

# CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.

London, Eng.: 88 Fleet St., E.C.

Toronto: 10 Front St. East.

New York: Rooms 1109-1111, 160 Broadway.

Winnipeg: 511 Union Bank Building

VOL. XXIV.

PUBLICATION OFFICE: TORONTO, FEBRUARY 11, 1910.

NO. 6.



AT HOME AND ABROAD

## KEEN'S OXFORD BLUE

Enjoys the reputation at home and abroad offering the most perfect and satisfactory Blue made—Knowing this, Mr. Grocer, it's money to you to make it your leading laundry blue.

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

Agents for the Dominion of Canada

## SYRUP SALES

should be booming with you now, and they will be showing you excellent profit if you are selling

### “Crown Brand” Table Syrup

A suggestion to your customers to try a tin will make steady syrup business.

Make “Crown Brand” your leading syrup line and you will be surprised at the results.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

# MACONOCHIE'S



PAN YAN  
SAUCE

AND

PAN YAN  
PICKLES

have a distinctive character over any other  
sauce or pickle. Write us for a sample.



## MACONOCHIE'S FINEST PICKLES

packed from selected home-grown  
vegetables and

## PURE MALT VINEGAR

Imperial 20 oz. Square Tall Lever Top Bottle,  
Obtained 139 Gold Medals and Highest Awards.

Full particulars from

**MacLaren Imperial Cheese Co., Limited**

TORONTO

Canadian Agents



# Profits from Purity

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

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

**“Shell”  
Soap**

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

“Bramwell’s”

**Epsom  
Salts**

Pastacaldi’s Peel is prepared from the finest Corsican Citrons and you get what you pay for every time. No excess of sugar, but highest quality selected peel—drained. Pastacaldi’s name on every box.

“Peels”

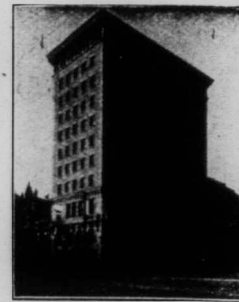
**PASTACALDI’S  
Leghorn  
CITRON PEEL**

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



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>Face-to-Face Business</b> Are you satisfactorily represented in this district. If not, write? <b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main East HAMILTON</p>	<p><b>E. H. BOWEN</b> Manufacturers' Agent and Broker SHERBROOKE, QUE. Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write immediately if you desire to have your line well introduced.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>E. T. BUSINESS.</b> Are you getting your share of trade from the rich Eastern Townships of Quebec, Mr. Manufacturer? If not, you should. To get it you need a good agent, one with a strong connection. We are the brokers you require—15 years on the ground. Write us about your line. <b>S. ROBITAILLE &amp; CO., Sherbrooke</b></p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p><b>SPOT GOODS</b> Muscavado Sugar Sultana Raisins Two and Three Crown Shelled Almonds Rolled Oats Flaked Wheat Split Peas Pot, Pearl and Pinhead Barley Prices on Application <b>DOMINION BROKERAGE CO.</b> 73 Front St. E - - - Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>Finest <b>Fraser River Sockeye Salmon</b> On Spot <b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>Canadian Agencies Wanted</b> <b>E. SAVILLE WEBB</b> 7 St. Stephens Street BRISTOL, :: ENGLAND</p>
<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>FORT WILLIAM, - ONTARIO <b>PELTIER BROS.</b> have an established connection as MANUFACTURERS' AGENTS We are open to receive a few more good agencies. We are hustlers and we live in the best district and Most Promising City in Canada. Highest references.</p>
<p><b>J. W. SNOWDON</b> Manufacturers' Agent 413 ST. PAUL STREET MONTREAL</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p><b>Canadian Manufacturers and Exporters</b> Are you aware of the fact that there are 4 1/2 millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business? You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to 10, Garfield Chambers, Belfast, Ireland</p>



**"The magic of a name"**

When you see the word

**"PICKANINNY"**

on a package of  
**BUCKWHEAT  
or PANCAKE  
FLOUR**

you can rest assured of the quality.  
None other as good.

Sell "PICKANINNY"  
and add to your reputation  
for selling reliable goods.

**The Western Milling Co.**  
Toronto

**CANNED FISH**

**for Lenten Trade**

Clams  
Codfish  
Haddies  
Herrings  
Lobsters  
Oysters  
Salmon  
Sardines  
Scallops  
Shrimps

We have these at prices that will bring your orders

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

Have you ever tried to handle

**RAM LAL'S TEA?**

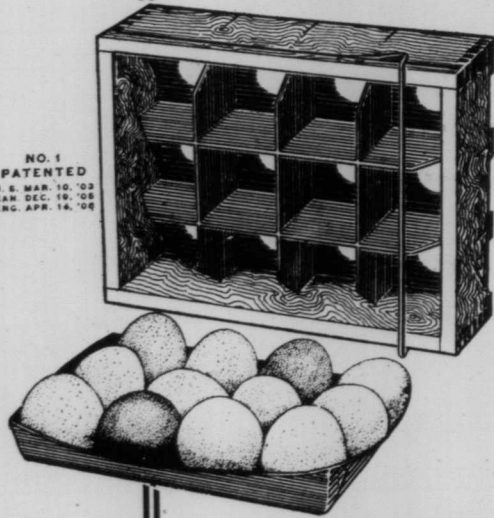
It was the earliest package Tea introduced to the Canadian market and for 20 years has maintained its high reputation for uniform good quality and distinctive character. A trade once established with it holds itself.

*Send to us for Samples and Particulars*

**RAM LAL'S PURE TEA CO., Limited**  
266 St. Paul Street :: MONTREAL

# BETTER BE SAFE THAN SORRY

NO. 1  
PATENTED  
U. S. MAR. 10, '03  
CAN. DEC. 19, '04  
ENG. APR. 14, '06



Paper Bags?

Say, are you as old fashioned as that?

Lucky if you don't have a dozen broken for every case delivered!

Pasteboard Boxes?

Almost as bad—average one broken for every 3 dozen delivered. Better use

## Star Egg Carriers and Trays

Then you're safe

## Star Egg Carriers and Trays

are always ready.

No setting up;

No re-counting;

No broken eggs;

Every egg accounted for—no mistakes.

The "Carriers" last a life time—the "Trays" are so inexpensive that you leave them with the order. Customers like it.

Star Egg Carriers win Trade and Keep it.

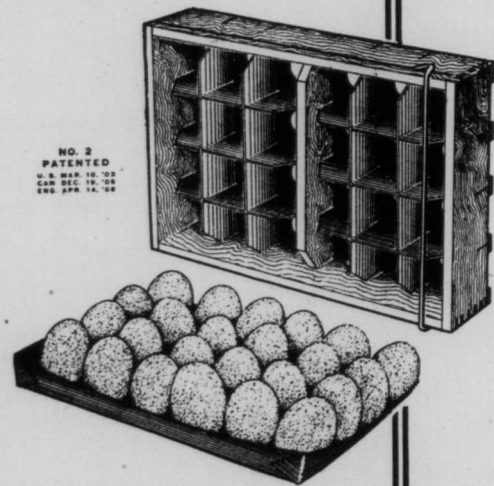
## Star Egg Carrier and Tray Mfg. Co.

Rochester, N.Y.

JOHN G. ELBS, Prop.

MacLAREN IMPERIAL CHEESE CO., Limited, TORONTO, Canadian Selling Agents

NO. 2  
PATENTED  
U. S. MAR. 10, '03  
CAN. DEC. 19, '04  
ENG. APR. 14, '06





# Grocers of Canada Thank You!!!

We appreciate your co-operation in making our advertising campaign to the consumer a success.

Honestly, we feel almost timid about stating in this bold way the fact that a campaign begun so few months ago is a success---but really it is.

## Pure Gold Products

(Trade Mark Registered)

have won their way to the hearts of consumers. First they bought---then they bought again and still are buying. You have had that experience with the goods---at least, so many grocers have written us.

You gentlemen have helped us to this quick success by putting the goods in stock either at our request or that of your customers. Thank you.

There may be some who have been slow in doing this---their reasons undoubtedly were good. We look forward to supplying them later when their judgment dictates this profit making step.

May we suggest to those who have delayed, that putting Pure Gold goods in stock is no risk. We ship the goods. If they prove unsatisfactory either from a selling standpoint or a quality standpoint, all in the world the grocer has to do is to return the unsold goods and get his money back--every penny of it.

If you don't carry the goods now write for information and a salesman's call (should you wish it).

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

PURE GOLD MANUFACTURING CO., Limited, Toronto

*To the Trade:*

You Should in Stocking

**CEYLON  
TEA**

Be Ever Careful to Buy  
The Better Grades.

---

IT IS

**The Most Profitable  
Policy in the Long Run.**

---

Selling Cheap Teas at Fine Tea Prices Might Show Big  
Profits Temporarily, but It Would Eventually Kill Trade.  
and It Would Discourage Growing Fine Teas.



# **“AYLMER” JAMS, JELLIES PRESERVES, etc.**

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

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

**NO PRESERVATIVES**

**NO COLORING**

At every process cleanliness is reduced to a science.

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

**CANADIAN CANNERS**

Limited

**HAMILTON, - CANADA**

**WAGSTAFFE LIMITED, HAMILTON**

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910  
NOW READY



NO PRESERVATIVES OR  
COLORING USED  
WHATEVER

SEVILLE BITTER ORANGES  
AND BEST GRANULATED  
SUGAR ONLY.

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

**BANISH  
"BLUE MONDAY"**

**SELL  
SUNNY MONDAY**

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

Your stock is not complete  
without our new **LAUNDRY SOAP**

**SUNNY MONDAY**

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

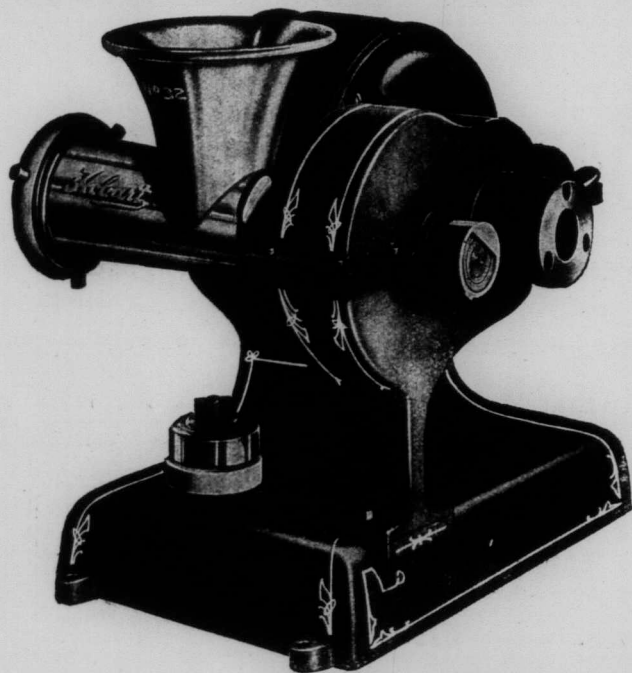
**YOUR CUSTOMERS** should try it and avoid the aching backs which cause "Blue Monday."

**SUNNY MONDAY  
SAVES LABOR, TIME, CLOTHES,  
FUEL, TEMPER, MONEY**  
THERE IS PROFIT IN IT FOR YOU

**"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."**



# Hobart Electrical Meat Choppers



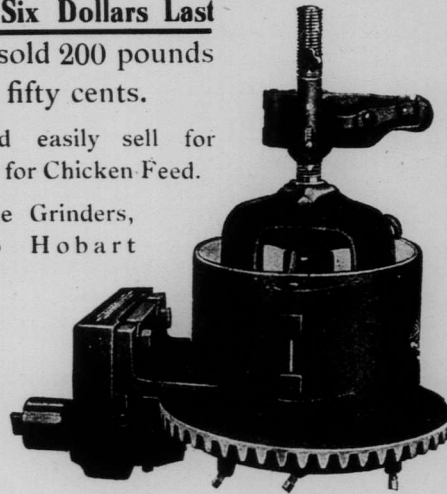
are the Standard of Quality from  
the Atlantic to the Pacific.

## Bone Grinder Attachment

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

They would easily sell for  
Seven Dollars for Chicken Feed.

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



CANADIAN SALES  
AGENTS:

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

Y

try it  
which



## The Huber Commercial Account Register

has been used by hundreds of Canadian  
Merchants for over three years

It handles \$200,000 as easily as a \$5,000 business.

Does away with book-keeping and posting; avoids errors.

**Gets Your Customer's Confidence and He Trades More**

So simple a child can use it.

The best COLLECTING SYSTEM known.

You have FIRE PROTECTION for your accounts.

Once purchased will last a business lifetime.

Avoids disagreements with customers at time of settlement.

Keeps you posted as to amount of outstanding accounts.

Customers' accounts always ready for settlement.

Handles and controls the vital part of your business.

An account can be settled as quickly as a single article can be sold.

It is the latest, most accurate, and most satisfactory method of  
handling accounts.

Customers know full amount of their bills and do not hand you the old timer, "Send itemized statement, so I can  
look it up."

Will we send Catalogue and write you full particulars?

Address— **R. B. BELDEN & CO.**

178-180 Victoria Street

TORONTO, ONTARIO

# We pave your way to greater profits

Apart from the undoubted excellence of

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



you must realize how profitable it is to handle a line of goods backed by regular consumer advertising. This is what we are now doing—creating a demand for you.

Any proposition that brings trade to your store is worth investigating, isn't it? Give "E.D.S." Brand a trial. There's money in it for you.

Made by **E. D. SMITH,** at his fruit farm  
**WINONA - ONTARIO**

Stock our newest line—UNFERMENTED GRAPE JUICE

### Sap Usually Runs About April 1st and then we begin to make our Famous "Pride of Canada" Maple Syrup

☐ We'd like to deliver "Pride of Canada" Pure NEW Maple Syrup right now. It would be profitable for us both.

☐ But we cannot control nature. Just as soon as ever sap begins to run we commence making "Pride of Canada" NEW Maple Syrup. Never before.

☐ Some people can give you new maple syrup all the year round (?), we cannot. We have no pull with nature.

☐ If you order now rest assured you will receive your goods immediately when made—generally this means end of March or beginning of April.

Sole Makers of the Brand:

**The Maple Tree Producers  
Association, Limited**  
WATERLOO, QUE.

Montreal Office, 58 Wellington Street

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





# How much money will you put into Ice this Summer ?



The answer is easy — unless you install a McCray Refrigerator, your ice bill will be bigger than it should be. Trying to preserve perishable goods in a poor refrigerator means spending most of the profits on those goods for ice. And the goods don't always keep! **McCRAY REFRIGERATORS** use less ice, because they are better insulated; and refrigerate perfectly, because they keep up a constant current of chilled air as long as there is any ice left.

Besides preserving their contents perfectly, **McCRAY REFRIGERATORS** increase sales because your customers will advertise the fact that the freshest butter and cheese, berries, etc., come from your store.

Don't wait until the weather gets warm and the ice bill gets big, but send us a postal asking for our "Refrigerator Catalogue No. 66." This catalogue tells why you've had trouble in keeping butter, cheese, berries, prepared meats, etc., and how you can avoid all trouble. It is especially written for grocers. Send a postal for the catalogue while you think of it.

## McCray Refrigerator Company

131 Lake St., Kendallville, Ind.

55 Wabash Avenue, Chicago, Ill.

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

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

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

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

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

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

fits

IS

ods  
we

e is  
rial.

arm

v. It

nence

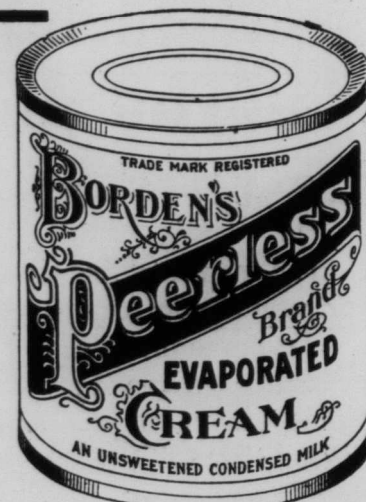
annot.



# Borden's Brands are standard—

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

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



UNSWEETENED



## Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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

“Compare our Coffees with others at similar prices and you must admit that

## CHASE & SANBORN'S COFFEES

are the best value on the market to-day.”

# Chase & Sanborn

Montreal





## Some talking points for your use in selling Holland Rusk (The Dainty Dutch Delicacy)

Holland Rusk is the only food made that is good for breakfast—lunch—dinner—supper and every hour between, in a hundred different ways, "Just as it comes" without any preparation.

It's a Dainty Dutch Delicacy and **good all day.**

Men like it better than anything else ever put out in the food line. Children pass by many breakfast foods and ask for it three times a day.

Holland Rusk can be eaten as a milk or cream

toast, or dipped in coffee, tea or chocolate—as a relish—as a rarebit—with Lobster Newburg—or Finnan Haddie—or Minced Chicken—with your favorite beverage—with cheese—poached egg—in a hundred different forms.

A pleasing substitute for heavy biscuits or rolls.

Holland Rusk is made of eggs, milk, sugar and **Dutch Skill with Dutch Secrets.**

There's only one Holland Rusk in America.

Our offer, to send a full-sized package of Holland Rusk to any grocer in Canada as a sample, still stands.

What interests you most as a grocer is that **HOLLAND RUSK IS A SELLER.** It has proved to be in 700 Toronto stores, and wherever else it has been introduced. It pays a profit which makes it worth your while to talk it to your customers.

WRITE TO ..... **MacGregor Specialty Co., Toronto** CANADIAN IMPORTERS

HOLLAND RUSK CO., Holland, Mich.

SOLE MAKERS OF HOLLAND RUSK IN AMERICA



## ROWAT'S 2 WINNERS

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

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

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

PROPRIETORS:

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

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



**THERE'S a reason why**

## Canada First Evaporated Cream

sells so well throughout the year. Customers know that the process of manufacture is as perfect as care, skill and cleanliness can make it, and the canning in air-tight sanitary cans, without the use of acid or solder, uniformly safe. Stock and recommend this splendid selling line.

