbs.....	2 50
Oatmeal, standard and granulated, in bags 98 lbs.....	2 75

## AWAIT "OLEO WAR."

Proposed Lowering of Revenue Tax Excites Powerful Interests.

Washington, D.C., Feb. 8.—There is prospect of a sharp contest over a measure which Representative Burleson, of Texas, has introduced, to repeal the present internal revenue tax of ten cents per pound on oleomargarine. There are powerful interests on both sides of the question, among which, it is declared, importance must be given to a sharp change of opinion about the desirability of oleomargarine as a food. The high price of butter in recent years, with the prospect that it will go still higher, has forced a considerable demand for removal of the tax. Moreover, there is not so much sentiment as formerly, it is said, against imitation butter.

The question of revenue is also important. It is declared that a tax of two cents per pound would produce more revenue than the present ten cents, because the latter is to a large extent prohibitive.

The big packing interest is always named first among interests which want to remove or greatly reduce the tax. But the makers of cotton seed oil are just as insistent on removing the tax as the dairymen are on retaining it. Back of them are lined up the cotton producers, and a strong sentiment has developed in the South that the tax on imitation butter is a protection to a Northern industry at the expense of the cotton producers of the South. The wholesale grocers are also said to be strongly in favor of the change, because they could handle oleomargarine, while butter is beyond them.

Already promise is made that the dairy interests of the East and Middle West will bring great pressure to bear, and that they will use extreme measures to keep their representatives in line to retain the tax. The original fight which the dairy interests made to get the restrictions imposed on imitation butter was one of the most picturesque ever made in Congress, and there is every indication that it will be repeated in connection with the Burleson Bill or some similar one.

W. H. Thompson of Hamilton, and Fred D. Menzie of Niagara Falls, have just returned from Texas, where they have been representing the F. F. Dalley Company in the interests of "2 in 1" shoe polish.

## Mooney's Perfection Cream Sodas

Are held in high favor by a great popular majority of the people who use soda biscuits. They hold their delicious crispness; and that's important to both consumer and grocer.

Most Grocers Sell Mooney's



The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA

Have you any


Goose Wheat  
or  
Ontario White  
Wheat?

We want lots of it.  
We want quality.  
We will pay for good wheat.

Cummings Mills  
Cummings Bridge, Ottawa



CANADA: No better Country



MOTT'S: No better Chocolate

To suggest a good thing to your customers is to make future suggestions from you valuable. The suggestion to use

# MOTT'S

"Diamond" and "Elite" brands of

## Chocolate

is to get confidence and trade. You can't suggest anything better in Chocolate.

Your jobber sells them


### John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

By Royal



Letters Patent

# Nelson's

Opaque, Brilliant,  
Isinglass, Leaf,  
and Powdered

## Gelatine

**NELSON'S**  
Granulated Jellies, Tablet Jellies, Creams, Custards,  
Fruit Puddings, Bottled Jellies, Lemonade  
Crystals, and Baking Powder.

# Nelson's

Gelatine  
and  
Liquorice

## Lozenges

**NELSON'S SOUPS**  
(SIX VARIETIES)

Sole Proprietors and Manufacturers of  
**GORDON'S GRANULATED GRAVY**

### G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK

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

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



**TRADE WINNERS.**  
Pop Corn Poppers,  
Peanut Roasters and  
Combination Machines.  
MANY STYLES.  
Satisfaction Guaranteed.  
Send for Catalog.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

### French Vermicelli and Macaroni

The only factory in Canada producing these goods.

## H. CONSTANT

Manufacturer

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

**OPEN TO BUY**  
From 5 to 10 Cars Choice Cooking Peas  
Clean and White  
Quebec's leading Flour and Grain  
House.

C. A. PARADIS, Dalhousie St., Quebec


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

FRANK L. BENEDICT & CO., Montreal Agents.

48 Highest Awards in Europe and America

## WALTER BAKER & CO.'S

# CHOCOLATE & COCOA



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



**COX'S GELATINE**

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

Canadian Agents:

C. E. Colson & Son, Montreal	<b>J. &amp; G. COX</b> Ltd
D. Mason & Co., "	Gorgie Mills
A. P. Tippet & Co., "	EDINBURGH

**Ridgeway's Collecting Agency**  
11 St. Sacramento Street, Montreal  
Established 1880

Has the confidence and patronage of the bank and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Sons. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

**EXPERIENCED ADVERTISEMENT WRITERS**

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



DOESN'T IT STAND TO REASON

That when you buy a High-Grade Chocolate which is positively delicious in flavor and quality that you will want the same brand next time.

No use talking, you can't be too particular; to get continuous trade, goods must have POSITIVE MERIT.

We claim our Specialty,

**"CHOCOLATE BORDEAUX"**

is the finest and most tasty line of Chocolate on the market, and is in a class by itself. Your stock is not complete without it.

Ask for samples and judge for yourself. Write to-day, and be the first in your town to stock it.

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



**Now, what do you know about Allison?**

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

**A Man Wants Credit**

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



**Allison Coupon Books**

Manufactured by **ALLISON COUPON CO., INDIANAPOLIS, U.S.A.**

Order them from your jobber.

Try a business card in The Canadian Grocer.

**To Have**

your trade will be our reward after a trial of **ANCHOR BRAND FLOUR**



**and**

the longer you use it the more easy your trade will be

**To Hold**

**ANCHOR BRAND FLOUR**



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

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





fresh cucumber, which sells as high as \$2.75 a dozen—think of eating cucumbers in the winter at 30c apiece and in the summer at 30c a bushel! New potatoes are quoted at \$3 a bushel, or \$9 a barrel, and Bermuda onions \$4.50 a case.

Peas, Canadian, bag	0 45	0 50
Potatoes, Ontario, per bag	0 75	0 80
" hamper	2 00	
" Bermuda, per bushel	3 00	
" per barrel	9 60	
Lettuce, Boston head, doz	1 25	
Onions, Canadian, dried, bag	0 75	0 90
" Spanish, half crate	1 85	2 25
" Bermuda, per case	4 50	
Tomatoes, Florida, small basket	1 00	
" Canadian, hothouse, per lb	3 50	
Cucumbers, doz	2 50	2 75
Carrots, per bag	0 35	0 40
Cabbage, per ton	44 00	
" barrel	2 25	
" Florida, new	3 25	3 50
Cauliflower, per case	4 00	
Celery native, doz	0 25	0 40
California celery, per case	6 50	
Turnips	0 30	0 35
Radishes, per dozen	0 40	0 45
Spinach, per bushel	1 00	

FISH—The fish men are busy, and naturally happy. How is business asked by The Canadian Grocer? With a feeling too full to express himself the fish man pointed to the stack of fish that were ready to go out. "Yes, we have all we can do," he added. The fresh caught fish that came in last week are all sold, with no arrivals this week. Although with a good demand, prices are not changed.

Perch, large, per lb	0 08	0 07
Herring, medium, per lb	0 04	0 05
" fresh, per 100	2 00	
" lake, per keg	4 00	
Whitefish, frozen	0 09	0 10
Trout	0 09	0 10
Whitefish fresh caught	0 13	0 14
Trout	0 13	0 14
Cod	0 07	0 08
Halibut	0 09	
Haddock, frozen	0 06	
Sea salmon, Silverside	0 10	
" Steelhead	0 14	
Pike	0 05	0 06
Pickarel, yellow	0 08	0 09
Herring, Digby, smoked, bundle 5 boxes	0 85	
" kippered, 16-lb. box	1 40	
Labrador, keg	3 00	
Mackerel, each	0 10	
Smelts, per pound N. L.	0 09	0 10
" extra	0 12	0 14
Oysters, Long Island	1 50	
" medium selects	1 75	
" extra	1 85	
" shell, per 100	1 50	
Clams, basket	1 00	1 10
Finnan Haddie, smoked, 15-lb. package	0 67	0 68
Boneless cod, quail on toast	0 05	0 05
" imperial	0 05	
" steak	0 07	
Shredded cod, doz	0 90	
Armadia, 24 packages 1 lb. box	3 12	
" 12 packages, 2 lb. box	2 40	
Armadia cod, crate	2 40	
tablets, box	1 60	
Biscuits	1 15	1 25
Quills	0 09	
Catfish, dressed	0 10	

Highest price paid for  
**DRIED APPLES**  
**O. E. ROBINSON & CO.**  
 Established 1880  
 Ingersoll - Ontario  
 WOULD YOU LIKE OUR WEEKLY CIRCULAR

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

# FISH for LENT

**Complete Stocks of Fresh, Frozen, Salted, Pickled and Smoked Fish**

**Oysters, Sea Salmon, Smelts, Haddies, Herring and Trout, in 1/2-bbls., Labrador Herrings, Flounders, Sea Herrings, etc.**

**SEE OUR WEEKLY PRICE LIST WITH FULL DETAILS**  
*Only Best Quality Goods Shipped*

## WHITE & CO., Limited

**Toronto and Hamilton**

## CELERY

See that your orders call for pack of **SANFORD CELERY UNION**  
 Large 10-in. crates, from best fields in Florida.  
**W. B. Stringer, Toronto, District Agent**

# "Squirrel" Brand California Lemons

Packed by Arlington Heights Fruit Company

## NONE BETTER

Bright, Handsome, Waxy Fruit, every Lemon same from top to bottom of box. Another car just arrived, price very reasonable, cost very little more than Messinas.

## HUGH WALKER & SON

**GUELPH, ONT.**

Ask for **DAWSON'S Banner Brand Table Dellocales**

**THE DAWSON COMMISSION CO., TORONTO**

# PREPARE FOR LENT

We have completed our arrangements  
to handle the largest quantity of

## FISH AND OYSTERS

in our history. Get in on our

### SPECIAL PRICES

and receive only the best.

**The F. T. JAMES CO., Limited**  
Church and Colborne Streets **Toronto**

## WHY BRUNSWICK BRAND Sea Foods Are Canadian Market Leaders



Do you know why Brunswick Brand Sea Foods have such a sterling reputation?

It is because of the unvarying excellence of the products; modern methods in catching, packing and shipping the fish; A1 service, and courteous treatment of customers.

Such a programme consistently followed out MUST bring success. In our case it HAS.

The consumer is assured of the best article on the market, in Brunswick Brand; the grocer knows there is the demand for it, and that this brand yields him a good profit.

The customer expects and gets the best; the grocer desires the turnover and the returns. He is not disappointed.

If YOU are not Selling Brunswick Brand Sea Foods You Should Be—Because they are profitable.

## CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

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



# LENT in 11 DAYS!

Secure your supplies of Fish before prices advance

## FROZEN SEA HERRING

WE HAVE BOTH LARGE AND MEDIUM SIZES

Our leader

**SALMON  
HALIBUT  
WHITEFISH**

**PIKE  
PICKEREL  
HADDOCK**

**HADDIES  
KIPPERS  
BLOATERS**

**"SEALSHIPT" AND BULK OYSTERS**

**BONELESS COD**

**LABRADOR HERRING**

**SKINLESS COD**

We have all kinds in season. The largest and most complete assortment in Canada.  
Best Quality                      Lowest Prices                      Fair Treatment

Get our new price list and compare prices

# LEONARD BROS. MONTREAL

### Selling Sardines

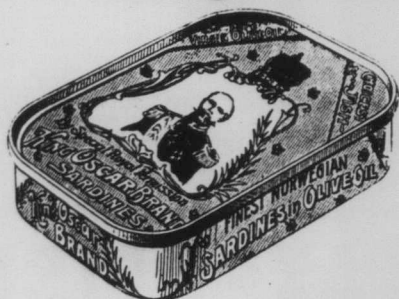
is part of every grocer's business—Sardines are a delicious food and if properly cured and packed, enjoyable to everybody.