Order from your wholesaler.



**The Aylmer Condensed Milk Co., Ltd., Aylmer, Ont.**

## COUNTER CHECK BOOKS

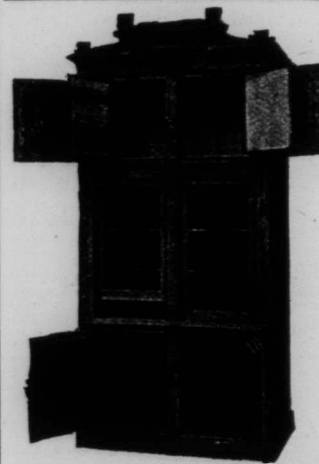
**F. N. BURT COMPANY, Limited**

Successors to  
**THE CARTER-CRUME COMPANY, LIMITED**

**Better Service. No Advance In Price.**

Write for samples, or telephone repeat orders at our expense.

**TORONTO and MONTREAL**  
Phone Main 2511 Phone Main 2511



## ARCTIC Refrigerator

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

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

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

Arctic Refrigerators for all purposes.  
**JOHN HILLOCK & CO.**  
Queen & George Sts., - TORONTO

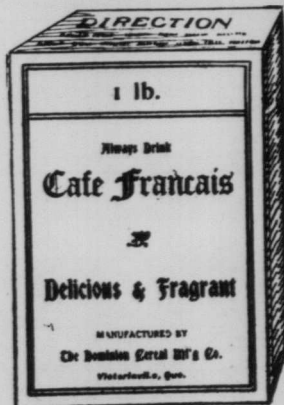
## HOTEL DIRECTORY

**HALIFAX HOTEL**  
HALIFAX, N. S.

**THE GRAND UNION**  
The most popular hotel in  
OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop

## ACCOUNTANTS

**Jenkins & Hardy** Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 15 1/2 Toronto St., Toronto; 465 Temple Building, Montreal



## Every Progressive Grocer Sells

a line which yields him large profit, and which proves a repeat seller. That is why we strongly urge you to sell this line, which is "Coffee with the after effects taken out." A winner all the time. **Sample Free.**

**Dominion Cereal Mfg. Co.**  
Also Makers of Imperial Self Raising Flour Victoriaville, Que.

# Cafe Francais



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

## SOAP SENSE

is a sense that comes to every grocer after a while, and which tells him his best interests are served by selling an honest soap—a soap of absolute purity, retailing at a moderate price. Such a soap is

## ASEPTO SOAP POWDER

"The enemy of dirt."

It is invaluable for every purpose in the house, and will be found more economical than any other soap. It is a sure seller and makes repeat orders a certainty.

Order from your jobber.

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



## WE WANT YOUR ORDERS FOR BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

**Stevens-Hepner Company**  
 Limited  
 Port Elgin - - - - - Ont., Can.

## For Steady and Profitable Selling

THE BEST LAUNDRY SOAP IS



# Richards Pure Soap

IT ALWAYS PLEASES AND LEAVES YOU A GOOD MARGIN OF PROFIT. HERE ARE OUR OTHER LINES:

QUICK NAPHTHA SOAP      SNOWFLAKE SOAP CHIPS  
 AMMONIA POWDER      100% PURE LYE      TOILET SOAPS

1910  
**Tartan**  
**BRAND**

**Our Annual Tea Sale**

January and February Bargains

Black Tea, 14c to \$1.00 per lb.

Green Tea, 14c to 60c per lb.

Samples mailed on application. See our travellers.

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

**GOODWILLIE'S**

**PURE FRUITS**

In Glass



Those particular customers of yours desire something extra fancy in the matter of quality.

When they ask for preserved fruits ensure their satisfaction by giving them Goodwillie's Pure Fruits in glass.

Of delicious natural flavor, quite unequalled anywhere.

AGENTS

Rose & Laflamme  
Montreal and Toronto

**"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.

**Every Grocer Wants High Grade Spices**

Ewing's name signifies the best in spices of all kinds, and

All Lines of Herbs

Write us before stocking

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



**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



MADE  
IN  
CANADA

**Book-  
Keeping  
Without  
Books**

The McCASKEY CREDIT REGISTER SYSTEM is acknowledged to be the most complete up-to-date method of handling accounts ever invented.

It is so good that many of the progressive commercial colleges and correspondence schools are teaching the McCASKEY SYSTEM.

It is so simple, easy and accurate.

It is such a time-saver, labor-saver and money-maker that nearly sixty thousand merchants in all lines of business are using the McCASKEY to-day.

The McCASKEY REGISTER SYSTEM handles your accounts with only ONE WRITING. It gives you more information about your business than you can get from any other system.

THE McCASKEY REGISTER COMPANY are the originators and inventors of the one writing, total forwarding system. Don't waste your time and money with incomplete and unsatisfactory imitations. When you get a McCASKEY you get the best that brains, skill and money can produce.

Write for information—it's free for the asking.

**DOMINION REGISTER COMPANY, Limited**

Successor to The McCaskey Register Co. in Canada

96-104 Spadina Avenue

TORONTO, CANADA

**PURE FOOD STANDARDS**

WE BELIEVE  
THAT EVERY POUND OF

**WHITE SWAN BRAND**

**SPICES**

WILL COVER ALL THE REQUIREMENTS  
OF SUCH STRICT

**PURE FOOD STANDARDS**

AS THE

**DEPARTMENT OF INLAND REVENUE**

WILL SOON PUT INTO FORCE

BECAUSE THEY ARE

**HIGHEST GRADE PURE**

NOT MERELY PURE

TO COVER THE PRESENT LAW

**DON'T WAIT**

UNTIL YOU FIND YOURSELF STOCKED WITH  
GOODS THAT WILL NOT PASS MUSTER

**BUY**

**WHITE SWAN GOODS**

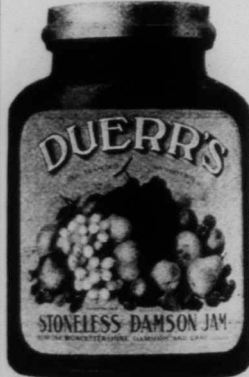
AND TAKE NO CHANCES ON TO-MORROW

**OUR PRICES ARE LOW FOR QUALITY**

MAIL ORDERS RECEIVE SPECIAL ATTENTION

**WRITE TO-DAY**

**WHITE SWAN SPICES & CEREALS, LIMITED**  
TORONTO



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

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

Ask your wholesaler  
 Duerr & Sons, Old Trafford, Manchester, Eng.

**KEEP WIDE AWAKE**

Here's a chance you shouldn't miss. Stock up with

**KITCHENER BRAND**  
**PORK AND BEANS**

In 1, 2 and 3-lb. sizes in plain or Tomato  
 Sauce. A line of splendid sellers!

If your wholesaler cannot supply  
 you, write us direct.

**The OSHAWA CANNING CO., Ltd.**  
 OSHAWA, ONT.

**British America Assurance Company**  
 A. D. 1833  
**FIRE & MARINE**  
 Head Office, Toronto

BOARD OF DIRECTORS  
 Hon. Geo A. Cox, President    W. R. Brock, Vice-President  
 Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
 D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
 Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
 Sir Henry M. Pellatt, E. R. Wood.

**W. B. Meikle, General Manager; P. H. Sims, Secretary**

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

**WESTERN** Incorporated 1851  
**ASSURANCE**  
**COMPANY.** **FIRE AND MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000  
 Income for 1906, over 3,609,000

HON. GEO. A. COX, President,  
 W. R. BROCK, Vice President  
 W. B. MEIKLE, General Manager  
 C. C. FOSTER, Secretary

**CANADIAN**  
**PACIFIC**  
**WESTERN**  
**EXCURSIONS**  
**Single Fare**

Plus \$2.00 for the  
 Round Trip

From all stations in Ontario, Port  
 Arthur and West, Manitoba, Saskat-  
 chewan and Alberta, to

**VANCOUVER**  
**VICTORIA and**  
**WESTMINSTER**

Also to OKANAGAN VALLEY and  
 KOOTENAY POINTS

Tickets on sale December 16, 17, 18,  
 1909; January 21, 22, 23 and 24; Feb-  
 ruary 15, 16, 17 1910; good to return  
 within three months.

**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.**



**CHINESE**  
**STARCH**

Money Maker  
 Known Everywhere  
 Repeat Seller  
 Best Value  
 Get Prices

**OCEAN MILLS**  
**MONTREAL**

**Canada's**  
**Leader!**

Why Sell  
 Inferior  
 Brands



When You  
 Can Get the  
 Best for the  
 Same Money  
 ?

**W. P. Downey**  
**Montreal**



# COFFEES

Every Coffee Specialist knows that in order to obtain the best results he must roast his own coffees.

We have installed the most up-to-date Coffee Roasting Plant obtainable, and have engaged Mr. W. Mills, who has had twelve years' experience in High-Class Coffees and is well known to the trade as a Coffee Specialist, to take charge of this department.

Do not hesitate to give our travelers an order for—

## "MELAGAMA" COFFEE

(CASH REBATE INSIDE EVERY TIN)

—knowing as you do the reputation of our package tea MELAGAMA.

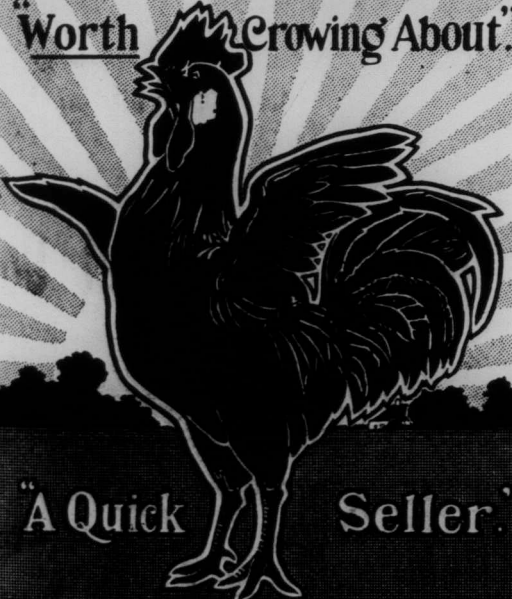
**BULK COFFEES**—Our bulk coffee blends will be known as

### MINTO COFFEE.

*Ask our travelers or drop us a line for samples and prices. We know they will interest you.*

**MINTO BROS., Toronto and Buffalo**

"Worth Crowing About."



"A Quick Seller."

## BAIRD'S SAUCE

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

## GINGERBREAD

BRAND

### Creates the Demand

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

When ordering from your wholesaler mention the above brand.

**The Dominion Molasses Co., Limited**

HALIFAX

NOVA SCOTIA

It Pays to Sell Goods That Give Satisfaction



A LEADER FOR 50 YEARS

## COOK'S FRIEND

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

"IT CONTAINS NO ALUM"

### W. D. McLAREN, LIMITED

BAKING POWDER SPECIALISTS

MONTREAL

Say, brother Grocer, are you carrying

# SNAP?

We don't claim for SNAP that it will do everything from washing a baby to cleaning a frypan, but we do claim that for chasing grease, paint, dirt and tar from soiled hands it is absolutely without a rival.

## SNAP SELLS AT SIGHT

and leaves you a good margin of profit.



The  
Snap Co.  
Limited

Montreal



ESTABLISHED 1894

"McLEAN'S"

## White Moss Cocoanut

PROUD? CERTAINLY

of our goods and of our name and the success we are having.

We cut the first strip in Canada, we created the name, both have been as closely copied as the Law will permit.

Do you find a poor article copied?? We want you to share our success by giving your customers **McLean's White Moss.**

THE

## Canadian Cocoanut Co.

Montreal

# JAPAN TEAS

Closing-out prices on our balance of stock will be interesting to Jobbers.

## S. T. NISHIMURA & CO.

MONTREAL

See Samples



**IT'S A SHORT-SIGHTED POLICY**

to send good customers elsewhere.

Your customers are buying H.P.—SOMEWHERE

**ARE YOU SUPPLYING THEM ?**

**H.P. SAUCE**

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



*St. Lawrence*

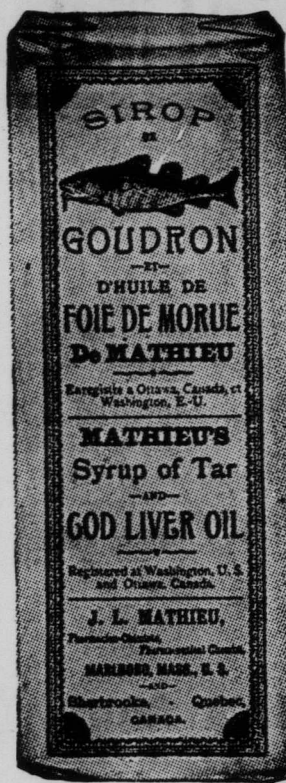
**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**A COLD CURE EVERY Dealer Can Recommend**

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

**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

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

**MATHIEU'S NERVINE POWDERS**

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

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

Distributors for Western Canada:

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

**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 that 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



# OLIVES!! ONCE-A LUXURY, NOW A NECESSITY

OUR LINES ARE:

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

SELECTED FIRST QUALITY FRUIT ONLY.

PACKED TASTILY IN NEAT GLASS PACKAGES AND IN BULK

FOR SALE BY ALL JOBBERS FROM COAST TO COAST.

## GORMAN, ECKERT & CO., Limited

LONDON

LARGEST PACKERS OF OLIVES IN THE BRITISH EMPIRE.

WINNIPEG

# QUAKER SALMON!

Did you but know of the hundreds of thousands of tins annually sold, you would appreciate the more the quality of the fish. If the merit was not there the salmon would not sell as it does.

Of course, YOU are selling Quaker Brand?

### MATHEWSON'S SONS

Wholesale Grocers

202 McGill Street, - MONTREAL

# 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 lb., and bags of 100, 50 and 20 lbs.

Manufactured by

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



## PURITY AND STRENGTH combined have made

### SHIRRIFF'S

### FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and the goods are especially in demand while winter festivities are on.

See to your stocks

## The Imperial Extract Co., -

8, 10, 12 Matilda St.  
TORONTO, CAN.



**BIGGER  
AND  
BIGGER SALES**

Such will be the tale you have to tell if your canned goods are all right—if you are handling the "all right" brand.

**OLD  
HOMESTEAD**

**Canned Fruits and Vegetables**

"OLD HOMESTEAD" has won out for the same reason that superior merit is bound to win out! Extra care in selection of raw materials, most approved processes of treatment and canning and employment of highest skilled labor, have placed "OLD HOMESTEAD" goods at the pinnacle of perfection!

Are you handling  
this reliable  
line?

**Old Homestead  
Canning Co.,**

Picton, Ont.

'Y

N BULK

IPEG

R

lies for

th

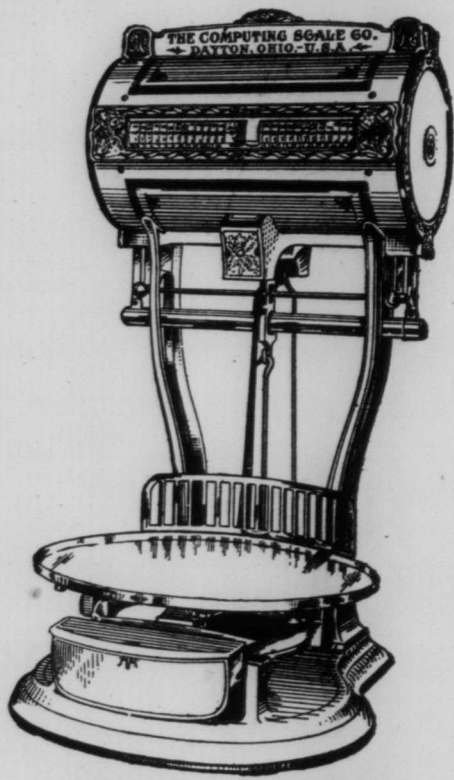
be bar- bags

ining al, Que.

ined made

e line for s are on.

atilda St. O, CAN.



Dayton Moneyweight Scale.  
Note the Low Platform.

## FAMOUS DAYTON SCALES

The scale that pays for itself. Agate Bearings throughout.  
No poises to move, no weights to lift.

The only scale fitted with Ball Bearing swivel base, which allows scale to be turned to either side of counter or to any light. Scale is always level.

Fitted with Automatic Thermostat, regulating the scale in any temperature.

Acknowledged by all to be the Best Scale in the World, so if you want the Best Buy the Dayton.

Drop us a card and we will give full particulars.

A perfect guarantee goes with every scale.

**“Made in Canada”**

THE COMPUTING SCALE CO. OF CANADA, LIMITED.  
164 King Street West, TORONTO, ONT.

## An additional \$1 worth of goods to each of Grocer's 7,000 readers:

If 7,000 of the best grocers in Canada held a meeting every week at Toronto, Montreal, Winnipeg or some other point, what would a manufacturer pay for the privilege of giving them a series of talks about his goods?

If this manufacturer was able to demonstrate the solid worth of his product, and show that it paid the dealers a fair profit, could he induce each one of them to buy an additional \$1 worth of it in a year?

\$1 worth of any manufacturer's goods would make a pretty small parcel. Yet multiply that quantity by the number of dealers and you find that it means \$7,000.

There is only one way in which a manufacturer can address the 7,000 leading buyers of grocery lines every week. That is through The Canadian Grocer.

If he approaches his talks in this paper as carefully as if he were actually addressing a meeting of these buyers—says something worth while—do you mean to say that he could not make it worth many times what it costs?

A space this size costs \$425 for 52 weeks, which means that a manufacturer using it could talk to about 10 good buyers for every cent expended. The value of the space to him would depend entirely upon what he said in it.