France for half-a-century or more had a monopoly of the Sardine trade, but since the Norwegians have entered the field, it's

### Norwegian Sardines

for the best trade all the time.

### To "King Oscar"



brand is due to a very large degree the reputation of superiority now held by Norwegian packers.

Fine small fish, clean, sweet, purest oil and government inspection, are the reasons.

Let these be your arguments for selling "King Oscar" brand. Demand them.

**J. W. Bickle & Greening**  
(J. A. HENDERSON)  
Canadian Agents, HAMILTON, ONT.

TRADE MARK



REGISTERED

### This Trade Mark Guarantees You Fresh, Pure Oysters

Can you afford to sell ordinary tub oysters when you can get oysters with a name and reputation for freshness, purity, cleanliness and the genuine oyster flavor—unimpaired by melted ice water or preservatives of any kind.

### "Sealshipt" Oysters

packed in steel cans sealed airtight with ice around the cans not touching the oysters are what the live, successful dealers sell now. "Sealshipts" are finer in flavor than any others. Let us tell you all their good points and how you can handle them. "Sealshipt" Oysters will give you increased trade among the class of customers you most desire to have come into your store.

WRITE FOR PARTICULARS

Agents—Leonard Bros., Montreal. Samuel Egan, Toronto. R. M. Cline, Hamilton. Steele Fruit Co., London. W. J. Guest Fish Co., Ltd., Winnipeg. Winnipeg Fish Co., Winnipeg.

**NATIONAL OYSTER CARRIER CO.**  
SOUTH NORWALK                      CONNECTICUT

## SOME CHATS WITH THE TRADE

Hamilton Grocer a Sound Believer in Doing a Cash Business—Where Credit Sometimes Prevails—A Young Man's Opportunities With Large Concerns.

"I conduct a strictly cash business," said a Hamilton grocer the other day. "I would not run any other kind. I have had many opponents start saying that they would run me out and capture my trade, but in the end they have had to give in. The cause was they were giving credit. They would endeavor to undersell me by offering certain staple lines as bait for the public at one or two cents less than me, but in the long run they found they were running away behind and had to cease the struggle. The man in my line who sells for cash and cash only can afford to dispose of his goods from five to ten per cent. less than one who extends credit. It stands to reason that he is able to do this because he has no bad debts. One customer has got to make up for the shortage of another. I believe in small profits and quick turnover. As a special inducement I offer certain snaps on Saturdays and have bills printed setting forth the bargains. This has resulted in my doing a largely increased trade and people flock here in great numbers knowing my sales are genuine. They embrace half a dozen or a dozen lines and not one or two particular things."

### Cash Versus Credit.

When times of depression arrive and there is industrial stagnation with many artisans out of work, some trades are hit particularly hard. Among those who feel the downward tendency first are the jewellery men, the carriage men, the automobile makers, the furniture and piano industries. These things are counted to a certain extent as luxuries. The retailers do not buy; they have stock enough on their hands. But what about the grocer? He cannot keep his stock, and when a number of his customers are out of work he thinks he has to carry them over the quiet period, and trust to a revival of conditions to get his pay. Discussing this phase of the situation a Winnipeg representative of the trade recently said: "When a man has paid you cash right along it is a pretty hard matter to refuse him credit when he is out of work. Supposing you are doing a strictly cash business. Some morning a customer comes into your store and after ordering a liberal supply of goods, says, 'You will have to charge this as I am out of employment at present.' You refuse and he immediately pulls a long face and tells you that he expects work soon, and that a man has got to eat. What can you do but relent and extend him credit. Sometimes you get your pay when he resumes work and sometimes you do not. He may later go some place else. This cash business is a pretty hard problem but in the long run I believe it is the best."

### Depends on the Viewpoint.

"When I was a clerk I had to work ten hours every day," remarked a Peterboro young man the other day. "I complained bitterly of my lot and its exasperating condition. Now I am in business for myself and I find that I have to labor twelve and fourteen hours daily in order to keep the sheriff from the door."

"Oh, that is one of the glorious privileges of being boss," responded a fellow sympathizer, "You must look upon the other picture. Think of the advantage that it is to have nobody to order you around. What are long hours to being master of your own actions, responsible to no one but yourself for your doings?"

It all depends on the viewpoint.

### Chances With Large Concerns.

"Opportunities are better and more favorable in a flourishing city with a big concern than in a smaller centre," remarked a young man this week, "and I will tell you why. In a local business after serving your apprenticeship there are only one or two positions in the gift of a firm carrying with them a good salary and prospects sufficient to induce permanency. If you miss these you miss all. In a big corporation there are several remunerative posts and if you do not land the first or second vacancy, you still have an opportunity to try for the others. You may have to wait a while, but by energy, application and industry you are almost sure to rise in the end and do much better than in small and non-progressive centres. I freely admit that a local or general business is perhaps preferable to a large one for acquiring a good all-round experience, but when you have served a reasonable length of time, my advice is to get out and connect yourself with a large firm."

### A SUGAR REFINERY.

It is stated in Victoria, B.C., that representatives of American capital have been there looking for a site for a new sugar refining factory.

## "Confidentially

you will give me a soap I like much better than Fels-Naptha?"

"Confidentially nothing! There is something doing against customers' interests in this shop, or you would not knock Fels-Naptha soap. That is a good tip for me to deal elsewhere. I want genuine goods—no imitations.



"No other soap made is just as good as Fels-Naptha."

—Anty Drudge.

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

# FROZEN LAKE FISH

For Prompt Shipment.

Get Our Prices

The Canadian Fish and Trans. Co., Limited

Wholesale Fresh, Salt and Frozen Fish

BLIND RIVER

ONTARIO





**“Mephisto”**

The Finest Brand of Lobsters put up—

**Selected Stock  
Cleanly Packed  
Lined Tins**

Nothing to destroy or impair the natural fresh flavor of fresh Lobsters.