OU

D  
please

V  
—the  
twent  
bigge

Adams  
Allan, E  
Allison  
America  
Andrew  
Anders  
Aspto  
Aymer

Baker, V  
Balfour,  
Bardw  
Benedic  
Blue Hill  
Borden  
Bovril, J  
Bowen,  
Brack &  
Bristol,  
British

Californ  
Canada  
Canada  
Canada  
Canada  
Canada  
Canada  
Carr & C  
Carter-C  
Ceylon  
Champi  
Chase &  
Christie  
Church  
Clare &  
Clark, V  
Clawson  
Comput  
Concor  
Connor  
Constar  
Cox, J.  
Crescen

Dignar  
Domini  
Domini  
Domini  
Domini



# OUR CANADIAN BUSINESS ONLY

Don't the following figures of our Canadian business convince you that the public are pleased with

# "SALADA"

For week ending Jan. 8th our sales decreased 2,559 lbs.

"	"	"	"	15th	"	"	increased 8,447	"
"	"	"	"	22nd	"	"	6,540	"
"	"	"	"	29th	"	"	9,404	"
"	"	"	"	Feb. 5th	"	"	9,074	"

Over the corresponding weeks of 1909.

Why not keep in the foremost position in your store the tea the people are pleased with—the tea that sells quickly? "SALADA" has a larger sale than any tea in America. Over twenty million packages are sold each year. Our sales are big—and they are going to be bigger. It pays to hand out "SALADA" when tea is asked for.

## INDEX TO ADVERTISERS

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

<b>A</b>	Adamson, J. T. & Co. .... 2	Adams, J. T. & Co. .... 2	Allan, Robt., Co. .... 63	Allison Coupon Co. .... 54	Andrews & Nunn. .... 38	Anderson, Wallace. .... 22	Asepto Mfg. Co. .... 16	Aylmer Condensed Milk Co. .... 14
<b>B</b>	Baker, Walter, & Co. .... 52	Balfour, Smye & Co. .... 16	Beardwood Agency .... inside back cover	Benedict, F. L. .... 46	Ewen, J. W. .... 52	Ewing, S. H., & Sons. .... 16	Fairbank Co., N. K. .... 8	Fearman, F. W., Co. .... 44
<b>C</b>	California Fruit Growers' Exchange. .... 59	Canada Maple Exchange .... 52	Canada Sugar Refining Co. .... 22	Canadian Biscuit Co. .... 48	Canadian Cannery Co. .... 5	Canadian Coconut Co. .... 20	Canadian Milk Products, Ltd. .... 52	Canadian Pacific Ry. .... 9
<b>D</b>	Clare & Little. .... 2	Clark, W. .... 47	Clawson & Co. .... 2	Computing Scale Co. .... 59	Concord Canning Co. .... 63	Connors Bros. .... 52	Constant, H. .... 51	Cox, J. & G. .... 46
<b>E</b>	Eastern Canning Co. .... 11	Eby-Blain Limited. .... 3	Edwardsburg Starch. .... outside front cover	Empress Mfg. Co. .... 63	Erb, Herman. .... 38	Escott, W. H. .... 46	Estabrooks, T. H. .... 50	Evans, F. G., & Co. .... 38
<b>F</b>	Fairbank Co., N. K. .... 8	Fearman, F. W., Co. .... 44	Freeman Co., W. A. .... 9	Galesburg Cornice Works. .... 60	Gibb, W. A. Co. .... 60	Gillard, W. H., & Co. .... 21	Gillett, E. W., Co., Ltd. .... 47	Goodwillie & Son. .... 16
<b>G</b>	Gorman, Eckert & Co. .... 22	Graham Bros. .... 58	Greek Currant Co. .... 67	Gunns Ltd. .... 44	Hatton, D. .... 61	Heinz, H. J., Co. .... 17	Hillock, John & Co. .... 14	Holbrooks, Ltd. .... 24
<b>H</b>	Holland, Busk Co. .... 13	Hotel Directory. .... 14	H. P. Sauce. .... 21	Huber Account System. .... 9	Imperial Extract Co. .... 22	Imperial Tobacco Co. .... 54	Irish Grocer. .... 2	Island Lead Mills Co. .... 66
<b>I</b>	James, F. T., Co. .... 58	Jameson Coffee Co. .... 38	Jenkins Mfg. Co., W. A. .... 52	Johnston, Baird & Co. .... 19	Lake of the Woods Milling Co. .... 53	Lambe, W. G. A. .... 2	Laporte, Martin & Co. .... 20	Leard, N. A. .... 60
<b>J</b>	Leonard Bros. .... 61	Loggie, W. S., & Co. .... 59	Lytle, T. A. Co. .... 47	MacNab, T. A., & Co. .... 2	McCabe, J. J. .... 56	McCray Refrigerator Co. .... 11	McDougall, D., & Co. .... 54	McIntosh, F. R., & Co. .... 38
<b>K</b>	McLaren, F. R., & Co. .... 20	McLeod & Clarkson. .... 38	MacLaren Imperial Cheese Co. .... 2	McVitie & Price. .... 50	McWilliam & Everist. .... 56	Maconochie Bros. .... inside front cover	Magor, Frank. .... outside front cover	Malcolm, Jno, & Son. .... 49
<b>L</b>	Maple Tree Producers' Assn. .... 10	Mathewson's Sons. .... 22	Mathieu, J. L., Co. .... 21	Midland Vinegar Co. .... 21	Millman, W. H., & Son. .... 2	Minto Bros. .... 19	Montreal Biscuit Co. .... 52	Mooney Biscuit and Candy Co. .... 51
<b>M</b>	Morse Bros. .... 66	Mott, John P. & Co. .... 50	National Licorice Co. .... 50	Nelson, Dale & Co. .... 50	Nicholson & Bain. .... 43	Nishimura, S. T. & Co. .... 20	Oakville Basket Co. .... 18	Oakey, John & Sons. .... inside back cover
<b>N</b>	Ocean Mills. .... 18	Old Homestead Canning Co. .... 19	Oshawa Canning Co. .... 18	Peltier Bros. .... 2	Pickford & Black. .... inside back cover	Pink, E. & T. .... 34	Poulin, P. .... 55	Pure Gold Mfg. Co. .... 5
<b>O</b>	Richards Pure Soap. .... 10	Robertson, R., & Co. .... 38	Robinson, O. E., & Co. .... 60	Robitaille, S. .... 2	Roland Paper Co. .... 10	Rowat & Co. .... 61	Ryan, Wm. Co. .... 13	St. Lawrence Sugar Refining Co. .... 21
<b>P</b>	Salada Tea. .... 25	Sanitary Can Co. .... inside back cover	Sealship Oyster System. .... 61	Smith, E. D. .... 10	Snap Co., Ltd. .... 28	Snowdon, J. Walter. .... 2	Sprague Canning Machinery Co. .... 54	Spratts Limited. .... inside back cover
<b>Q</b>	Star Egg Carrier and Tray Mfg. Co. .... 4	Stevens-Hepner Co. .... 15	Stewart, I. C. .... 46	Stringer, W. B. .... 57	Sugars & Cannery, Ltd. .... 12	Thurston & Braidich. .... 43	Tippet, Arthur P., & Co. .... 1	Toronto Salt Works. .... 52
<b>R</b>	Truro Condensed Milk Co., Ltd. .... 44	Tuckett, Geo. E., & Son Co. .... 55	Verret, Stewart Co. .... outside back cover	Victoria Fruit Exchange. .... 38	Wagstaffe, Limited. .... 8	Walker Bin and Store Fixture Co. .... 66	Walker, Hugh, & Son. .... 57	Warren, G. C. .... 2
<b>S</b>	Watson, Andrew. .... 19	Watson & Truesdale. .... 2	Webb, Saville E. .... 2	Weese, G. Wallace. .... 2	Western Assurance Co. .... 18	West India Co. .... 38	White & Co. .... outside back cover	White Swan Spice & Cereals, Ltd. .... 17
<b>T</b>	Wiseman, R. B. & Co. .... 66	Wood, Thomas & Co., Ltd. .... 66	Woodruff & Edwards. .... 69	Woods, Walter, & Co. .... 68	Young, W. F. .... 52			



# Part Played by Farm Products in High Cost of Living

Careful Resume of Files Show That in February 1910 Prices on the Whole Were Higher Than During Previous Eight Years—Increases Nearly all in Canadian Farm Products and are Due Chiefly to Shortages—Why Hog Products, Beans and Flour are Dear.

Talk of high prices is still in the air. The general public, who are readers of the daily press, are being led to believe so many different reasons for the high cost of living that it is difficult for them to form any definite conclusion.

The retailer has been blamed by many; others censure alleged 'combiners' among manufacturers, but few attribute any of the higher cost to supply and demand. If this latter phase of the question is gone into, it will be seen that the production of farm products plays a prominent part in the increase in cost of some of the table necessities.

In the table below, the prices of 51 articles sold over the grocery counter

are given. They range over a period of 9 years, beginning with 1902, the prices being taken from the files of The Canadian Grocer. They were the prices prevailing on these articles during the first week in February of each year, are the standard wholesale prices to the retail trade in Toronto, and are guaranteed correct.

From this table it will be observed that there is not a great deal of difference in the cost of these goods during February of the different years.

For instance between 1910 and 1909 there was an increase of only about \$2.50. The year in which prices were, on the whole, the lowest was 1904, the

present year being an increase over it of \$17.85.

Now let us examine the costs of the various articles and determine wherein this difference lies.

In the case of long clear bacon there is an increase of 6 cents per lb. in 1910 over 1904; in roll bacon it is 4½c; in breakfast bacon 5c; in back bacon 5½c; in heavy mess pork \$10.50 per cwt.; in lard 8c per lb.; in dressed hogs \$5.80; in creamery butter 7c; dairy butter 7c; chickens 6c; turkeys 5c; granulated sugar 92c; and in beans 75c per bushel.

## Part Played by Farm Products.

This totalled, comes to \$18.56, and there you have the cause of the \$17.85 increase—all the products of the farm. If the remaining articles are closely followed, there will be an occasional change noticed, but on the whole the prices are practically the same.

The only conclusion to which one is forced to come is that the prices of farm products are almost entirely responsible for any increase in the cost of living.

The same conclusion will be reached if the years 1910 and 1909 are compared—the increase this year over last is due to Canadian farm products.

There is no necessity here in going into the advances made on hogs and hog products. Everyone knows there is a world-wide scarcity of raw material. The farmers are not paying as much attention to the hog industry as formerly and those who are, are getting big money for what they raise.

With respect to granulated sugar any advance or decline originates with the supply and demand—or more properly the estimated supply and demand—in the primary markets. The Canadian market is to a very great extent governed by the New York market. So far as the advance in sugar of 92c since 1904 is concerned, the retailer's profits have not increased. In 1905 sugar was quoted at \$5.83, almost a dollar more than in 1910.

There are many who consider new laid eggs have been excessively high this year in comparison with others, but a glance at the table shows very little difference during the past 9 years. In fact, in February, 1904, they were 7c dearer to the trade than they were last week.

Horseshoe salmon is the same price as in 1909, but 10 cents per dozen dearer than in 1908. Supply and demand reg-

	1902	1903	1904	1905	1906	1907	1908	1909	1910
Long clear bacon, per lb.....	11	10½	8½	8½	11	11½	11	11½	14½
Roll bacon, per lb.....	11½	12	10	9½	12	11½	11	11	14½
Breakfast bacon, per lb.....	14½	15	13	12	14	16	15½	15	18
Back bacon, per lb.....	14½	15	13	15	16	16	16½	16½	18½
Heavy mess pork, per cwt.....	21.00	21.50	16.50	15.50	18.00	20.00	20.00	20.00	27.00
Lard, pails, per lb.....	11½	11½	08	8½	11	12½	12½	13	16
Dressed hogs, per 100 lb.....	8.25	7.75	6.20	7.00	9.00	9.50	7.00	10.25	12.00
Creamery butter, fresh, per lb.	22	23	22	25	25	27	32	29	29
Dairy, best, per lb.....	18	20	17	21	22	23	27	23	24
Eggs, new laid, per doz.....	26	25	40	30	23	28	33	32	33
Eggs, stored, per doz.....	20	17	30	19	19	25	28	26	28
Chickens, per lb.....	09	08	12	11	10	11	12	16	18
Turkeys, per lb.....	10	12	14	16	15	12½	15	20	19
Honey, per lb.....	09½	09	07½	09	08	11	13	11½	11
Tomatoes, per dozen.....	90	1.65	1.05	1.25	95	1.20	1.25	1.00	85
Peas, per dozen.....	85	95	90	1.30	1.20	85	90	87½	1.05
Corn, per dozen.....	75	95	1.15	1.25	85½	95	95	90	85
Horseshoe salmon, per doz.....	1.45	1.75	1.75	1.85	1.55	1.75	1.80	1.90	1.90
Sugar, gran., per cwt.....	4.18	3.88	4.03	5.83	4.18	4.30	4.50	4.60	4.95
Cheese, per lb.....	10½	13½	10½	11	13½	14	13½	13½	13½
Apples, per barrel.....	4.50	2.50	3.00	3.00	3.50	3.00	3.50	5.00	3.00
Cranberries, per barrel.....	10.00	11.00	9.00	10.00	13.00	10.00	9.50	9.00	8.00
Grapes, Almeria, per keg.....	6.00	6.00	6.50	7.50	6.50	6.00	6.00	6.50	7.00
Grapefruit, per case.....	5.00	4.00	3.50	4.00	4.75	4.00	5.00	3.50	3.50
Oranges, navels, per case.....	3.25	3.25	3.00	3.00	3.50	3.00	3.00	3.25	3.00
Lemons, per case.....	2.50	3.00	2.50	2.50	2.50	2.75	2.50	3.00	2.75
Pineapples, per case.....	5.00	4.00	5.00	4.50	4.75	4.50	5.00	5.00	4.00
Beets, per bag.....	1.20	50	75	75	75	75	95	75	75
Cabbage, per doz.....	60	40	40	75	75	60	60	65	65
Carrots, per bag.....	1.20	40	1.10	75	75	75	75	75	75
Celery, Canadian, per doz.....	50	40	35	75	65	80	70	60	80
Cucumbers, per doz.....	2.50	2.75	2.00	1.75	2.25	2.50	2.50	3.00	1.75
Onions, per bag.....	1.25	75	1.75	2.00	1.30	1.40	1.20	2.00	1.10
Potatoes, per bag.....	80	1.15	65	90	1.00	80	1.10	85	65
Turnips, per bag.....	90	25	35	35	75	35	40	60	40
Flour, per brl.....	3.80	3.50	4.15	5.75	4.30	4.50	5.50	5.60	5.70
Whole black pepper, per lb....	18	18	18	19	19	20	20	20	18
Whole white pepper, per lb....	26	27	27	27	27	30	27	30	25
Ginger, per lb.....	25	25	25	25	20	30	25	25	25
Nutmeg, per lb.....	75	75	75	75	75	75	75	75	30
Cloves, per lb.....	35	35	35	25	30	35	35	35	35
Cream of tartar, per lb.....	25	30	30	30	25	25	25	25	25
Prunes, 70 to 80, per lb.....	06½	06½	06½	05½	07	07	07	08½	07
Apricots, per lb.....	15	12	15	14	15	25	15	12½	15
Valencia raisins, per lb.....	06½	08½	07	05½	05½	09½	07	05½	06½
Almonds, Tarragona, per lb.	11½	12	11	12½	12½	15	11	13	12
Walnuts, Grenoble, per lb.....	10½	14	13	12½	15½	13	11	14	13
Filberts, per lb.....	10½	11	10	11	10	11	10	10	12
Rice, standard B, per lb.....	03½	03½	03½	03½	03½	03½	03½	03½	03½
Evaporated apples, per lb.....	10	06½	07	07	10	09	09½	07½	08
Beans, per bushel.....	1.60	2.00	1.30	1.50	1.75	1.45	1.50	2.00	2.05
Totals.....	92.64	89.04	81.53	90.41	55.83	91.29	91.36	96.80	99.38



ulates this. Canned peas are high this year, because the crop was short.

**Regulated by Supply.**

Apples and potatoes are cheaper this year than usual, because there was a good supply of both. If the same could be said of hog products, salmon, etc., they would be cheaper too.

With respect to imported fruits, they are generally cheaper; few changes occur in spices and vegetables.

Flour is dearer this year, because the price of wheat to the farmer is higher. Beans are up for the reason that the farmer is holding on to his supply, and the demand is good.

From the above facts and figures it should be plain why there has been any advance in the cost of living this year over previous years—the farmer evidently holds the key to the situation.

It is a significant fact that many of the young men of the farms are leaving and crowding into the cities. Can this be the cause of the lesser production? If so the educational campaign to "keep the boys on the farm" should be waged more vigorously and probably in a few years' time, things would be back to their normal condition again.

**SPECIALIZES ON TWO TEAS.**

**Reasons Why a Hartford, Ont., Merchant Sells Only the Two Kinds.**

By R. J. Thomas.

We only sell two kinds of tea in our store. In the first place we make a specialty of our 30c. Japan. Our Indian customers are large users of tea, and they prefer a good Japan. I have tried them with a blend of Ceylon green and Japan, and clear Ceylon, but good Japan seems to suit them best.

The white customers are about evenly divided between our 30 cent Japan and a package tea.

We are seldom asked for a higher priced tea, and not often for a 25c line.

The package tea trade we have worked down to one kind, at 25c. This one was the first we stocked. We have tried 3 or 4 others since, but this one has outlived them all, with no special advertising. The others have been sampled and personal letters have been written, etc., but the customers still prefer the first choice. We have always managed to sell out the other kinds, and when we find a tea a drag, we do not stock it again. We have even given some teas the second trial but it was of no use.

In looking back over our tea business, I think we have been wise in educating our customers to the two lines. It has been an education both ways; and I think it could be applied to other lines as well.

It is a great satisfaction at stocktaking time to not find a lot of unsalable goods filling the shelves, or perhaps shoved back out of sight.

Stock of H. O. Smith, general merchant, Marquette, Man., has been sold to Mrs. H. O. Smith.