Every can is sold with a guarantee.

Sold from coast to coast by wholesale grocers in Canada.

SOLE PACKER:  
**Fred Magee,**  
Port Elgin, N.B., and  
Pictou, N.S.

## Lent is Approaching You Will Need Fish

If you are an up-to-date grocer your customers will demand that you supply them with fish during the Lenten Season. Be able to give them the best, all kinds, by acquiring the habit NOW to

### Buy From O'Connor

Service is perfect, while the quality of the fish is **A1**.

All kinds of Fresh, Frozen, Salted, Smoked, Dried and Prepared Fish in Season.

Also dealers in Oysters. Those from the most famous beds only, are handled.

Send for Price List To-day.

It will tell you **WHY** we can best serve you.

### O'Connor's Fish Market

St. Antoine Market (Between the 2 Depots)  
**Montreal**

## How About YOUR Spices ?

Analysis of Peppers sold in Manitoba, conducted by Dominion Government Experts, shows that:

20 samples of Pepper were analysed and  
7 of these were manufactured in Winnipeg.

Every sample of Pepper **manufactured in Winnipeg** was found to be of genuine quality and **six** of the **seven** samples were Gold Standard Brand.

### MORAL :

Place your orders with **Winnipeg Manufacturers** and receive what you pay for—**PURE SPICES**—Gold Standard Spices may cost you a **trifle** more, but their purity is unquestionably established by the highest authorities in the land.

MANUFACTURED IN WINNIPEG BY

### The Gold Standard Mfg. Co.

SOLD AND DISTRIBUTED BY

### The Codville Co., Ltd.

Samples and Quotations Cheerfully Furnished.

## A PLEA FOR THE CASH SYSTEM

In Order to Prevent Bad Debts—Writer Does Not Believe in Securing Money by Litigation—Suggests Organization of the Merchants.

To the Editor of the Canadian Grocer :

I have read with considerable interest your article on how "Grocers may be benefitted," and I desire to express my sentiments and to assist if possible in removing abuses that a long suffering class in the community has been forced to contend with in the past.

I realize the importance of the task. I recognize that under our advanced civilization, and the present complex system of competition, the methods and means of distribution are distinctly in favor of the departmental stores and jobbers, that sell their goods on a cash basis.

The strained conditions existing between capital and labor, the uncertainty of employment, the persistency of manufactures in placing their goods upon the market, and a desire to stimulate trade and create wants by perfect methods of advertising and sampling, and added to this the excessive cost of living, and the environment of pleasure that is calculated to absorb the last cent of the laborer, presents a problem to the mercantile community that is fraught with disaster unless adequate legislation and protection is obtained.

### Small Dealers' Standing.

The small dealer does not enjoy the confidence of the financial institution owing to the system of credit and his inability to make collection. He is thus handicapped in competition by the departmental and wealthier concerns that possess unlimited capital and credit and are able to purchase the goods in the market of the world, at the best prices, and frequently lower than the importer that supplies the retail trade.

The grocer has no security or protection when he disposes of his goods on credit, as the cost and annoyance of legal operations are certainly not worth the time and bother. The landlord virtually holds a chattel mortgage. The piano manufacturer plays a musical dirge and obtains his money, while the poor grocer struggling along depending upon the honesty of his customers, who by this time are dead to all sense of honor and true manhood is afraid to press his claim lest he offend others that he is depending upon for support.

What the final outcome will be in this tragedy of life we are unable to predict, but I venture to express a solution of this difficult problem, if we organize and unite our forces upon an equitable basis. True co-operation is a natural law. United we stand—divided we fall, and the truths of history and nature prove that unless we recognize society as a unit and producer and distribute accordingly, we must pass to the rear, and make way for more progressing and intelligent nations. The reforms I would like to have enforced are first: the introduction of a cash system and the abolition of all premiums and rebates; secondly: if credit must be extended, a contract must be the signal, and goods sold at increased price, with satisfactory security by the person with whom

customer is employed, or other responsible party; Thirdly, that all traders be placed on the same footing and no distinction be made in price or quality, and all goods sold to the trade be listed at a selling price and a percentage allowed for the handling of same, and any trader known to violate agreement by cutting prices forfeits his right to handle goods by this method. There should be no discrimination between the trade, and the success of a tradesman would depend upon his personality and his qualification for the business.

In conclusion I am not in sympathy with legal proceeding against a customer as it is not good business and is revolting in character, preferring at all times the maxim, that an ounce of prevention is better than a pound of cure. Trusting that through the medium of organization that we may safeguard our interests and assist in developing a healthy moral sentiment is my supreme desire.

W. J. KING.

### HINTS TO BUYERS.

Laporte, Martin & Co., Montreal, continue to offer attractive lines of goods at interesting prices, as a result of their having finished the annual taking of stock. Many varieties of canned goods are offered at bargain prices, while teas, castile soap, Vichy water, olive oil and other groceries are being sold at figures which cannot help but be inviting to the wise buyer. The firm pays the freight on all lots of teas, assorted or not, 200 lbs. and over.—Advt.

Who wants to do business anywhere with the man who is not neat in person and dress. The sloppy individual may be tolerated at times but he will never be liked.

ALL ABOARD  
GET READY TO SUPPLY THE  
DEMAND FOR

**GREAT WEST**  
CUT PLUG  
SMOKING and CHEWING  
TOBACCO  
SALES INCREASING DAILY

**CLAY  
PIPES**

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

**D. McDOUGALL & CO., Glasgow, Scot.**

### PIPES — CIGARS — TOBACCO

Merchants procuring their smokers' articles from the house of

**JOS. COTE, QUEBEC**

are always certain of getting value for their money.

Assortments always ample—Prices are based on practical knowledge of each article.

Calls and correspondence solicited.

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

Tel. Up 2076 Tel. East 5964

**YOUNG'S PATENT PIPE**  
in Seven Shapes

**W. J. GRANT**

Sole Agent for Canada

506 Lindsay Building, MONTREAL.

**BLACK WATCH**

The Big Black Plug  
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade





—BUY—

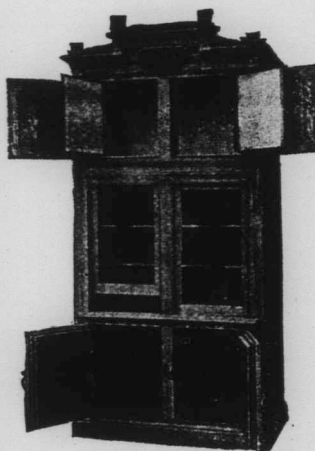
# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.



### Arctic Refrigerator

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

REPRESENTATIVES:

Western Provinces—  
Ryan Bros., Winnipeg  
Quebec—  
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

**JOHN HILLOCK CO., Limited**  
TORONTO, ONT.

WRITE FOR CATALOG

**STAR**  
★  
**AMMONIA**  
POWDER  
Cheapest and Most Effective Article  
for All Household Cleaning  
Purposes Ever Introduced  
EZE Manufacturing Co., Limited of Toronto

No premiums or cut rates needed to sell  
Star Ammonia—Merit sells it.

TALKING POINTS FOR DEALERS  
ON  
**BANNER, CANADA, ONTARIO and HICONE**  
LAMP BURNERS

The screw part or burner-base is covered, which protects against fire. Many burners are made cheaper by leaving the screw part open so that dust, dead insects, or charred portions of wick may collect thus becoming saturated with oil and liable to catch fire. OURS DON'T.

Manufactured by

**ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.**

## 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

## THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it will mean **LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE and LARGELY INCREASED PROFITS.**

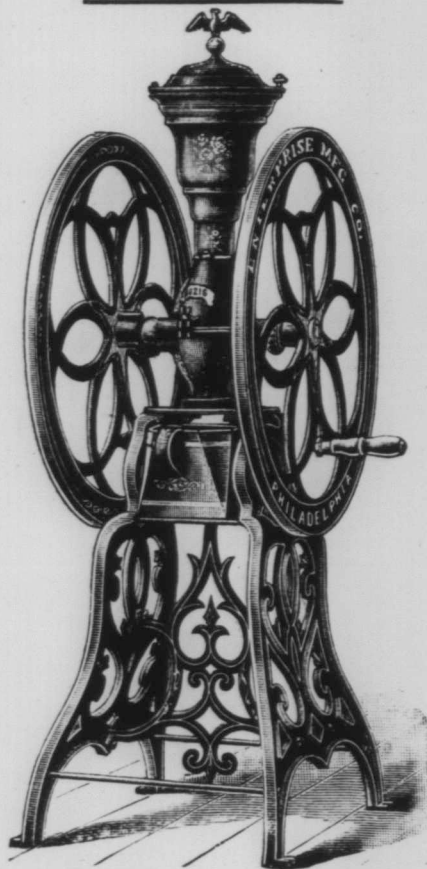
Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives:

Manitoba: Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta: J. C. Stokes, Regina, Sask.  
Montreal: Kenneth H. Munro, Coristine Bldg.

**The Walker Bin and Store Fixture Co., Limited**  
Designers and Manufacturers of **Berlin, Ontario**  
Modern Store Fixtures

**FINE!**



All of them can be adjusted for fine or coarse grinding while running and either way results are

**"FINE"**

**"ENTERPRISE"**

**Rapid**



### Grinding and Pulverizing Mills

If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.

**The Enterprise Manufacturing Company of Pa.,**

21 Murray St., New York

PHILADELPHIA, U.S.A.

438 Market St., San Francisco



### The Elgin National Coffee Mills

40 Sizes and Styles

They are the **Fastest Grinders**  
**Easiest Runners**

Ask any wholesale grocer, tea and coffee house or jobber for prices

**WOODRUFF & EDWARDS CO.**

MAKERS

ELGIN, ILLINOIS, U.S.A.



### We make a specialty of COUNTER CHECK BOOKS

for all kinds and makes of LOOSE LEAF SYSTEMS

Write for prices and samples.

We manufacture

### SHIPPING TAGS

**The Merchants' Counter Check Book Co., Ltd.**

TORONTO - MONTREAL  
Canada

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## Classified Advertising

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

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

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

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

### Yearly Contract Rates.

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

### PERIODICALS.

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

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

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

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

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

### SITUATION VACANT.

APPLICATIONS for the position of Active Secretary for the Vancouver Retail Grocers Association will be received by letter only, duties to commence March 1st, salary \$100.00 per month. Address, President of the Association, Room 21, Hadden Building, 633 Hastings St., Vancouver, B.C.

WANTED—Traveller for wholesale fruit house, with \$5,000 to invest in the business. Have been established for a number of years and making big profits. Company being formed now for \$49,000 capital. Situated in one of the best importing centres in Canada. If interested communicate at once with Box 282, CANADIAN GROCER, Toronto.

### DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

### BOOKS FOR THE GROCER.

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

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

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

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

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

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

### SITUATIONS WANTED.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto. (p.tid)

WANTED—A position, as clerk in grocery store. Have had five years' experience. Willing to work and strictly temperate. Can furnish the best of references. Apply to Lorne Sweetman, Bracebridge, Ont. (8)

WANTED, by energetic young man, position with wholesale or retail grocery house. Five years' experience—city and town retail trade. Can play hand instrument. Would leave city if necessary. Box 287, THE CANADIAN GROCER, Toronto.