**Is Your Clerk Worth the Salary He is Receiving?**

**A Practical System Devised For Determining His Value to the Business—Does His Salary Exceed the Profits on the Goods He Sells?—Something That the Scientific Grocer Figures on.**

Do clerks ever consider what they are worth to their employers, or do the employers even know whether certain clerks earn their salaries? As mercantiling is becoming more of a science every day, it also becomes necessary to look more scientifically into the financial details of a merchant's business.

It is well known that clerks in most retail grocery stores are not drawing large salaries, but it does not matter so much what a man is paid, as it does to know whether he earns what he is getting.

It is an easy matter to ask for a higher salary, but a clerk has no right to ask for an advance unless he can show that he is worth it.

Some have an idea, if they work in a store for a certain length of time they are entitled to a raise whether they are worth more or not. Few really consider what value they render to their employer and make little effort to be more valuable, and yet expect more wages without taking into consideration whether their employer can afford to pay an advance or not.

To assist the clerk in taking a fair look at the situation and arrive at a businesslike conclusion whether he is entitled to more or not The Grocer has prepared the following schedule which will show in a practical way what a clerk must do to earn his salary. The bill of goods is a fair ordinary every day order:—

Flour .....	25	20
6 soap .....	25	23
	\$3.27	\$2.78

It will be seen from this bill that the profit is 49c. If a clerk gets \$12 a week at this rate he will have to sell about \$70 worth of goods to pay himself. If he does not sell more the proprietor is losing the expense of running the business, so far as this clerk and the goods he sells are concerned, which would be about \$10.

After the clerk has first made his own wages he begins to pay the expenses and what is left over and above that goes as profit to the proprietor. The value of a clerk therefore depends entirely in his ability to exceed the point where the net profit of the proprietor begins.

It is quite probable that there are clerks who never reach the paying point, and yet might think that they should have more wages.

Every merchant therefore should adopt some system by which he could tell every week from the amount of business done, whether his clerks are worth the salary he pays them or whether they are entitled to more. By a clean and fair investigation some unsuspected ones might not measure up to the paying point.

E. A. Bagin & Co., general merchants, Haywood, Man., are succeeded by Fay & Dagesse.

Presentations were made by the employees of the Empress Manufacturing Co., to Walter Taylor and E. C. Taylor, who have retired from the firm. Gold lockets were the mediums by which their former associates expressed their goodwill.

	Selling Price.	Cost.
To 1 lb. soda biscuits .....	10	7½
1 lb. butter .....	32	28
1 loaf bread .....	10	08
½ lb. coffee .....	20	15
½ lb. tea .....	20	15
1 doz. eggs .....	35	30
3 tins tom., corn peas..	25	22½
2 breakfast foods .....	25	20
18 lb. sugar .....	1.00	89

**Things That Shouldn't Be**



A Grocer Dodging a Traveler by Slipping Out the Back Door.



# Hands Out Important Judgment Re Substitution

Judge of Superior Court Claims it to be Illegal to Substitute a Certain Brand of Goods When Another is Demanded—Defendants Have to Pay Nominal Damages and are Restrained by an Injunction to Continue Substitution.

A judgment of much importance to the retail and wholesale trade, and which was referred to in last week's issue, was that given by the Hon. Chas. de Lorimier, Judge, Superior Court, Montreal, Que., in favor of Bovril, Limited, and against Metrakos Bros., confectioners, Montreal, the latter being accused of substituting another brand of beef fluid when that of the plaintiff was called for.

The Grocer has secured a copy of the judge's observations and decision, the prominent extracts of which appear below as given by him minus some of the words and phrases, which are not necessary to the comprehension of the judgment by the reader, but which are necessary in law:—

"The Court, having heard the witnesses in open Court, and respective attorneys of the parties in this case, examined the proceedings, documents, consents and evidence and on the whole, having deliberated, renders the following judgment:

"Plaintiff is a body politic and corporate duly incorporated, having its head office in London, England, and an office and chief place of business for Quebec in Montreal. The defendants are fruit and candy merchants, doing business under the style of Metrakos Bros. Plaintiff complains of defendants and by the declaration in this case, it is, in effect alleged: That plaintiff has for a long period of years carried on business throughout the world as manufacturer's of a fluid beef, which it has placed upon the market and sold under the name of Bovril. The plaintiff has advertised its product extensively, and has spent very large sums of money therein, and it has become universally known under the name Bovril. The plaintiff has advertised and sold its product in Montreal and vicinity for a number of years.

## Where Substitution Comes in.

The defendants for a long time past have been serving and supplying those of their customers, and the public generally, who ask for Bovril, with a preparation of another fluid beef; when customers of the defendants and the public asks for Bovril they are alleged to be served with another beef fluid; the defendants have for a number of years palmed off and substituted upon their customers and the public, a substance manufactured and placed upon the market by another company, the whole to the great loss and damage of the plaintiff; the plaintiff is entitled to a writ of interlocutory injunction concurrently with a writ of summons to be issued herein, restraining the defendants from

selling or offering for sale under the name of Bovril, any substance, preparation or product other than that manufactured and prepared by plaintiff and placed upon the market under the trade mark Bovril; as a result of the acts and conduct of the defendants in substituting and palming off upon their customers and the public, products not manufactured by the plaintiff, the plaintiff has suffered loss and damage in the past to a large amount which for the purposes of the present action, it reduces to the sum of \$5,000.

## The Defendants' Plea.

The defendants, in reply, allege that the public generally do not ask for Bovril, but usually ask for fluid beef, and very often beef tea, which means any kind; that the respondents sell and supply to their customers either fluid beef indifferently, according to the wishes of their customers. Those of the customers who call for Bovril as a general rule and perhaps invariably mean and signify their intention of having fluid beef or beef tea; that the customers certainly never have been misled, as they always were supplied with whatever they wanted; that the defendants have put in front of their store a sign (4x8) advertising the other fluid beef, and that the customers always know what substances are being supplied by defendants; that the customers further may see, and as a matter of fact, do see, the bottles which are being used so as to supply what is being asked for, and these bottles are labeled; that the defendants never palmed off the other fluid for Bovril; that if Bovril was not served when asked for on some occasions, which is denied, it was because customers did not make it clear that it was Bovril they wanted, and the defendants were misled every bit as much as the customers, if not more so, and defendants supplied them openly with what they were in the habit of serving when fluid beef was called for; that the defendants have never practised any deception on their customers and have, on the other hand, supplied Bovril when fluid beef was called for, and the plaintiff has certainly in this matter been compensated, if, indeed, any errors were unwilfully committed; that both fluids are equally good, and at all events it is a matter of taste, and both substances are made of extract of beef; that if any error has been committed, which defendants deny, they regret it, but have acted in good faith and are prepared to so act in good faith in future and to be very careful and not to give other fluid beef when Bovril is asked for; that the defendants, at the

times of which the plaintiff complained that the defendants passed off the other fluid beef, had engaged new hands.

## Reasons for Decision.

In rendering his decision his honor said in part: "It is in evidence that plaintiff has expended large sums of money for the advertising of its product; that at divers dates, and more particularly during January and February, 1909, customers who went to defendants' place of business, called for Bovril, but were knowingly and illegally served, by defendants' employes, with a totally different product or preparation of fluid beef purchased by defendants at a lower price than plaintiff's product; that such willful substitution constitutes, in law, an illegal and willful act, for which the defendants are responsible.

## Nominal Damages to be Paid.

"It is also in evidence that, by reason of defendants' illegal acts, plaintiff has suffered loss and damage; but seeing the declarations contained in defendant's pleas as to the future, plaintiff has agreed that such damages be assessed nominally to the sum of \$25.

"Considering that plaintiff has established by legal evidence, the material allegations of his action and demand, and that interlocutory injunctions, must in consequence, be declared perpetual.

"Considering that defendants have failed to establish the material allegations of his plea;

"The court maintains plaintiff's action, demand and injunction, and declares said injunction pre-emptory and perpetual, and in consequence doth restrain and enjoin the defendants from selling or offering for sale under the name of Bovril, any substance other than that manufactured and sold by the plaintiff under its trade mark, and it is ordered that the injunction remain, according to law, perpetual and in full force to all intents and purposes; condemns defendants to pay the plaintiff \$25 with interest, and dismisses the defendants' pleas, the whole with cost against them."

## A BUSINESS CREED.

To do the right thing, at the right time, in the right way; to do some things better than they were ever done before; to eliminate errors; to know both sides of the question; to be courteous; to be an example; to work for the love of work; to anticipate requirements; to develop resources; to recognize no impediments; to master circumstances; to act from reason rather than rule; to be satisfied with nothing short of perfection.—Michigan Tradesman.



## Hard Headed Business Man Condemns the Bill

Some of the Schemes of the Promoters of Co-operative Bill Elucidated—Why Wholesalers and Manufacturers Should Oppose It—Toronto Labor Men Have no Sympathy With It.

Hamilton, Ont., February 8.—Shown a copy of the Bill to be introduced in to the House of Commons by Lloyd Harris to incorporate Co-operative Societies in Canada, one of our hard-headed business men says he considers it about the "smoothest" proposition he has yet seen. After analysis he comes to the conclusion that there is far more in it than appears on the surface and that there is some powerful motive behind it that is pressing for legislation, other than the Canadian people.

A clause relating to the formation of local companies reads: "That any seven persons may register with the Secretary of State and do business as a Co-operative concern."

"Now mark," he said, "this clause goes on to say that any child over twelve years of age may qualify as one of the directors of the company. Thus any family consisting of the parents and five children over twelve years of age, may register, form a company, and act as directors of same.

"Another pernicious clause is, that outside companies may acquire holdings in any company so formed, and these outside companies may dominate the smaller concerns. Of course, this is done apparently for the purpose of legally getting control by the parent concerns which are behind the whole scheme."

Establishing wholesale depots in the principal centres if found successful, manufacturers of all descriptions would soon follow. And here is where my friend H. H. Businessman is surprised at the apathy of the wholesaler and manufacturer in not opposing such a piece of legislation.

Some of these people smile and say this is only a matter for the retailer. If they will look up the business they have done in England and their methods, they will possibly want to keep the retailer out.

Another clause in the bill which is very bad is the system of auditing. The bill provides "that one of the number shall be an auditor." As a good many business men know, there are "auditors" and "auditors," but the safest ones are chartered accountants who are above "cooking" the returns.

The system of selling stock in connection with these companies is also pernicious. In the event of failure the subscriber stands no chance whatever for restitution. Every merchant and manufacturer in Canada should make it a point to present the case to his local member and Senator and thoroughly enlighten them on the character of such a measure.

### WHAT LABOR MEN THINK.

Toronto, Feb. 8. — The Toronto District Labor Council invited a delegation from the Retail Merchants' Association to meet them the other evening to discuss the Co-operative Bill now before the House and also the troublesome question of the causes of high living. The meeting took place and the discussion was interesting and brought out many features which shed light on the subject. The butchers aimed to show that they were not getting more than a living profit out of their end of it and were not the cause of the trouble. It came out in the discussion that if the farmer gets, say \$2 a hundred more for his cattle, the general public erroneously thought that the butcher should be able to sell his meat at 2c advance and make the same profit.

This, however, is not the case. The offal, it was explained, was nearly half of the animal, so that if the farmer gets say \$4 a hundred live weight, the meat costs the butcher about \$8, but if the farmer gets \$6 per 100, the meat costs the butcher \$12. The farmer gets 2c a pound more but the butcher has to pay 4c more for the meat. As the cheaper cuts are not in demand they will bear little of the advance and therefore the desirable parts must bear the extra cost. Practically the same rule works out in the hog problem.

The Co-operative Bill was strongly opposed by the retail merchants and it receives no sympathy or support from the labor council. The bill never originated from the labor people, nor from any class of consumers, and it must therefore come from some promoters who are seeking special privileges to "do up" the public, and therefore, it was maintained, such a bill should have no support or even consideration by any member of the House.

### NEW FACTORY FORMALLY OPENED.

Hamilton, Ont., Feb. 10.—At the formal opening of the new factory of Wagstaffe, Limited, here last week there was a large attendance of retail grocers, besides the mayor, board of control, aldermen and a number of other citizens. The visitors were conveyed by special cars to the factory, where Mr. Wagstaffe conducted them through, at the same time explaining the machines and the work they performed in the manufacture and packing of the various products. It was shown how they are arranged for the convenience, and, at the same time, comfort of the employes. The factory is divided into five rooms, besides the office. The equipment makes provision for cleanliness to a marked degree, and the rooms are large and well

ventilated. The factory was formally declared open by Mayor McLaren, who compared the present to the time, just four years ago, when Mr. Wagstaffe started up with a chopping machine and a few dollars capital. Fred Smye, president of the company, thanked the visitors for their attendance, and refreshments were served. On departing each lady was presented with a jar of marmalade and the gentlemen with cigars.

### GREAT DECLINE IN SUGAR.

Grocers' Association's Opinion on Cost of Living—Eighteen New Members.

Hamilton, February 10.—The Retail Grocers' Association maintains that groceries are cheaper to-day than they were forty years ago. J. A. McIntosh, president of the association, brought this question up at the last regular meeting and stated that it was proved at the annual banquet of the retail grocers in London that the above statement was so. Forty years ago, he said, sugar was selling at eight pounds for \$1, while today eighteen pounds could be procured for the same money. Much discussion took place as to whether the association should take any action in regard to the matter, but it was decided to leave it over until the next meeting.

There is a possibility that the annual picnic of the grocers will not be held at Niagara Falls this year, as the association at London has invited the local association to go there. While no definite action was taken, a majority of the members suggested Guelph as a convenient spot to hold the picnic. It is probable that the matter will not be decided for some time.

The co-operative bill, at present before Parliament, was also discussed at considerable length. The president explained that petitions had been circulated protesting against the bill and had been signed by the leading manufacturers and departmental stores of the city. All the members of the association were requested to sign them.

The auditors' report for the past year was presented by Joseph Kirkpatrick and showed a small balance to the credit of the association. It was explained that during the year a large sum was donated to various charitable institutions. Eighteen new members were received, the largest number to join at any one time for years.

The announcement in Ottawa that the Retail Grocers' Association would employ a brightly uniformed man to collect bad debts seems to have been very successful according to an Ottawa report. A number of grocers report that in many cases people who previously had refused to pay their debts are now coming in and paying up unsolicited for fear of the collector calling on them as soon as engaged. The association is taking up the question of a grant towards the \$5,000 the board of trade is raising for the Ottawa publicity department.



## Solid Business Discussed at Important Banquet

**London Retail Grocers a Live Organization — Price-Cutting Discouraged—Grand Annual Picnic Suggested and a Provincial Organization Touched Upon—Views of Representatives of Hamilton and Brantford Associations — Plan to Extend the London Manufacturing Field.**

In business "the other fellow" is often credited with a good many characteristics and motives that are anything but desirable—till we know him better.

In days gone by Bill Smith, grocer on Dundas Street, London, hadn't much use for John Jones, who conducted an opposition store a couple of blocks away.

These two stores were the best in the locality. Smith felt that Jones was the man he had to beat, and vice versa.

Smith advertised several leaders at cut prices, and Jones, fearful of losing trade, went him one better.

Pretty soon it was a rare occasion when Smith and Jones were not offering bargains in groceries.

Each — figuratively speaking — went round with a chip on his shoulder daring the other to knock it off.

Smith and Jones barely nodded when they met on the street, and neither had a good word to say for the other.

About this time a reorganization was effected of the Retail Grocers' Association, that had been in existence for years, but which had got into the habit of waking up periodically just long enough to declare the old officers re-elected by acclamation.

To make a long story short, Smith and Jones were thrown together frequently by the association meetings, and once the ice was broken each found the other a pretty decent sort of a fellow.

They compared notes and figured out just about what this campaign of price-cutting had meant to them.

With both there had been some increase in yearly turn-over since it was started, but—

—they had actually made less money from their businesses.

Their petty jealousies and short-sighted merchandising had cost them pretty dearly.

Smith and Jones don't attempt to do business on the cut-price basis any more.

They depend upon good, well kept stores, first-class service and quality merchandise to attract and hold trade.

Their businesses have increased steadily and they're both making money a great deal faster than they ever did before.

There is lots of competition between the two stores, but it is a competition that does them both good and brings extra profits to their cash drawers.

All because Smith and Jones were brought together by the reorganization of the Retail Grocers' Association and got to know and understand and appreciate one another better.

Which brings us round to the fact that the London Retail Grocers' Association is one of the liveliest organizations of its kind in existence anywhere.

Smith and Jones and some hundred and fifty other grocers of the Forest City are on the membership roll.

They're not there as a mere matter of form either. Every last man of them

takes a real interest in the association and its objects, and every last man of them has derived benefits from it that have had a dollars and cents value to him.

The association has been the means of immensely bettering conditions, not only by creating a feeling of good-fellowship, but by correcting abuses and promoting the adoption of sounder, saner, merchandising methods.

The Canadian Grocer congratulates the London Retail Grocers' Association on what it has done in the past and extends its best wishes for the future.

London, Ont., Feb. 10.—It was indeed a merry company that gathered round the festive board at the third annual banquet of the London Retail Grocers' Association—a company composed largely of men more or less in close competition during business hours, but who are broad enough to see that this need not interfere with organization for mutual benefit and the betterment of friendly relations. As their guests they had representatives of the manufacturing and wholesale interests, commercial travelers, retail associations of other cities and the Mayor of London.

The annual banquet is an eloquent expression of the good fellowship that exists among London grocers. This year it was more successful than ever, which is saying considerable. A splendid menu, well arranged toast list and good musical numbers all combined to make the evening an exceedingly enjoyable one. The program proved so entertaining that when the National Anthem was sung at 2 a.m. scarcely a chair had been vacated. There were nearly 125 present.

Hamilton and Brantford associations were represented by their presidents, J. A. McIntosh and W. J. Mellen, respectively. A telegram was read from D. McLean, president of the Toronto association, expressing regret at his inability to attend.

President E. J. Ryan discharged the duties of toastmaster very gracefully. Following is the list of toasts introduced, with the respondents:

"The King."

"Canada and the Empire."—Col. A. M. Smith.

"Our Mercantile Interests."—Moses Masuret, Wm. Turnbull and J. S. McDougall.

"City of London."—Mayor Beattie.  
"Our Manufacturers."—Robt. Wallace, Chas. Hunt and John Stevely.

"Our Travelers."—F. E. Tobias and Jos. Boyd.

"Retail Grocers' Associations."—J. A. McIntosh, R. J. Donaghy, Harry Ranahan and W. J. Mellen.

"Our Trade Journal."—T. J. Tobin.  
"The Ladies."—Clem Garvey.

"Our Guests."—C. W. McGuire and G. J. McKey.

The following vocalists contributed very acceptably to the enjoyment of the

evening: Thos. Ranahan, Frank Webster, Wilfrid Blakie, M. McKeough, Ken Murray and the Centennial Male Quartette. Bert Weir was accompanist. The Tony Cortese Jr. orchestra was present as well.

Officers of the London Association are: President, E. J. Ryan; vice-president, Norman McLeod; Second Vice-President, Jas. Haskett; Treasurer, Harry Ranahan; Secretary, Cyril Hayes; Committee, Thos. Shaw (chairman), R. J. Donaghy, Fred Travers, Frank Paul and Chas. Summers.

Following are extracts from some of the addresses, all of which were characterized by pointed reference to the various subjects, and brevity as well:

Col. A. M. Smith.—"We all know the facts and figures about this great Dominion and this great Empire, but do we realize what it all means? I was lately in England, and while I thought that people had generally informed themselves as to the facts about Canada, I could see that they do not realize what it all means. \* \* \* Great Britain is increasing her capital at the rate of a thousand million dollars a year. She could greatly increase her expenditure on army and navy without unduly feeling the burden, and I think she would be wise to do so at once. All that does not excuse the dominions beyond the sea from doing their part. \* \* \* The secret of the solidity of the British Empire lies in the fact that each portion is at liberty to work out its own policy, whether good or bad, without reference to the others."

Moses Masuret.—"I feel that I was born a half century before my time, for Canada has only really been discovered. \* \* \* There is talk of high living, but I think it is only due to an overgrowth. People do not want to stay on the farms, consequently we do not produce enough. The law of supply and demand must always regulate prices. \* \* \* The Wholesale Grocers Guild has lowered instead of raising prices, by equalizing freight rates, etc. It shortened credits and led the retailer to do the same. Now you men have your own association and it has also been beneficial."

Wm. Turnbull.—"Seventy years ago groceries were four times as expensive as they are to-day. Then only rich men could afford store goods. Workingmen now enjoy luxuries that Queen Elizabeth could not have. Not so long ago the workingman could not have wheat bread unless there was a wedding in the family, and they seldom ate meat. \* \* \* Nations have in the past destroyed commerce by putting to much restriction on it. You can't regulate trusts by act of parliament. We need

Three things that the London Retail Grocers' Association are going to work for are:—

1. A union picnic of the Toronto, Hamilton, Brantford and London associations to be held at London.
2. Mayor Beattie's scheme to raise by subscription among business men of the Forest City, a fund sufficient to purchase property that can be offered on easy terms to manufacturers seeking locations.
3. A Provincial Retail Grocers' Association.



a commerce commission that would follow the lines of the Railway Commission. It was always found impossible to regulate the railways by legislation. They always found a way to get round it. So will the combines and trusts. \* \* \* People to-day are pretty well off. Not so long ago the highest salaried man in Hamilton received only \$600 per year. At the same time sugar sold at 14c a pound wholesale and cotton at 30c a yard."

J. S. McDougall.—"Price-cutting is very unwise. It seems to me that any fool could sell goods that way." Mr. McDougall dwelt at some length on the matter of boosting London. He suggests as a practical method that the citizens be loyal to the retail trade, that the retailers buy altogether from London wholesalers, and that the latter patronize as largely as possible the local manufacturers.

Mayor Beattie.—"The Customs revenue at London increased 30 per cent. in the past year, and the bank clearings \$5,000,000. This city stands third as a distributing point in Canada, and fifth as a commercial centre. \* \* \* We want factories, but we are badly handicapped at the present time in not being able to offer any inducements to manufacturers in the shape of cheap sites. We have asked the Government for power to issue debentures for the purchase of property for this purpose, but our request was refused. I propose to circulate a subscription among the merchants and other business men, and hope in this way to raise sufficient funds to purchase a desirable block of land that can be sold at very favorable prices to industries that we induce to locate here. \* \* \* I hope to have the old market building removed. We are harboring men there who pay the miserable rental of from \$4 to \$8 and are in direct competition in some lines with you grocers who have heavy taxes and rentals to meet."

W. J. Mellen (Brantford).—"Personally I am in favor of a union picnic of the Toronto, London, Hamilton and Brantford associations, and I would like to see it held in London first. I will do what I can to bring it about, although I am not authorized to promise anything on behalf of the Brantford association."

J. A. McIntosh (Hamilton).—"Hamilton has the oldest association in the Province, and it is doing good work. We are circulating two petitions now against the Co-operative Societies Bill. Our objection is not that a certain form of competition should be allowed to crop up, but that it is proposed to accord it special privileges. Brantford and Hamilton take 6,000 people to Niagara Falls on their annual excursion. Eight special trains are required to carry the crowd. We have money to burn. There has been talk of a union picnic with London. If that materializes I would like to see it go to Guelph. \* \* \* We should have a provincial association. It would not aim to hold up the manufacturers. We only wish to talk matters over with them. I believe also, that it would remedy evils among the retailers themselves. For one thing we should quit cutting prices. Our percentage is small enough any time. The secret of success is good goods at honest prices. No man can ever build his trade solid by cutting. I am glad to see that The Canadian Grocer has taken this matter up."

R. J. Donaghy.—"We should stick together. In the London association we have nearly 150 members. Whatever we have tried to carry we have carried very successfully. Among other things we have discouraged new goods that do not allow the retailer a fair margin. A line that costs \$1 should not be retailed at 10c. We have done a good deal to prohibit peddlars from selling in the streets. Hucksters became so bold they overbid us on the market. Two or three of them were brought into police court recently and conditions are becoming better. \* \* \* A provincial association is needed. We should start with London, Toronto, Hamilton and Brantford. \* \* \* At the next meeting of our association I propose to start the list the mayor spoke of for the purchase of factory sites. I will move that the association make a contribution of liberal size. The scheme is a good one and deserves the best support we can give it."

Harry Ranahan.—"What good has our association done? If it never did more than promote the good-fellowship that now exists among the grocers, it has justified its existence. \* \* \* The various associations should be loyal to Canadian cities. When an excursion is taken to Niagara it means the expenditure of a lot of money in Buffalo. We ourselves have gone to Detroit and spent our cash like sailors. Now let us have a union picnic and hold it in a Canadian city—in London preferably."

Robt. Wallace.—"Manufacturers will build up a city as nothing else can. It used to be that we in this country were afraid of U. S. competition. Now an article can have no better recommendation than that it is made in Canada. There is nothing more effective as an advertisement for London than good branded lines going out from her factories with the 'Made in London' stamp on them. This city has now 150 factories, with 6,000 employes and a weekly pay roll of \$45,000."

Chas. Hunt.—"The grocer is the doctor who feels the pulse of the public and the manufacturer fills the prescription."

John Stevely.—"We export pulpwood at \$7 a cord that is worth five times that amount in the manufactured state. We should provide our own people with this labor. \* \* \* We have in London three or four concerns that are the largest producers in their line in the British Empire. Their products are known throughout the world. 'Made in Canada' is a grand motto."

F. E. Tobias.—"I have a heart full of sympathy for the grocer. He is certainly a philanthropist. His ledger is conclusive evidence of that fact. When we travelers call on grocers we occasionally find one that is grouchy and out of sorts. However, we shouldn't judge him too hardly, for we are not in a position to know what load of trouble he may have on his mind. The things that happen to some men, both in their businesses and outside are enough to make them grouchy." Mr. Tobias mentioned a statement in a farm paper that \$40,000,000 a year were spent on travellers' salaries and expenses, and that the traveler could be dispensed with, the consuming public being given the benefit of the consequent saving. Such reasoning, he said, was obviously ridiculous.

Joseph Boyd contented himself with

giving a reading entitled: "Shanahan's Old Shebeen."

C. W. McGuire.—"I am glad to note the tendency in the grocery as well as all other lines of business toward the cash system."

Those in Attendance.

Those present were: W. J. Mellen (Brantford), J. S. McDougall, Chas. R. Hunt, Lt.-Col. A. M. Smith, Mayor Beattie, E. J. Ryan (president), M. Masuret, Wm. Turnbull, G. J. McKey, (Toronto), John Stevely, T. J. Tobin, (Toronto), Robt. Wallace, J. M. Dillon, Wm. Garneau, R. J. Donaghy, J. N. McIntosh, A. McPherson, Clem. Garvey, F. E. Tobias, J. H. Boyd, C. W. McGuire, T. W. McFarland, H. Kenzie McCormick, J. L. Wyckoff, J. A. Buchie, R. A. Ross, A. L. Hammond, F. L. Manning, Walter Richards, W. P. Douell, Joseph Fortner, Jas. Jupp, R. Jupp, Frank Millson, Jas. Falkner, Geo. Ross, Harry T. Bell, Orlie Falkner, G. B. Drake, Walter Lee, J. H. Langford, A. R. Boug, Harry Marshall, A. Boug, Jack Walton, Jas. McLeod, D. Gwalehmai, P. A. Sands, J. H. Wilkey, E. E. Linnell, N. M. Ripley, H. Lewis C. J. Leach, F. W. Parker, J. Taylor, R. Fonger, C. Sanborn, Geo. Laird, H. Fountaine, J. M. Duncan, Earl Insley, E. S. English, H. English, John Murray, Fred H. Traver, T. McKay, Dan Carter, Dick Kemp, W. F. Brown, A. E. Mitchell, E. F. Clegg, C. Garfield McCormick, R. G. Collins, Thos. Shaw, J. J. Haskett, T. H. Haskett, H. Harley, H. Geach, C. Finchamp, E. O. Hill, F. W. Paul, Alex. McLachlan, Stewart Gladstone Paul, James McKenzie, C. H. Tune, A. McGuffin, E. Ecelestone, W. C. Make, D. J. Patterson, T. J. Cohoon, Thos. Fitzgibbon, Wm. Kidner, H. Lance, J. J. Harding, R. H. Cullis, W. Hayes, T. W. Vincent, Alf. S. Wilson, M. A. Young, J. A. McFarlane, C. W. Summers, R. Fonger, J. Taylor, F. N. Parker, C. J. Leach, H. Lewis, Fred H. Traver, Walter Hungerford, Harry Ranahan (treasurer), Cyril Hayes (secretary), Wilfrid Blakie, Frank Webster, Thomas Ranahan, Michael McKeough.

INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

Minto Bros., Toronto, having experienced through their American branch at Buffalo, that coffee and tea go hand in hand and having acquired thorough experience regarding the purchasing of the green bean in the different markets in various parts of the world during the last three years, have installed a coffee roaster, cleaner, cooler and grinder of the most improved type, and especially built an odor proof room with all the latest facilities necessary. This is a separate department from their tea business. They have secured the services of W. Mills who has had a life-long experience in coffee and coffee only. They feel satisfied of their position in this new branch of their business and are going to put it out in half-pounds and pounds in tins under the name of "Melagama." They are putting money in every package the same as in the case of Melagama tea. Their bulk blends will be known as Minto coffee under numbers over two, three, etc.



The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED  
 JOHN BAYNE MACLEAN PRESIDENT

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

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

OFFICES

CANADA—  
 MONTREAL Rooms 701-702, Eastern Town-ship Bank Building Telephone Main 1255 J. J. Gallagher  
 TORONTO 10 Front Street East Telephone Main 7324 W. H. Seyler, Manager  
 WINNIPEG 511 Union Bank Building Telephone 3726 F. R. Munro  
 VANCOUVER H. Hodgson, 11 Hartney Chambers  
 ST. JOHN, N.B. W. E. Hopper  
 UNITED STATES—  
 NEW YORK R. B. Huestis Room 1109-1111 Lawyers' Title, Insurance & Trust Co. Building, 160 Broadway, New York, N. Y. Telephone, 1111 Cortland.  
 GREAT BRITAIN—  
 LONDON 88 Fleet Street, E. C. Telephone Central 12960 J. Meredith McKim  
 FRANCE—  
 PARIS John F. Jones & Co., 31bis Faubourg Montmartre  
 SWITZERLAND—  
 ZURICH Louis Wolf Orell Füssli & Co.

Subscription, Canada and United States \$2.00  
 Great Britain, 8s. 6d. Elsewhere, 12s.

PUBLISHED EVERY FRIDAY

SMALL MINDS AMONG RETAILERS.

A "small mind" is one of the worst evils that can beset any trade. That "small minds" among the retail trade are gradually being eliminated is a fact, but nevertheless the educational campaign should by no means be terminated.

A case in point has recently come to our notice. Among the retailers in a large Canadian town there was one more successful than the rest, simply because he did business on a broader plane and always on a modern basis.

Eventually, his retail business evolved into a wholesale one and he naturally expected to get a share of the trade of his former associates. In this, however, he was doomed to disappointment. The others were jealous of his success, and, rather than purchase from him, sent to other places and paid more for their goods.

The result was that the wholesaler was forced out of business and left that town.

When retailers show such petty jealousies as this, and at their own expense, too, the trade in such a place cannot be in a very healthy condition. Broad-minded men are required—men who are willing to do what they can for the furthering of the interests of their native towns—and not "small minds," who are always prone to hate their competitors and even customers of their competitors.

It takes an organization like the London Retail Grocers' Association to dispel all these small ideas. Such an organization, as shown by their recent banquet, a report of which appears else-

where, brings together competitors, gets them acquainted with each other so that they may see the good in one another. It provides new ideas, new methods and makes it possible for a combined campaign in the interests of trade and commerce in any town or city.

Had the labor men not organized their unions and worked together, what advantages or privileges would they have had to-day?

The retailers are standing absolutely in their own light when they allow narrow ideas and petty jealousies to rule their actions.

EARLY CLOSING SPREADING.

That grocers are more and more working towards scientific methods cannot be disputed. Early closing is one of the advanced methods that is gradually coming into its own, and in this matter The Canadian Grocer has reason to feel grateful, because it has been continuously advocating it.

By an item in another section of this issue it will be seen that the Peterboro grocers are now after early closing and have waited on the city council to have their request granted.

It is pleasing to note that about three-quarters of the members of the trade want the new system, and that among these are the majority of the best grocers in that city.

There is only one point for the trade to learn. That is, that no trade will be lost to any if all agree to close early. The trouble in the past has been that someone always kicks over the traces, thinking that he will gather in everything; but this only causes the others to do likewise and eventually conditions are back to the old state—every store open and none making enough profit to pay for light and fuel, not even taking into account the time of the grocer and his salesmen.

A little backbone is required and the trouble is blotted out.

ILLEGAL SUBSTITUTION.

The attention of the trade is directed to an article in this issue regarding substitution of goods. It is a judgment given by a judge of a Superior Court in favor of a firm which accused Montreal confectioners of supplying a beef-fluid to the general public other than the brand asked for.

This judgment is important inasmuch as there is considerable illegal substitution going on at the present time, not only in the grocery trade but in others as well.

It will therefore be in the interests of every member of the trade, whether retailer, wholesaler, broker or manufac-

turer, to carefully study the judgment given by the Hon. Chas. de Lorimier at Montreal. It may be the cause of preventing an action for damages.

A LESSON FROM TRADING STAMPS

To a retail merchant in Canada it seems like a dream to hear of the merchants in many states of the union still having the trading stamp chain around their necks. This was one of the greatest obstacles the retail trade in Canada ever had to meet, and many of our retail merchants have no idea what was saved for them by the prompt action of organized effort.

The United States trade papers are full of the enormous drain on the trade made by trading stamps and still do not seem to be able to cope with them.

In South St. Louis it is claimed that the "Eagle Trading Stamp Company" has 1500 clients, of these 825 are grocers and 319 are butchers. Petitions are being circulated to get all these to sign an agreement, under a penalty of \$200 for breaking it, that these stamps be discontinued. It has been shown that \$90,000 has annually been taken from the pockets of the grocers and butchers in South St. Louis. This is about the amount that was supposed to have been taken from the coffers of the Toronto grocers and butchers each year during the time they were flourishing in Canada.

Suppose the retail merchants of Canada had not acted promptly and vigorously, that drawback would still be upon us, and what would it mean? Toronto merchants alone would have been fleeced to the extent of about a million dollars, and what loss it would have been to the merchants of the Dominion is beyond comprehension.

The schemes crept in, serpent-like, and the bait was taken first by the weakest men in the trade and through their mistakes, others were forced to follow and the result was a ruinous loss to the entire trade.

The Co-operative Bill, with such persistent efforts behind it, which is again before the house, is regarded fully as dangerous as the trading stamps, and yet to many merchants it appears perfectly harmless. The great danger lies in giving special privileges to promoters to organize these societies and in tying up the unsuspecting to these stores which are in direct opposition to fair and honest trade conditions.

Merchants in general seem to be able to spare little time in looking after matters that concern the general trade and therefore the absolute necessity of trade papers and association work is apparent, and these should have the warm patronage of every merchant in the country.