### WANTED.

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

WANTED—Manufacturers' agents or jobbers in the butchers' and grocers' supply lines to handle the Arctic Refrigerator for British Columbia and the Maritime Provinces. Write at once and get ready for the spring rush. John Hillock & Co., Limited, Toronto, Ont. (9)

### FOR SALE.

FOR SALE—Two cars potatoes. Geo. Detwiler, Cargill, Ont. (8)

FOR SALE—Coffee mill, nearly new 5" plates, 2 fly-wheels, 27" high. Price \$7.00 F.O.B. this station. R. J. Laing & Co., Wroxeter, Ont. (8P)

### MISCELLANEOUS.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

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

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

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

IT PAYS FOR ITSELF.—The money you are now losing because you haven't a National Cash Register would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto.

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (P)

### AGENCIES WANTED.

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

## BOY WANTED

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.

YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

THE MACLEAN PUBLISHING CO.  
10 Front St. E., TORONTO



## Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$600 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 15 NATIONAL SALESMEN'S TRAINING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.





WITH EVERY EMPLOYEE from end to end of our immense factory doing his utmost to produce a uniformly high grade of goods, each individual package just right—means that our goods will be right when they reach you and your customer—result, storekeepers are our friends and push both **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins everywhere. Second result—the storekeeper makes his friends our friends — enormous sales for our goods; just the facts, that's all.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

**“Keep up with the Twins”**



**“Keep up with the Twins”**

Handle . . . .

## GOLD DUST WASHING POWDER

*It will give satisfaction to your customers and satisfactory profits to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

**THE N. K. FAIRBANK COMPANY, Montreal**

### Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

#### MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

**ANDREW WATSON**

91 Youville Square - - MONTREAL



### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat  
Put up in ¼ gross cases

Bulk in 7-lb. Pails,  
½ doz. in crate.

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

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

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





# THE A1 SAUCE

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

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

For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal  
HAMILTON MORTON CO., 1 Wellington St. E., Toronto  
W. H. AHRENS, 396 Victoria St., Winnipeg  
J. READ, St. John, N.B.  
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

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

## "How Do You Manage

to keep your hands so white?" said one woman to another, "housework, peeling potatoes, and such like, make my hands look so dirty all the time." Said the other woman—"Use

## SNAP THE HAND CLEANER



It cleans hands quicker and better than anything else I know of; and it really does leave the hands so soft, clean and white. Only 15 cents a tin, too!"

TAKE THE HINT THE PEOPLE NEED SNAP

**The Snap Company, Limited**

Montreal, - Canada

## HALF SOLD

The beauty of handling Black Knight Stove Polish is the fact that every can you order from your jobber is half sold before you get it. Our advertising in the good newspapers helps you immensely; but it's the genuine quality of Black Knight Stove Polish that will hold your customers.



**The F. F. Dalley Co., Ltd.**

Hamilton, Canada Buffalo, N.Y., U.S.A.



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins, 4 " "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2-lb.	10 50
1-doz.	5-lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 50
4 " "	8 " "	0 75
4 " "	12 " "	0 95
4 " "	16 " "	1 45
4 " "	2-lb.	1 05
1 " "	5-lb.	4 10
1 " "	8-oz.	7 80
1 " "	12 " "	11 50
1 " "	16 " "	\$4 55



ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2-lb.	10 50
1-doz.	5-lb.	19 75

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 50
4 " "	8 " "	0 75
4 " "	12 " "	0 95
4 " "	16 " "	1 45
4 " "	2-lb.	1 05
1 " "	5-lb.	4 10
1 " "	8-oz.	7 80
1 " "	12 " "	11 50
1 " "	16 " "	\$4 55

T. KINNEAR & CO.

1 lb. tins, 2 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " " "	0 8

Keen's Oxford, per lb. \$0 17  
In 10-lb. lots or case 0 16  
Gillett's Mammoth, 1/2 gross boxes 2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.

Force, 36s.	Per case.	Per case.
Korn-Kinks, 3 s, 1.45	H-O. r. meal, 24,	3 10
Presto, 36s.	3.40	Buckwheat, 36s.
Pancake, 36s.	3.50	Arrow Starch, 36s.
Tapioca, 36s.	2.85	Farina, 24s.
Hominy, 36s.	2.50	

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.60.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.20.	
White Swan Self-rising Pancake Flour, per doz., \$1.30.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolate and Cocos.

THE COWAN CO., LIMITED

Perfection 1-lb. tins per doz.	\$4 50
Perfection 1-lb., per doz.	2 40
10c. size " "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa, cream and sugar, doz	2 25
Soluble, bulk, per lb.	0 15
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., kegs, etc

Unsweetened Chocolate— Per lb.

Plain Rock, 1-lb. cakes, 12-lb. boxes, 4 doz.	0 40
1-lb.	0 40

Epps's.

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 25
Smaller quantities	0 27



Sweet Chocolate—

Queen's Dessert, 1-lb. cakes, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 5s, 12-lb. boxes, \$0 40	
Vanilla 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 2s, 12-lb. boxes	\$0 30
Royal Navy, 1/2 s, 1/2 s, 12-lb. boxes per lb.	0 33
" " " " " "	0 25
" " " " " "	0 25

Loings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., 4-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 28
" " 2s, 5-lb. boxes, lb.	0 28
" " 2s, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
milk sticks, box.	1 35
Milk cakes, 5c. size, box.	1 35

REENDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	5 00

JOHN F. MOTT & CO.'S

R. S. McIndoe, Agent, Toronto

Arthur M. Loucks, Ottawa.

J. A. Taylor, Montreal.

Jos. E. Huxley, Winnipeg.

E. J. Bedlington & Co., Calgary, Alta.

Standard Brokerage Co., Vancouver, B.C.