Pra

Calga  
 grocer l  
 by weig  
 ease of  
 justice  
 by the  
 sure to  
 big hea  
 what is  
 Recei  
 ing cal  
 the wei  
 more e  
 not ten  
 everyth  
 on a f

Mone  
 tage of  
 tional  
 one of  
 these d  
 jobbing  
 with th  
 often v  
 "I t  
 they a  
 but, of  
 gossip  
 on in a  
 may be  
 kets, b  
 method  
 places.  
 "In  
 ful to  
 give hi  
 buy or

Vanc  
 Retail  
 an offi  
 against  
 a secon  
 A coup  
 made t  
 Telepho  
 was ra  
 the pro  
 way f  
 then, I  
 have ra  
 er they  
 that ex  
 by  
 when e  
 have t  
 One gr  
 to othe  
 systems  
 clares



# Practical Methods Used in Retail Grocery Stores

**Calgary Merchant Selling Cabbage by Weight—How a New Brunswick Grocer Makes Use of the Traveler—Vancouver Grocers do not Want Two Phones—A Seasonable Marmalade Window—Toronto Grocer Makes Good Use of Different Colored Canned Goods Labels.**

## Sells Cabbage by Weight.

Calgary, Feb. 9.—There is at least one grocer here working towards the 'selling by weight' plan. He claims that in the case of cabbage a retailer hands out no justice at all to customers when he sells by the half dozen or dozen. Some are sure to get more than their share of the big heads, while others have to take what is left.

Recently he decided to eliminate selling cabbage by the head and adopted the weight plan. He finds his customers more easy to please, his salesmen are not tempted to 'play up favorites,' and everything is done, as he himself states, 'on a fair and square basis.'

## Makes Use of the Traveler.

Moncton, N. B., Feb. 10.—The advantage of using the traveler for educational purposes is strongly advised by one of Moncton's merchants. Many of these drummers, he says, represent big jobbing houses, who are closely in touch with the markets and their advice is often worth while considering.

"I talk to them regularly, because they are always full of information, but, of course, I don't mean that I gossip with them. If this talk is carried on in a casual way some good pointers may be secured not only regarding markets, but in connection with successful methods adopted by merchants in other places.

"In this way the traveler is very useful to me, and I am always glad to give him a hearing whether I want to buy or not."

## Grocers Favor One 'Phone.

Vancouver, Feb. 9.—The Vancouver Retail Grocers' Association has sent in an official protest to the city council against the granting of a franchise to a second telephone company in this city. A couple of weeks ago, application was made to the council by the Automatic Telephone Co. for a franchise, and it was rather favorably entertained, since the present system is reported a long way from being satisfactory. Since then, however, business men generally have raised objections, and they consider they would rather bear with the evils that exist rather than have them added to by the addition of another system, when every business man would have to have two sets of telephones installed. One grocer, who makes frequent trips to other cities, and who has seen the two systems in operation in one place, declares that they have no single advan-

tage. The rates are not reduced, and it only means an extra expense without any increase in business.

## Suggestive Marmalade Window.

Toronto, Feb. 10.—Marmalade season is on and it's the live merchants who will make the most of it. J. Blood, a Yonge St. grocer, has had a window display for some days with this end in view. Besides showing two or three different lines of manufactured marmalade, he has the raw material also and works out a unique idea in this respect. Three cedar poles about a couple of inches in thickness and about five feet in length are stood up in pyramid shape—a hunter's method in cooking meals—tied at the top with a chain hanging down snapped onto a pot filled with marmalade oranges. Beneath this is heaped up wood all ready for the match.

An orange slicing machine is also displayed, with a card attached, to the effect that it is loaned free of charge for slicing oranges for marmalade.

This is a window that any grocer—large or small—can easily use. It is up-to-date because the marmalade season is here, and it might be used by other grocers with good results.

## Attractive Showing of Labels.

Toronto, Feb. 8.—Walter Giddings, who manages the branch of the W. J. Snell grocery store at the corner of Queen Street and Lee Avenue, has a fine up-to-date store. The ceiling is covered with art metal roofing of simple design, the silent salesmen and show cases are of oak, and of the modern variety. The store has two cash registers, each of which has four separate compartments used by different clerks for different departments. The most novel feature of the store at present is the artistic arrangement of the canned goods on the shelves. At the end of the store is a pyramid of cans. The outline is made of cans of corn which have a light colored label. The inner part has the dark green pea labels, the cans being arranged diamond shape. This scheme is carried out along the top of the shelving; the different colored labels on the cans offering large scope for the designing of conventional patterns.

## View of High Cost of Living.

Peterboro, Feb. 10.—In all this talk about the increased cost of living, no one can blame the grocer for any increases that may have been made to the price

of the goods they handle. Such is the feeling of a local grocer of this city in regard to the present question that is of all-absorbing interest in the press during the past few weeks. The grocer was trying to place the blame for the state of affairs that is being emphasized now and will be forgotten in a month or more, and he completely exonerated the members of his own craft.

"The retailer is practically a fixed quantity in this game," he said. "The producer, wholesaler and others are securing higher prices. The consumer, through the increase in the cost of labor, is receiving more money, but the grocer is almost untouched by or unaffected by the conditions. In fact, if it does affect us, or has affected us, it has been to cut down our profits, rather than to increase them."

The grocer claims that there is not the same production as formerly and that, combined with the cost of labor, has almost compelled the manufacturer to raise his prices, and the burden has returned to the shoulders of the consumer.

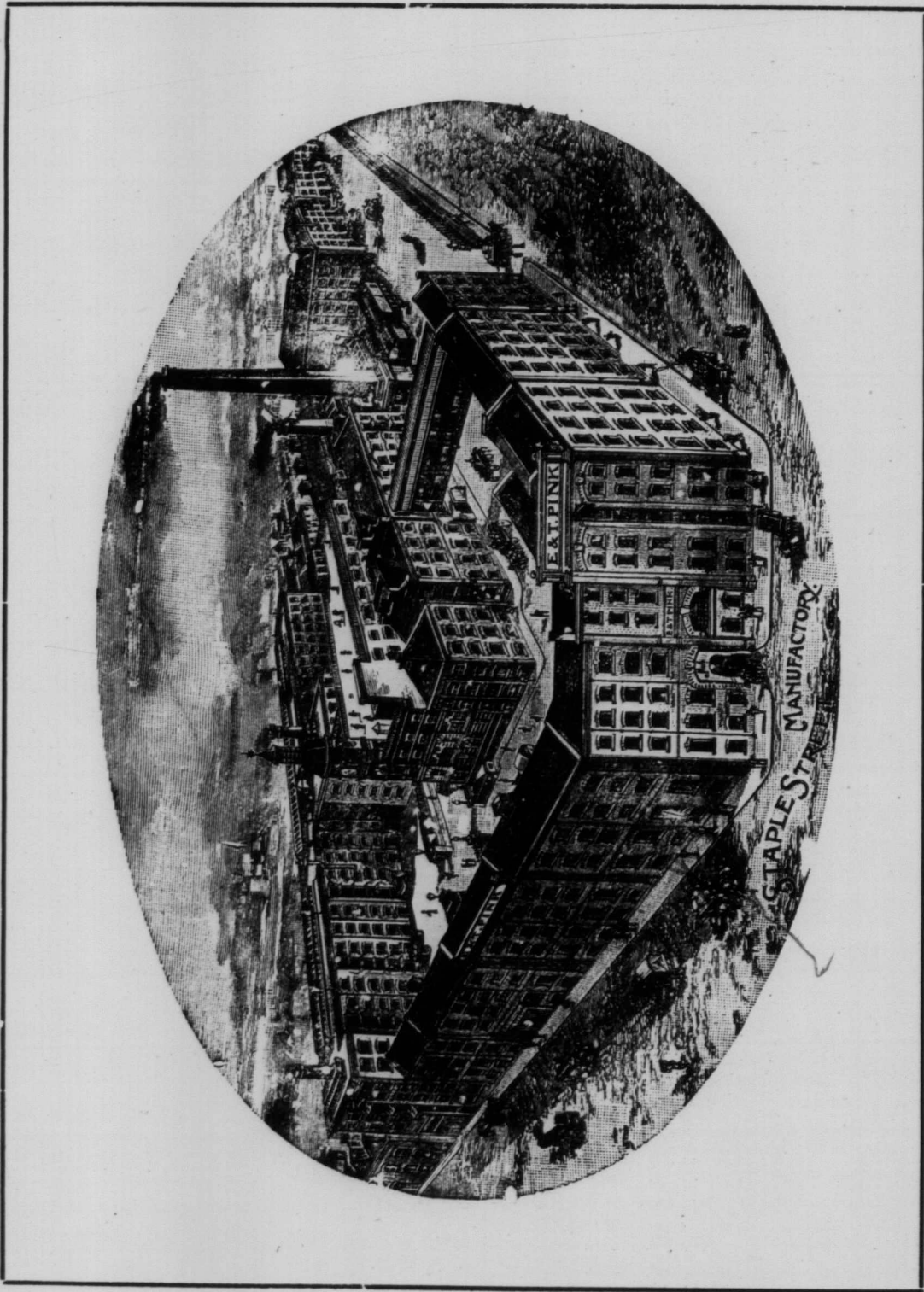
## Grocers Handling Baled Hay.

Bracebridge, Ont., Feb. 8.—"Should a grocer handle baled hay?" asked your correspondent of a large grocery store proprietor in this town. "Well, that's a serious question to answer," he replied. "Honestly speaking, I think not, it more or less damages the delivery system—a big factor in a successful store; it creates more work in the office; it's the means of enlarging your credit system and it means bad friends with some of your customers who buy hay if it's not number one. On the other hand, I have handled 15 car loads since the New Year, and have made some money out of it." So that is the question. Who can answer it?

## Protection Against Poor Pays.

Vancouver, Feb. 9.—The Merchants' Protective Association is approaching retailers to become members, a charge of \$10 per year being made. It is proposed to give a service by means of which a dealer may ascertain at short notice the standing of any resident of the city, whether of good or bad pay and of what financial resources. A list would be furnished every month of suitable information. This is fairly well looked after in the credit list of the Retail Grocers' Association, which keeps track of those who do not pay, which is the principal thing.





E. & T. PINK



**E. & T. PINK,**  
LONDON, S.E. ENGLAND.

THE WORLD'S MANUFACTURERS OF  
**JAMS, MARMALADE,**  
**Candied Peel, Pickles, Confectionery**

---

Factories and stores cover a ground area of seven and a half acres. (<sup>7½</sup>ACRES)

Floor space represents a total area of fifteen acres. (<sup>15</sup>ACRES)

Employees number 2,000

Over 100 Travellers and Agents

Annual Output of Jams exceeds 10,000 tons

As much as 50 tons of Strawberry Jam (<sup>112,000</sup>LBS.) made in a single day.

**Absolute Purity and Highest Quality Always**

# The Markets—A Scarcity in Raisins Reported

Prices Are Now Firm—Beans Advance on Montreal Market—Sugar Market a Little Weaker—Firmness Displayed in the Nut Market—Little Demand for Evaporated Apples.

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

## QUEBEC MARKETS

### POINTERS—

Peanuts— $\frac{1}{2}$  to 1 cent higher.

Beans—15 cents higher.

Raisins—Firm.

Cinnamon—Firm.

Montreal, Feb. 10, 1910.

The coming of Lent has put somewhat of a damper on trade generally, though, of course, some lines have benefited. It's an ill wind indeed that blows no one good. However, as this condition of affairs is expected every year, dealers have time to prepare for it and make ready for the large increase which always takes place after the Lenten season closes. It is a good thing to have a time of year set apart when it is known to be dull, if only to allow a general relaxation and period of recuperation. Trade always comes back with a bound later.

In Montreal this condition of affairs is probably more pronounced than in our other large cities, owing to the greater number of strict observers of Lenten denial here. At any rate for the next few weeks trade is expected to slacken materially.

Sugar—Raws continue firm with an upward tendency. There has been considerable activity in sales of refined and refiners are well satisfied with present conditions. No changes in quotations have occurred.

Granulated, bags	4 80
" 20-lb. bags	4 90
" Imperial	4 55
" Beaver	4 55
Paris lump, boxes, 100 lbs.	5 60
" 50 lbs.	5 70
" 25 lbs.	5 90
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 50
" 100 lb. boxes	5 60
" 50 lb. "	5 70
" 25 lb. "	5 90
" 5 lb. cartons, each	0 37 $\frac{1}{2}$
Extra ground, bbls.	5 25
" 50-lb. boxes	5 45
" 25-lb. boxes	5 65
Powdered, bbls.	5 65
" 50-lb. boxes	5 25
Phoenix	4 80
Bright coffee	4 75
No. 3 yellow	4 65
No. 2 "	4 55
No. 1 " bags	4 40
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses—New crop molasses is arriving in fair quantities. There is this about present conditions which is somewhat disappointing to importers, that buyers are only placing orders for immediate requirements. Syrups are having a fairly brisk sale.

Fancy Barbadoes molasses, puncheons	0 40	0 42
" " barrels	0 43	0 45
" " half-barrels	0 45	0 47
Choice Barbadoes molasses, puncheons	0 38	0 41
" " barrels	0 41	0 43
" " half-barrels	0 43	0 45 $\frac{1}{2}$
New Orleans	0 27	0 28
Antigua	0 30	
Porto Rico	0 30	0 40

Corn syrups, bbls	0 03 $\frac{1}{2}$
" 1-bbls.	0 03 $\frac{1}{2}$
" 2 $\frac{1}{2}$ -lb. pails	1 80
" 25-lb. pails	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50
" 5-lb. " 1 doz.	2 85
" 10-lb. " 1 doz.	2 75
" 20-lb. " 1 doz.	2 70

Tea—The market is firm and reviving somewhat. There is still a marked scarcity of the cheaper grades of Japans. Chinas are having a ready sale.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 27	0 30
Good common	0 22	0 25
Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hyson	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—There seems to be a slight weakening in the primary prices of Rio and Maracaibo. It is thought to be only temporary, however, as general conditions seem to point to a continued firmness.

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

Spices—Cinnamon is selling strongly. The demand for other lines is steady, but not sensational in any way. Ginger is, if anything, slightly weaker.

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

Dried Fruits—Raisins have been in good demand lately, particularly the better grades. Prices are still unchanged, but the tendency is toward a weaker market.

Currents, fine filiatras, per lb., not cleaned	0 06 $\frac{1}{2}$
" " cleaned	0 06 $\frac{1}{2}$
" Patras, per lb.	0 07 $\frac{1}{2}$
" Vostizzas, per lb.	0 08
Raisins—	
Australian, per lb., (to arrive)	0 08 $\frac{1}{2}$
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07 $\frac{1}{2}$
" " 4-crown, per lb.	0 08 $\frac{1}{2}$
" sultana, per lb.	0 07 $\frac{1}{2}$
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06 $\frac{1}{2}$
" 4-crown layers, per lb.	0 06 $\frac{1}{2}$

Nuts—Peanuts are up from  $\frac{1}{2}$  cent to 1 cent, depending on the quality. Sales of this line have been large, and as a result stocks have run low enough to warrant higher prices. Other lines present no new features. Prices are firm.

In shell—	
Filberts, Sicily, per lb.	0 13
" Barcelona, per lb.	0 10 $\frac{1}{2}$
Tarragona Almonds, per lb.	0 12
Walnuts, Greenoles, per lb.	0 12 $\frac{1}{2}$
" Marbots, per lb.	0 12 $\frac{1}{2}$
" Cornes, per lb.	0 11 $\frac{1}{2}$
Shelled—	
Almonds, 4-crown selected, per lb.	0 32 $\frac{1}{2}$
" 3-crown " "	0 31 $\frac{1}{2}$
" 2-crown " "	0 30
" (in bags), standarda, per lb.	0 26
Cashews	0 15

Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 25
Broken	0 22

Evaporated Apples—There is no change at present. A rumor is current of a new evaporator to be started this year in Quebec, equipped with all the most modern machinery.

Evaporated apples, prime	0 09
--------------------------	------

Beans and Peas—Export demand for peas continues brisk and higher prices are looked for if it continues.

Beans are having a good local sale with firm prices. Some dealers are quoting 15c advances.

Ontario prime pea beans, bushel	2 25
Peas, boiling, bag	2 50

Rice and Tapioca—Little has been doing this week in either rice or tapioca. It is hoped the Lenten season will serve to divert more trade away from luxuries and back to these staples. Prices are unchanged.

Rice, grade B, bags, 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	2 95
" " pockets 25 pounds	3 05
" " " 12 $\frac{1}{2}$ pounds	3 15
" grade c.c., 250 pounds	2 85
" " 100 "	2 85
" " 50 "	2 85
" " pockets, 25 pounds	2 95
" " " 12 $\frac{1}{2}$ pounds	3 05
Tapioca, medium pearl	0 04 $\frac{1}{2}$

## CANNED GOODS

MONTREAL.—Meats are improving in demand somewhat, though still not entirely satisfactory. Vegetables find a ready sale, with fruits not far behind. Prices are firm and unchanged.

Peas, standard, dozen	\$1 05
Peas, early June, dozen	1 07 $\frac{1}{2}$
Peas, sweet wrinkled, dozen	1 10
Peas, extra sifted, dozen	1 52 $\frac{1}{2}$
Peas, gallons	3 87 $\frac{1}{2}$
Beans, dozen	0 85
Corn, dozen	0 80
Tomatoes, dozen (Ontario and Quebec)	0 82 $\frac{1}{2}$
Strawberries, dozen	1 37 $\frac{1}{2}$
Raspberries, 2s, dozen	1 75
Peaches, 2s, dozen	1 65
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 65
Pears, 3s, dozen	2 30
Plums, Greengage, dozen	1 50
Plums, Lombard, dozen	0 95
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87 $\frac{1}{2}$
$\frac{1}{2}$ -lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02 $\frac{1}{2}$
Other salmon—	
Humpbacks, dozen	0 95
Cohoos, dozen	1 35
Red Spring, dozen	1 60
Red Hookays, dozen	1 85
Compressed corned beef, 1s	1 50
Compressed corned beef, 2s	2 70
English brawn, 2s	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf 1s	1 20
Ready lunch veal loaf 1s	1 20
Roast beef, 1s	2 35
Roast beef, 2s	1 50
Stewed ox tail, 1s	1 60
Stewed kidney, 1s	1 50
Stewed kidney, 2s	2 65
Minced collops, 1s	1 40
Minced collops, 2s	2 50
Corned beef hash, 1s	1 69
Corned beef hash, 2s	2 80
Jellied hocks, 2s	3 50
Jellied hocks, 6s	10 00
Paragon ox tongue, 1s	7 50
Paragon ox tongue, 2s	8 50
Paragon ox tongue, 1s	9 50
Paragon ox tongue, 2s	9 50
Paragon lunch tongue 1s	4 00
Tongue lunch, 1s	3 00
Sliced smoked beef, 1s	1 60
Sliced smoked beef, 2s	2 60







DIRECTORY OF

**Manufacturers, Manufacturers' Agents,  
Brokers, Etc.**

**BRITISH COLUMBIA**

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

Importers and Roasters of High Grade  
Coffees.

Manufacturers and Proprietors of  
"Feather-Light" Brand Baking Powder

We also carry a full line of TEAS,  
SPICES, etc.

Mail orders promptly attended to.

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

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

Correspondence Solicited.

**VICTORIA  
FRUIT GROWERS' ASSOCIATION**

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

OFFICE AND WAREHOUSES

COR. WHARF AND YATES STS. - VICTORIA

Branch at 140 Water Street, Vancouver.

Wholesale Manufacturers' Agents

Correspondence Solicited.

**F. R. McINTOSH & CO.**  
Vancouver, B.C.

R. ROBERTSON J. Y. GRIFFIN

**R. Robertson & Co.**

25 Alexander St.  
VANCOUVER, B.C.

Wholesale Brokers

GROCERIES, PRODUCE, FRUITS, GRAINS

Importers and Exporters

Reference—Bank of Montreal.

Write us for information about B.C. trade.

Cable Address—"Robin," Vancouver.

Codes A B C, 5th Edition; Revised Economy; Modern  
Economy; Utility and Dowling's.

**WILLIAM W. DUNCAN**

Broker and Manufacturers' Agent

**D I S T R I B U T I N G**

Free and Bonded Warehouses

**VANCOUVER - VICTORIA**

**HERMAN ERB**

Manufacturers' and Wholesale Com-  
mission Agent

P. O. BOX 405

522 Bastion Street, Victoria, B.C.

Open for a few more agencies

**THE CANADIAN GROCER**

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

H. HODGSON Manager

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

**McLEOD & CLARKSON**

Manufacturers' Agents and Wholesale Commission  
Agents

144 WATER ST., VANCOUVER, B.C.

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

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

**Andrews & Nunn**

Manufacturers' Agents and  
Wholesale Commission Merchants

Codes—A B C 5th Edition, Western Union

615 Dominion Trust Building  
VANCOUVER, B.C.

Correspondence  
Solicited

Highest  
References

Nature has solved the  
problem of distribution.  
It uses a multitude of  
agents to effect the distri-  
bution of its products.

Nature does not expect  
every seed to fall upon fal-  
low ground and to take  
root. But, it achieves a  
profitable percentage upon  
its distribution. This is all  
that an advertiser has to  
do to reap a profitable  
harvest on his outlay.

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

The Canadian house of

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

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

**WEST INDIAN PRODUCE**

of all descriptions.

WRITE US FOR PARTICULARS, PRICES, ETC.

305 St. Nicholas Building,

MONTREAL



# 10 Years A great past A greater future

Year by year the next ten years are going to witness great expansion in business in Canada. and the time will soon slip by. You know the story of the great success of Red Rose Tea in Ontario and the West in the past ten years. The quality of the tea from the first has inspired confidence. On that quality and the confidence it inspires in both merchants and their customers, the business has been built up. No matter what you may have thought about some other package tea ten years ago, when Red Rose Tea was new on the Ontario market, to-day you have the utmost confidence in the quality of Red Rose and absolute faith in its future as one of the great and expanding commercial undertakings of the Dominion, and you are pleased to see the sales increase so rapidly.

The quality that has brought Red Rose Tea, in the face of great opposition, to its present strong position as a standard seller throughout Canada, is going to make it keep on growing. The next ten years' increase, year by year, will be enormous. Every week will tell. Why not begin now to **get your share** of that increase, and every day recommend

## Red Rose Tea

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

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

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



THE CANADIAN GROCER

Beehive Brand, 2-lb. tins, per 2 doz. case	2 25
" " 5 " 1 " "	2 75
" " 10 " 1 " "	2 55
" " 20 " 1 " "	2 55
Barbadoes molasses in 1/2-bbls, per gal.	0 50
Gingerbread molasses, 1/2 bbls, per gal.	0 40
New Orleans molasses, 5-gal. tins, per tin.	1 95
Challenger, 6 10-lb. tins, per case	2 15

Tapioca and Sago—The stiffness of the Tapioca market continues, and the demand is quite heavy in both commodities. Sago may be advanced soon, as reports from producers are to that effect.

Pearl tapioca, per lb.	0 05
Sago, per lb.	0 04 1/2 0 04 1/2

Fresh Fruits and Vegetables—These goods are reported in excellent condition from the south. Prices will likely be forced up as these quotations are low and supplies are limited.

Carrots, per lb.	0 02
Potatoes, per bushel	0 50
Cal. cauliflower, per crate	3 75
Native cabbage, per lb.	0 02
Native o.c.s., per dozen	0 60
Native onions, per doz.	0 40
Oranges	3 25 3 50
Lemons	5 00
Apples, Ontario, per bbl.	3 75 5 00
Grape Fruit, per crate	5 00
Grapes, per keg.	5 00
Bananas, per lb.	0 06
Cranberries, per bbl.	9 00 10 00

Nuts—The present prices are strong in all nuts. Last week's 1c advance in walnuts may be repeated at an early date.

Shelled Walnuts, in boxes, per lb.	0 28
" " small lots, per lb.	0 29
" Almonds, in boxes, per lb.	0 35
" " small lots, per lb.	0 36
Peanuts, Japan, per lb.	0 11 0 15

Honey—There are no lower prices expected so long as the demand continues as it has been for several weeks. The 60 lb. tins are moving freely, and it is expected that eastern supplies will be short before next season.

Honey, 24 lb. tins, per tin	0 37 1/2
" " 12 oz. jars, per dozen	0 75
" " 60-lb. tins, per lb.	2 10
" " 60-lb. tins, per lb.	0 12 1/2

Rolled Oats—Cereals all move well during this season. The oat market is steady now; the rolled stuff cannot be lower, it would seem, judging from the fact that present prices are ridiculously low.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 80
" " 40 " " 40 "	0 95
" " 20 " " 20 "	0 5 1/2
" " 80 " (8, 10s.)	2 20

Cornmeal—The great foreign population in the west creates an enormous demand for cornmeal. Particularly during the winter months the demand is heavy. These prices are exceptionally strong and may continue so.

Cornmeal, per sack	2 05
" " per 1/2 sack	1 05
" " per bale (10, 10s.)	2 30

Beans—Another advance of ten cents (10c) is reported. The trade is excellent everywhere on the continent and stronger prices are in sight.

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

Foreign Dried Fruits—The following quotations on all lines are held strongly. Prunes are having a large output at this season. Fard dates may be quoted 10c lower—they are firm, however, at \$1.30. Peaches and apricots have an excellent market.

Smyrna Sultana raisins, uncleaned, per lb.	0 08
" " cleaned, per lb.	0 09 1/2
Valencia raisins, Rowley's, f.o.s. per case, 28's.	1 85
" " selects " 28's.	1 95
" " layers " 28's.	2 05
California raisins, choice seeded in 1/2-lb. packages	0 06
" " fancy seeded, in 1/2-lb. packages	0 06 1/2
" " choice seeded in 1-lb. packages	0 07 1/2
" " fancy seeded in 1-lb. packages	0 08 1/2

Raisins, 3 crown muscatels, per lb.	0 06 1/2
Prunes, 50-100 per lb.	0 07
" " 70-80 " "	0 05 1/2
" " 60-70 " "	0 06
" " 50-60 " "	0 06 1/2
" " 40-50 " "	0 07 1/2
" " 30-40 " "	0 08 1/2
Silver prunes, acc. to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" " dry, cleaned, Filiatras, per lb.	0 06 1/2
" " wet, cleaned, per lb.	0 07 1/2
" " Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08 1/2
Pears, per lb.	0 09 0 15
Peaches, standard, per lb.	0 08 1/2
" " choice	0 09
Apricots, standard, per lb.	0 15
" " choice, per lb.	0 15 1/2
Plums, pitted, per lb.	0 11 0 12 1/2
Nectarines, per lb.	0 09 1/2
Dates, per lb., Hollows, bulk.	0 06 1/2
" " Fard, 1/2 lb. boxes	1 30
" " packages, 30 in case	0 07
Figs, per lb.	0 04 1/2 0 05
Peel, per lb., lemon	0 09 1/2
" " orange	0 10
" " citron	0 13 1/2 0 18

Barley—Some Manitoba grown barley has been recently put on the market as pot and pearl, but the quality has proven to be inferior to the Ontario grown. No lower prices can be expected.

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

Coffee—Rio is going up still, but supplies can be had locally at last week's prices. Quotations to-day are 10 1/2 to 11 cents.

Evaporated Apples—The demand is excellent since the green apples are becoming limited. From now on advances are confidently expected. The present market which is at 8 and 9 cents is considered low.

Meats—The advanced prices of fresh meats have strengthened the canned stuff. Prices are going up all round, and just now they are transient. Lunch tongue is up about \$1.00 since last quotation.

Veal, beef and pork, 1-lb. tins	Per dozen	2 25
" " 1/2-lb. tins	1 30	
Mutton, boiled, 1-lb.	2 10	
" " 2-lb.	3 45	
" " roast, 1-lb.	2 10	
" " 2-lb.	3 45	
Ox tongue, 1-lb.	7 60	
" " 2-lb.	8 60	
Pigs feet, 1-lb. boneless	1 60	
" " 2-lb.	2 75	
Sausage, Cambridge, 1-lb.	2 30	
" " 2-lb.	4 25	
" " Geneva, 1-lb.	2 30	
" " 2-lb.	4 25	
Tongue, lunch, 1-lb.	3 10	
" " potted, 1-lb.	0 55	
" " 1-lb.	1 05	
Turkey, boneless, 1-lb.	2 50	
Loaf beef, 1-lb. tins	2 25	
" " 1/2-lb. tins	1 30	
Loaf chicken, 1-lb. tins	3 00	
" " 1/2-lb. tins	1 75	
Loaf cottage, 1-lb. tins	2 25	
" " 1/2-lb. tins	1 30	
Loaf ham, 1-lb. tins	2 25	
" " 1/2-lb. tins	1 30	

NOVA SCOTIA MARKETS.

Corrected by Wire.

Halifax, Feb. 10, 1910.

Unseasonable weather during the past week has interfered to some extent with business in the grocery lines. As a result of these conditions the wholesale trade is rather quiet and the retailers also report a falling-off in business. This is only temporary, however, and as soon as the weather and the roads improve, business will again resume its normal state. With regard to prices, they are fairly steady at present. Some of the dealers are anticipating that the markets will be a little easier from now on, but there is nothing at present that indicates any marked change.

Large shipments of apples continue to be made from Halifax to the Lon-

don market. Over thirty thousand barrels were sent from here this week, and more are to follow. Prices are improving on the other side for first-class fruit.

Now that the Lenten season is near at hand there is a good demand for fish. Lobsters are fairly plentiful and heavy shipments are being made to the United States market. The prices are high, and are likely to continue so. As the consumption of fish has increased in the United States cities since the meat boycott, fish is in better demand and the dealers in Nova Scotia are now sending large quantities of fish to these markets.

Prices rule about as follows:—

Creamery prints	per lb.	0 26 0 27
Creamery solids	per lb.	0 27 0 28
Dairy, tubs, lb.	0 23 0 24	
Fresh eggs, doz.	0 32	
Case eggs	0 28	
Sugars		
Extra Standard	granulated	4 95
United Empire		4 85
Austrian, bags	granulated	4 85
Bright yellow		4 75
No. 1 yellow		4 60
Flour h. wheat	per bbl.	6 40 6 50
Flour, Ontario	blends, bbl.	5 75 5 85
Cornmeal, bag	1 70 1 75	
Oats	0 54 0 55	
Pork, American	per bbl.	28 00
Pork, clear bbl	30 00 31 00	
Beef, American	plate per bbl.	16 50 17 50
Beef, Canadian	per bbl.	16 50
Hams smoked	0 16 1/2	
Pork, fresh	0 10 0 11 1/2	
Codfish, quintal	5 50	
Herring, pickled	per bbl.	5 00
Apples, per bbl.	1 50 3 00	
Potatoes, P. E.	Island, bag	1 25
Onions, Spanish	per lb.	0 02 1/2
Onions, American	per lb.	0 02 1/2
Onions, Canadian	per bag	1 60 1 75
Molasses, fancy	Barbados, bbl.	0 38
Molasses, fancy	Barbados, pun	32 00 35 00
Beans, bushel	2 25	
Roller Oats, bbl.	5 25 5 40	

NEW BRUNSWICK MARKETS.

Corrected by Wire.

Sugar—			
Standard gran.	4 95 5 05	Molasses, 1/2 c.	
Austrian	4 85 4 95	Barbados, gi	0 34 0 35
Yellows	4 45 4 85	lb.	0 25 0 28
Flour, Manitoba	6 55 6 65	Butter, dairy,	
" Ontario	5 85 6 15	ery, lb.	0 26 0 29
Cornmeal, bags	1 57 1 60	Eggs, doz.	0 30 0 35
Rolled oats, bbls	5 35 5 40	Eggs, new laid	0 35 0 45
Buck wheat,		Potatoes, bbl.	1 25 1 50
west, grey, bag	2 90 3 00	Canned goods—	
Val. raisins, lb.	0 05 1/2 0 06 1/2	Peas, doz.	1 10 1 50
Cal. raisins, seed-		Corn, doz.	0 85 0 90
ed	0 07 1/2 0 08 1/2	Tomatoes, dz	0 95 1 00
Currants, lb.	0 07 0 07 1/2	Raspberries,	
Prunes, lb.	0 05 1/2 0 09	dozen	1 85 1 90
Rice, lb.	0 03 1/2 0 03 1/2	Strawberries,	
Beans, hand		dozen	1 55 1 60
picked, bus	2 25 2 30	Salmon, case	
Beans, yellow		Red spring	6 50 6 75
eye, bus	3 60 3 75	Cohoos	6 00 6 25
Cheese, lb.	0 13 0 13 1/2	Peaches, 2s,	
Lard, compound		dozen	1 70 1 80
lb.	0 14 0 14 1/2	Peaches, 3s,	
Lard, pure, lb.	0 16 1/2 C 17	dozen	2 70 2 80
Pork, domestic		Baked beans,	
mess	28 50 29 00	dozen	1 15 1 25
Pork, American		Fish—	
clear	28 00 28 50	Cod, dry	2 75 4 25
Pork, clear		Herring, salt,	
backs	28 50 31 50	half bbls.	2 30 2 60
Beef, American		Herring,	
plate	17 00 18 00	smoked, box	0 11 0 12
Beef, Canadian			
an plate	16 75 17 00		

BRITISH COLUMBIA MARKETS.

Corrected by Wire.

Vancouver, Feb. 10, 1910.

Outside of navel oranges, which have decreased in price from \$3 to \$2.25 per crate, there are few changes in prices, though some of the figures are very firm. Potatoes, Asherofts, are held at \$35, with a prospect of a rise to \$40 in the near future. Locals are still quoted at \$25.

Apples are jobbed at \$2 to \$2.50 wholesale, and from now on the price may go up still further.

There was a tendency to drop eastern selected eggs to 30c, but with a few days of cold weather this week, the holders of stocks have taken courage, as



local stock has been coming in slower. The 32c figure has therefore been maintained.

With creamery butter jobbing at 40 cents, the quality is poor. For some time it has been impossible to secure an article free from a rank taste, and as the quantity is limited, consumers have to take what the commission men favor the retailers with.

Although there has been an increase in the price of sugar in the east, the price still remains the same here. The reason is believed to be the importation of sugar from Scotland, which is brought here on the Blue Funnel liners.

Sugar, standard granulated.....	5 60	Butter, local creamery.....	0 40
Val. raisins, lb.....	0 05½	Butter, Western.....	0 25
Cal.....	0 07	Eggs, Eastern.....	0 33
Prunes.....	0 05½	Eggs, local, fresh.....	0 45
Currants.....	0 06½	Cheese, per lb.....	0 14½
Dried apricots.....	0 11	Bacon, premier.....	0 29
Flour, Standard, 100 lbs.....	6 90	Lard, pure.....	0 18½
Commeal, p. 100 lbs.....	2 60	Lard, compound.....	0 17½
Beans, per lb.....	0 03½	Potatoes—Ashcroft, ton.....	35 00
Rice, per ton.....	68 00	Local, ton.....	25 00
Tapioca, per lb.....	0 03½	Canned Goods—	
Evaporated apples.....	0 08½	Peas.....	1 30
Butter, Eastern dairy in tubs.....	0 25	Tomatoes.....	1 27½
Butter, Eastern dairy, choice.....	0 30	Corn.....	1 00
		Apples.....	3 42½
		Raspberries.....	2 15
			1 66

ALBERTA MARKETS.

Corrected by Wire.

Sugars—		Dry salt bacon, smoked.....	0 16
B.C. granulated.....	5 74	Eggs, fresh, case 30 dozen.....	9 50
Raymond.....	5 64	Butter—	
Peas.....	0 12	Alberta creamery bricks.....	0 30
Lemon.....	0 13	Alta. creamery solids.....	0 29
Orange.....	0 13	Alta. dairy.....	0 26
Citron.....	0 20	Alta. tubs.....	0 25
Dried fruits—		Cheese—	
Apricots, choice.....	0 16	Ontario, large.....	0 15
stand.....	0 15	" twins.....	0 15½
ard.....	0 10	" Stiltons.....	0 17
Peaches, choice.....	0 09½	Beans—	
stand.....	0 12	Ontario, hand-picked, bushel.....	2 40
Pears, choice.....	0 12	California limas, per lb.....	0 06½
Pitted plums.....	0 08½	Canned fish—	
Prunes, 40-50.....	0 07½	B.C. salmon, sockeye, 48-1's.....	7 50
" 50-60.....	0 07	B.C. cohoes, 48-1's.....	6 25
" 60-70.....	0 06½	B.C. pinks, 48-1's.....	4 00
" 70-80.....	0 06	Sardines, domestic, 100-4.....	4 00
" 80-90.....	0 05½	Lobster, 48-1's.....	17 00
" 90-100.....	0 11	" 96-2's.....	18 50
Evap. apples, 50's.....	0 11	Fin. haddie, 48-1's.....	5 65
Produce—			
Sugar cured ham 10-12 average.....	0 18½		
Sugar cured ham picnic.....	0 16		
B. bacon bellies.....	0 21		
" back.....	0 20		
Dry salt bacon.....	0 15		

PETITION FOR EARLY CLOSING.