Elite, 10c size (for cooking), doz.	\$ 0 90
Prepared cocoa, 1/2 s 0 28	
Prepared 1/4 s 0 28	

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-6, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 27
1 lb.	0 27
1 and 1/2 lb. packages assorted	0 27
1 and 1/2 lb.	0 27
1/2 lb. packages assorted in 5 lb. boxes	0 25
1 lb. " " in 5, 10, 15 lb. cases	0 30

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Coconut—

Featherstrip, pails.	0 16
Shredded.	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

CONDENSED MILK.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
"hotel size."	4 90 1 25



TEURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 85

Reindeer "brand per case (4 doz.) 5 75



COFFEES.

EBY, BLAIN CO. LIMITED.

Standard Coffees.

Roasted whole or ground. Packed in damp proof bags and tins.

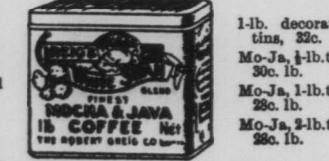
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 16
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 30
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " ground	0 17
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO.

Mocha	\$0 32
Damascus	0 20
Cairo	0 17
Sirdar	0 17
Old Dutch Rio	0 12
THOS. J. LIPTON'S "CAMP" COFFEE ESSENCE Agents, Rose & Ladame, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	6 50
Imp.	9 00



1-lb. decorated tins, 22c. lb

Mo-Ja, 1-lb. tins 28c. lb.

Mo-Ja, 2-lb. tins 28c. lb.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins \$0 33

"Gilt Edge" in 2 lb. tins 0 32

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese.—Imperial

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 50
Small size jars, " "	2 40
Individual size jars, per doz.	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, " "	1 40

Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " " " "	3.60
Assorted, cases, 25 small, 12 large	3.55

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60s, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F. o. b. Toronto.

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 13
500 books to 1000 books	(3)

For numbering cover and each coupon, extra per book 1/2 cent.



Cleaner.

Per doz.	Per doz.
4-oz. cans \$ 0 80	
6-oz. " 1 35	
10-oz. " 1 85	
Quart " 3 75	
Gallon " 10 00	

Wholesale Agent  
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz.	\$3 20
" " 2 " " 1 " "	3 00
" " 4 " " 1 " "	4 50
" " 20 " " 1 " "	4 75
" " 30 " " 1 " "	9 00

THOMAS J. LIPTON  
Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins \$1 25

" " 1-lb. tins 1 25

" " 1/2 lb. tins 1 25

" " 1-lb. tins 1 25

"Mephisto" and "Purity" Canned

Lobsters.

1 flats	\$4 40	4 10
" " "	2 31	2 40
" " "	1 40	1 50

Flavoring Extracts.

SHERRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
12 " " " "	10 00
24 " " " "	18 00

Discounts on application.

Jams and Jellies.

BATCHELOR'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Ladame, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz. per doz 2 20

THOMAS J. LIPTON  
Prices on application.

T. UPTON & CO.

Compound Fruit Jam—

12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
3-lb. tins, 3 doz. in case	0 71
5 and 7-lb. tin pails, 8 and 9 pails in case	0 07
7 wood pails, 6 pails in crate, per lb.	0 01
10-lb. wood pails	0 06
Compound Fruit Jellies—	
12-oz. glass jars, 3 doz. in case, per doz.	1 00
3-lb. tins, 3 doz. in case per lb.	0 71
7 wood pails, 6 pails in crate, per lb.	0 07



# ONE GLANCE

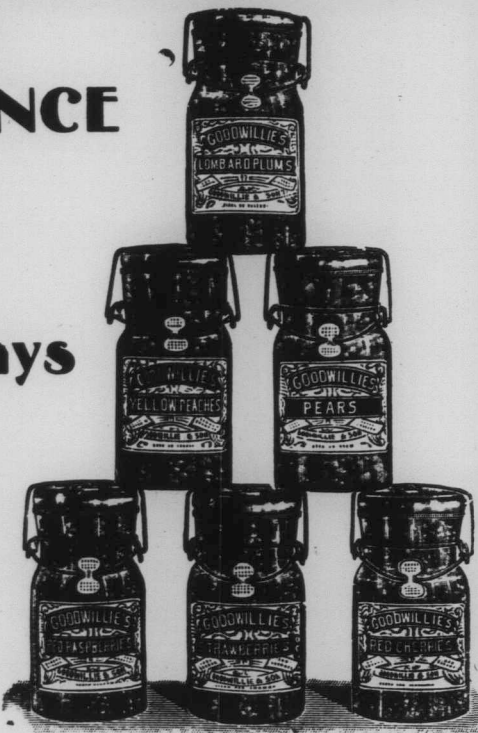
AT THESE BOTTLES OF DELICIOUS FRUITS

## Always

MAKES YOUR CUSTOMERS

"Try Them"

AND THEY DON'T STOP THERE EITHER



ROSE & LAFLAMME, LIMITED  
MONTREAL and TORONTO

# MOLASSES AND SYRUPS

## GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's

1, 2, 3, 5 gal. Pails

## GOLDEN SLING SYRUP (IN TINS)

2's 3's 5's 10's 20's

1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

### Agents

C. E. Paradis	Quebec	W. H. Escott	Winnipeg
C. DeCarteret	Kingston	R. G. Bedlington & Co.	Calgary
Jas. N. McIntosh	Ottawa	Tees & Peerse	Edmonton
Geo. Musson & Co.	Toronto	Wilson & McIntosh	Vancouver
J. W. Bickle & Greening	Hamilton	C. Leonard Grant	P. E. Island
G. H. Gillespie	London		

# Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

50-lb. wood pails... per lb. 0 07  
Pure assorted jam. 1-lb. glass jars, 2 doz in case... 1 75

### Jelly Powders

IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co., Limited



Assorted Case, Contains 4 doz..\$3.60  
Lemon (Straight) Contains 2 doz..\$1.50  
Orange (Straight) Contains 2 doz..\$1.50  
Raspberry (Straight) Contains 2 doz..\$1.50  
Strawberry (Straight) Contains 2 doz..\$1.50  
Chocolate (Straight) Contains 2 doz..\$1.50  
Cherry (Straight) Contains 2 doz..\$1.50  
Peach (Straight) Contains 2 doz..\$1.50  
Weight 7 lbs. to case. Freight rate, 3d class.

### Soap

THE GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases... 5 25  
Five cases, or over... 5 15



THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price Shirriff's (all flavors), per doz. 0 90  
Discounts on application.

### Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... 0 104  
4-lb. .... 0 104  
Tubs, 50 lbs. 0 104  
20-lb. Pails. 2 20  
30-lb. tins.. 2 10  
Cases 5-lb.. 0 114  
" 5-lb.. 0 10  
" 10-lb.. 0 104

F.O.B. Montreal.

### Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. 0 40  
Fancy boxes (25 or 50 sticks)... per box 1 25  
" Ringed " 5-lb. boxes... per lb. 0 40  
" Acme " pellets, 5-lb. cans... per can 2 00  
" " (fancy boxes 40) per box 1 50  
Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00  
Licorice lozenges, 5-lb. glass jars... 1 75  
" " 20 5-lb. cans... 1 50  
" Purify " licorice 10 sticks... 1 45  
" " 100 sticks... 0 75  
Dulse large cent sticks, 100 in box... ..

### Lye (Concentrated)

GILLET'S PERFUMED. Per case

1 case of 4 dozen... \$3 60  
3 cases of 4 dozen... \$5 50  
5 cases or more... 3 10

### Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.  
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.  
Pineapple " 1 " "  
Green Fig " 1 " "  
Green Fig and Ginger " 1 " "  
Lemon " 1 " "  
Grape Fruit " 1 " "  
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00  
16-oz. glass jars, 2 doz in case " 1 40  
In 5 and 7-lb. tins and 7-lb. pails per lb. 0 07  
Pint Sealers (24 oz.), 1 doz in case, per dozen... 2 00

### SHIRRIFF BRAND

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " 2 80  
4-lb. tins, " 4 45  
7-lb. " " 7 35  
"Shredded"—  
1-lb. glass, doz... 1 90  
2-lb. " " 3 10  
7-lb. tins, " 8 25



THOMAS J. LIPTON  
Prices on application

### Mince Meat

Wetley's condensed, per gross net.. \$12 00  
per case of 3 doz. net... 3 11



ST. CHARLES CONDENSING CO.

### PRICES:

St. Charles Cream, family size, per case... \$4.70  
Ditto, hotel. 4.90  
Silver Cow Milk 5.00  
Purify Milk... 4.70  
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  
Dunham 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

### 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  
Agents, Rose & Laflamme, Montreal and Toronto  
1-pint bottles, 3 & 5 doz., per doz... 0 90  
" 3 doz... 1 75

THOMAS J. LIPTON  
Prices on application

### Soda

COW BRAND

DWIGHT'S BAKING SODA  
Case of 1-lb. containing 60 packages, per box, \$3.00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00

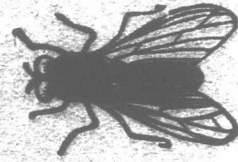
Case of 50. pkgs. containing 96 pkgs. per box, \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages... \$ 2 75  
No. 2, " 120 1-lb. " " 2 75  
No. 3, " 30 1-lb. " " 2 75  
" 60 1-lb. " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case... 2 25  
5 cases... 2 75







**TANGLEFOOT FLY PAPER** The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



**"GLOBE" with Percolator.**  
 This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.  
 We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**  
 HAMILTON POTTERY  
 HAMILTON, ONTARIO

Baking is best done by using

**"Cow Brand" Baking Soda**

It's easy enough to make this claim for other sodas, but it is another thing to prove it. The soda put up in packages under "Cow Brand" Soda Brand is purer, stronger, cleaner and more perfect than any other soda on the market. Trial proves this.

For sale by all Jobbers.

**CHURCH & DWIGHT**  
 Manufacturers  
 MONTREAL

**UNDER SUNNY SOUTHERN SKIES**

Our new booklet under this title is out now and will be sent to anyone interested in a trip to the British West Indies from Halifax. A delightful thirty-eight day trip.

**PICKFORD & BLACK**  
 HALIFAX

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, 84, and 14. 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  
 Agents:  
**JOHN FORMAN,** - 644 Craig Street  
 MONTREAL.

For best values in

**CURRENTS**

Get quotations on fruit exported by

**J. Caramandani & Co.**  
 Patras, Greece

Cleaners and Exporters, Est. 1878

Apply to General Agents in Canada:  
 J. L. Watt & Scott - Toronto  
 Watt, Scott & Goodacre - Montreal

**TWO CENTS PER WORD**

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

# ROCK SALT

(Lump and Crushed)

**VERRET, STEWART & CO.**  
LIMITED  
MONTREAL

## Canned Spinach and Squash

are slow sellers, but we are prepared to make you a price that will make them

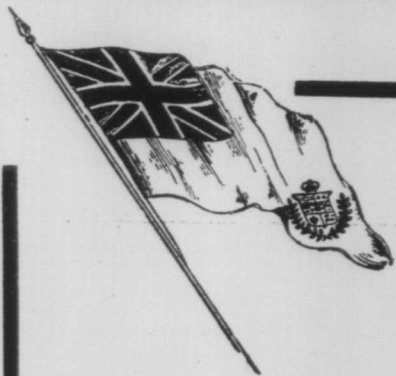
### **FAST SELLERS**

*Write us at once.*

Are there any other lines upon which you would like quotations?

We Solicit Your Enquiries.

**J. H. WETHEY, LIMITED**  
ST. CATHARINES



**Empire Brand**

**4**  
Free Phones  
Use Them

Have you bought

## **EMPIRE and MAJESTIC SPICES?**

If not see our travelers or write for samples. Why does Imperial Vinegar sell so well? The quality does it. See our travelers.

**GEO. E. BRISTOL & CO.**

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