Majority of Peterboro Grocers Want New Method Brought About.

Peterboro, Feb. 10.—A large number of Peterboro grocers have presented a petition to the council asking that a by-law be passed fixing the hours at which the grocery shops in the city shall be closed. A deputation representing the grocers was present to explain the reasons for asking the passing of the by-law. Affixed to the petition are the names of more than three-quarters of the grocers, and it is believed that the council will acquiesce in the request that has been made. The majority of the leading grocers have joined in the petition. One of the speakers stated that those who objected were largely proprietors of small businesses. They could open at seven in the morning and close at midnight if they chose, and in most cases they remain open until 10.30 and 11 o'clock.

In a large business it is not fair to expect clerks to work all day and several hours after supper. Another point was that the new hours would educate the people to buy their supplies early and thus be cured of the carelessness that is responsible for purchases made at ten and eleven o'clock at night. It was pointed out that the passing and enforcing of the by-law will educate the general public to turn out earlier and by all the stores being closed no grocer will secure an advantage over another. The representative of The Canadian Grocer was told by one grocer that he believed the by-law would lead to the formation of a strong grocers' association, an organization which he claimed would be a great benefit to the individual.

Peterboro grocers want to close at 7 o'clock every night except Saturday night, when 10.30 will be the limit. Other provisions, as usual, are made for particular occasions.

CARELESSNESS CAUSED FIRE

That clerks and grocers should be careful with matches was demonstrated in Montreal recently when a fire was caused in a grocery store caused by a clerk dropping a lighted match into a tank of coal oil. A patron came into the store to purchase some coal oil about eight o'clock and a clerk went to an out-building at the rear to draw a quantity from a large tank there. It took some time for the oil to come out of the tap, so he lit a match, and leaned over the tank to see if it were nearly empty. A part of the match fell into the coal oil. An explosion followed and in a moment the clerk's clothes were a mass of flames. He had the common sense to rush out and throw himself into a snow pile thus saving himself from death, though he did not escape without severe burns. The damage will be in the neighborhood of about \$1,000.

STORE HINTS FOR GROCERS.

Cleanliness Pays. Keep the show cases, floors, and goods themselves clean. Keep your shop warm during the winter months. A good radiator will yield you returns in the form of pleasure to your customers, and increased sales. Your share of your town's trade is yours only if you get it, and to get it you must go after it in the right way.

Please your customers and your business will grow, even if you have to ask a little more money for the best goods. Instruct your assistants to now and then suggest to housewives that they may be in need of a new washtub, washboard, or some such thing. To sell goods in quantity is to sell more goods, because the housewife will use things more freely if she has a good supply on hand.

Stock of estate of Chapman & Mitchell, general merchants, Bradwardine, Man., is sold to Robinson & Co.

TRADE WITH NEWFOUNDLAND.

A special report on the trade and commerce of Newfoundland, issued by the Trade and Commerce Department of the Dominion Government, and compiled by Trade Commissioner J. E. Ray, at St. John's, deserves the attention of manufacturers and exporters of grocery articles.

The Customs Tariff comprises 218 items, of which 61 are on the free list. The highest ad val. rate of duty is 75 per cent., but the items are very limited. The items of interest to the grocery trade bearing a duty of 50 per cent. are brooms and whisks. Important items liable to a duty of 40 per cent. are: Aerated waters, fancy biscuits, brushes, china, fancy wares and glassware. Items carrying a 35 per cent. duty are: Aids, anchovies and groceries in general.

Among the items on the free list are: Wheat, flour, hides, Indian corn, kerosene oil, molasses and pease meal.

An interesting feature in connection with Newfoundland's exports is the increased trade with Canada to the extent of \$1,000,000 in the years 1907 and 1908, in comparison with the year 1900. This state of affairs should be gratifying to both countries, in view of the fact that the imports from Canada exhibit an increase of \$1,768,148 during the same period, thus indicating the rapidly developing trade relationship between these two British colonies.

TRADE NOTES.

The French-Canadian treaty which was explained in a recent issue came into effect on Feb. 1st. The Commissioner of Customs, Ottawa, has sent out a notice to the effect that warehoused goods specified in the treaty may be ex-warehouse at the rates therein provided after Feb. 1, upon proof by declaration of the importer to the satisfaction of the collector that the goods are by reason of their origin entitled to entry under the treaty.

An Ontario charter has been granted to the Bon-Bon Co., a new concern formed for manufacturing purposes. The head office is in Toronto, the provisional directors being Lionel Davis, C. E. Stonehouse, G. E. McCann, and A. T. Struthers.

A TRAVELER'S APPRECIATION.

The Canadian Grocer.  
Gentlemen,—Am sending you herewith P. O. order for \$2, to pay subscription to March, 1910. Apologise for not attending to it before, and wish to say, that my only explanation is a bad memory. Am highly pleased with The Grocer which has improved very much since I first read it and think it an absolute necessity to the traveler who lives too far away from home to visit it weekly. Wishing you continued prosperity, I am,  
H. L. McNALLY.  
North Bay, Ont., Jan. 10, 1910.



## Early Closing Saves Light and Fuel Expenses

Experiences of Toronto Grocers Who Close at Seven O'clock—Others Admit That They Only Make About 75 Cents Profit After That Hour—Claim This to be Insufficient to Pay for Gas and Coal—Advantage of Evenings at Home.

By R. Y. McLean.

The all too common practice in Toronto of keeping grocery stores open till ten and eleven o'clock every night in the week is a feature of the trade which is deplored by most rational business men.

When a man starts work at 7 a.m. he has done all that should be asked of him, or all that he should ask of himself in the twelve hour span between that time and seven o'clock at night. If he is a clerk he has a right to demand extra pay at double scale for all work done after that hour and if it is the proprietor, himself, who stays tied down to his work till ten or eleven o'clock, he is forfeiting, in impaired constitution, many times what he receives in increased profits.

The main obstruction in the path of the early closing movement seems to be the antagonism which exists between different members of the trade. Each man is afraid to close because his competitor may stay open and carry off some of his custom. This is a natural fear as grocers are all human and all after business. A very little thought, however, will show anyone that early closing can be instituted without any falling off in receipts.

People have to eat and they have to eat groceries. The consumption of these necessities is not going to dwindle off because it becomes necessary to purchase them before seven o'clock.

The trouble does not lie between the merchant and the public, but between the grocers themselves. The money is there for them to get, and it is only a matter of the time when they are to get it. If the merchants in a section would get together and bind themselves to close every night at seven o'clock they would be money and time in pocket.

### Are Money in Pocket.

A. A. Martin, 202 Lippincott St. and P. R. Morrison, of 127 Lippincott St. agreed last November to close their stores at 7.30 every evening. Although there are three or four other stores within easy walking distance of these two men yet they claim that they have not lost more than an occasional odd cent or so, not enough to pay for their gas and coal bills had they kept open.

One man in that same district who keeps open at night states that he sold practically no groceries after seven o'clock. His stand is on the corner of two streets along which there is considerable traffic and he says that his business after seven consists of sales of tobacco and cigars to transient customers. He estimated that his sales would average about \$3 for an evening on which there would probably be 60c

or 75c profit. When he was reminded of the extra gas and coal bills he incurred through his long hours, to say nothing of the strain on his constitution, he decided that there was not much profit in the late closing.

When Mr. Morrison was asked how his customers liked the change, he said that he had not had one complaint. Some of his patrons were in the habit of doing their shopping late and he went to these people, personally, a few days before he inaugurated the new order of things. He told them the position in which he was placed, explaining how the late hours tied him down to his business. He put it to them fairly and squarely asking them how they would like to be kept at their work all night instead of getting off at six o'clock.

These people met him in the right spirit and now he has no customers who do not make their purchases before the hour of closing.

### Jealousy Must Not Rule.

The practicability of this scheme depends altogether on the closeness of the relations between the members of the trade in one section. There is no reason at all why the grocers cannot get together, formulate an agreement and then live up to it.

No one grocer will lose money, the whole body will be further ahead, because the expenses of running a store after dark will be cut out and at the same time the volume of trade will not decrease, for as it has been pointed out before, people have to eat whether they buy their provisions after seven or before. This is a "dollars and cents" matter to every grocer in Toronto, whose store is open at night, and as such it demands his attention. In these days when profits are cut so fine in the grocery trade it behooves all line grocers to save every possible cent, and early closing will save you money.

### QUESTIONS AND ANSWERS.

#### What Retailers Desire to Know—Cost of Doing Business Puzzling.

H. A. Meredith writing from Vegreville, Alta., to The Canadian Grocer, asks: "Will you inform me through your valuable journal, whether any of the Canadian canners put up tomatoes in any smaller size than 3's. It has often occurred to me that in this western country there is room for a smaller can—say half above size—there being so much travel and camping, and so many hundreds of farmers living alone who would often use the smaller one, whereas they would not the 3's. I feel sure

there would be a big sale for a 24 oz. can."

Answer—There is a smaller sized can of tomatoes put up by some of the canners, but not to any great extent. Some 2's are put up but this, as a general rule, is done only in cases where canners have a surplus of the smaller sized cans on hand and they have a supply of tomatoes to fill them.

### Wants Cost of Doing Business.

A Hamilton, Ont., grocer in renewing his subscription, asks: "I would be pleased if you could supply the following information, viz., what is the average net retail profit and the average net cost of doing a retail business in staple groceries."

In answer to the above it may be his subscription, asks: "I would be as the average net cost of doing business entirely depends on circumstances and varies in different towns and cities, and it also depends on the management. One grocer makes money under conditions where another one will lose. It may, however, be stated that the net profit over and above all expenses should be at least 8 per cent. and not less than 5 per cent. This, however, can only be ascertained by each grocer, by keeping account of his daily cash sales. Some find it too much trouble to keep proper accounts, from the fact that they are trying to keep track of the cash and credit sales. To save a great deal of trouble and have just as good results in the end, the daily cash sales should include all the money that was received from goods sold and also that was taken in that day on accounts for goods that had been sold before. If this is done, it is an easy matter to know the daily cash receipts. To find out the cost of doing business, find the weekly cost of rent, light, heat, telephone, help, horse feed, delivery, etc. Suppose cash sales for a week are \$400 and expenses \$52, then by multiplying \$52 by 100 and dividing by \$400, the cost of doing business in percent is ascertained. This is 13 per cent. the percentage on the turnover for doing business.

To get an approximate percentage of the profit made on any goods, the following is a simple method: Take a number of your bills as you sell the goods to your customers and determine what they have cost you. If this is done, say with 3 or 4 bills for several days, you will get a fair idea of the profit you are making by finding the difference between cost and selling price. When these parts of the grocery work are properly attended to, they offer inducements for greater effort to excel from week to week, besides providing the satisfaction of knowing what you are doing.

A Halifax grocer is charged with attempting to set his store on fire. It was found the fire was caused by two oil soaked lighted cords, which were lying on the counter and were attached to the oil tanks. Had it not been discovered the place would have been blown up.





## Which Would You Choose?

If you saw a row of apples, everyone differing in size, ripeness and color, and all for sale at the same price, wouldn't you choose the **BEST**?

Why not do the same then when you appoint **AGENTS**? You require the best and we are at your service—the **Largest**

and **Most Progressive Wholesale Commission House in Canada.**

We reach all over the **GREAT WEST.**

Write us to Winnipeg, or at our branches at **REGINA, CALGARY** or **EDMONTON.**

## Nicholson & Bain

Wholesale Commission Merchants and Brokers

WINNIPEG

REGINA

CALGARY

EDMONTON

FORT WILLIAM

## Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS

TONKA BEANS

GUM TRAGACANTH

GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

## EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

The attractive appearance sells them. Their delicious taste brings the customers back for more. **TRY THEM.** That's all we want. We are sure of your future orders once you have had the

## EMPRESS BRAND

WRITE US FOR PRICES

**Empress Manufacturing Co.**

Limited

VANCOUVER, B.C.

STILL  
**"EASIFIRST"**



SPECIAL PRICE FOR THIS WEEK

**12<sup>1</sup>/<sub>4</sub> cents tierce basis**

Prices will certainly advance. This is your opportunity to

**ORDER NOW**

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

# CHEESE

Demand is improving in Canada, and offerings from Great Britain have advanced since the first of the year.

We think cheese is a good purchase at present prices; it certainly is the cheapest food on the market to-day.

We have in stock colored and white, large and twins, Stilton's Canadian and English Limburger and Roquefort.

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



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

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

MILD CURED  
**Breakfast Bacon**  
**Skinned Backs**  
**and Hams**

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

**The WM. RYAN CO.**  
 LIMITED

PACKING HOUSE:  
**FERGUS, - - ONT.**

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

T  
 situ  
 high  
 resu  
 from  
 tirel  
 well  
 bett  
 extr  
 flee  
 the  
 cien  
 to f  
 rem  
 pro  
 This  
 cou  
 A  
 fres  
 thos  
 cold  
 that  
 reac  
 like  
 T  
 and  
 muc  
 new  
 T  
 eve  
 of f  
 ly a  
  
 Pr  
 lard  
 part  
 Len  
 the  
 heav  
 shov  
 Clea  
 for  
 Pure  
 B  
 C  
  
 P  
 P  
 T  
 T  
 Comp  
 B  
 C  
  
 P  
 P  
 T  
 T  
 For  
 Heav  
 Bean  
 Cana  
 Heav  
 Clear  
 Heav  
 Plate  
  
 Dr  
 Green  
 Long  
 Long  
 Ha  
 Extr  
 Larg  
 Medi  
 Extr  
 Bone  
 Brea  
 Wind  
 Spice  
 Hogs



## Anti-Meat Agitators Discover Their Mistake

**Come to Conclusion That Supply Rather Than Combines of Dealers Has Been Responsible for High Prices — Export Trade in Butter Likely—Good Outlook for Cheese.**

The effort made to shake up the meat situation and place the blame of the high prices of meat on the dealers, has resulted in a fizzle. The agitation came from a source where the facts were entirely lacking. Cold storage plants and well equipped packing houses are now better understood as safeguards against extreme prices than as combines to fleece the people. The outcome of all the fuss is that the supply is not sufficient to meet the demand. This seems to be general all over, and the natural remedy is high prices to induce greater production and to lessen consumption. This is actively at work and will in due course of time find the proper level.

As the demand is well supplied with fresh made butter, it is encouraging to those who still hold large quantities of cold storage creamery butter to know that there are export prices so nearly reaching their views that business is likely to result.

The cheese market has a good outlook, and there is no danger of having too much of a surplus on hand when the new season opens up.

The egg trade is in good shape, and even with the increase in the receipts of fresh eggs, the held stock is held firmly at unchanged prices.

### MONTREAL.

Provisions.—Both pure and compound lards are down  $\frac{1}{2}$  cent, owing in some part to a slackening of trade during Lent. There is a general weak tone to the provision market, though two lines—heavy flank pork and Windsor bacon—show an increase due to a short supply. Clear fat backs are down 50c. Trade for all lines is dull.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 16 $\frac{1}{2}$
Cases, tins, each 10 lbs., per lb.	0 16 $\frac{1}{2}$
" " " 5 " " "	0 16 $\frac{1}{2}$
" " " 3 " " "	0 16 $\frac{1}{2}$
Pails, wood, 20 lbs. net, per lb.	0 16
Pails, tin, 20 lbs. gross, per lb.	0 16 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 16 $\frac{1}{2}$
Tierces, 375 lbs., per lb.	0 16 $\frac{1}{2}$
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 11 $\frac{1}{2}$
Cases, 10-lb. tins, 60 lbs. to c. per lb.	0 12 $\frac{1}{2}$
" " " 5 " " "	0 12 $\frac{1}{2}$
" " " 3 " " "	0 12 $\frac{1}{2}$
Pails, wood, 20 lbs. net, per lb.	0 12
Pails, tin, 20 lbs. gross, per lb.	0 11 $\frac{1}{2}$
Tubs, 50 lbs. net, per lb.	0 12
Tierces, 375 lbs., per lb.	0 11 $\frac{1}{2}$
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	29 00
Bean pork	23 50
Canada short cut back pork, bbl. 45-55 pieces	28 50
Heavy clear pork, bbls. 20-35 pieces	28 50
Clear fat backs	32 50
Heavy flank pork, bbl.	29 00
Plate beef, 100 lb bbls.	7 75
" " 200 "	15 00
" " 300 "	23 00
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 14 $\frac{1}{2}$
Long clear bacon, heavy, lb.	0 15
Long clear bacon, light, lb.	0 15 $\frac{1}{2}$
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 15
Large sizes, 18 to 25 lbs., per lb.	0 16
Medium sizes, 13 to 18 lbs., per lb.	0 16 $\frac{1}{2}$
Extra small sizes, 10 to 13 lbs., per lb.	0 16 $\frac{1}{2}$
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 17 $\frac{1}{2}$
" " small, 9 to 12 lbs., per lb.	0 18
Breakfast bacon, English, boneless, per lb.	0 18
" " "	0 17 $\frac{1}{2}$
Windsor bacon, skinned, backs, per lb.	0 19
Spiced roll bacon, boneless, short, per lb.	0 15
Hogs, live, per cwt.	8 75
" " dressed, per cwt.	12 75

Butter.—Butter is firm and is having a brisk sale. There is comparatively little in storage here, and receipts are small. No changes in price are reported.

Fall creamery solids	0 26	0 26 $\frac{1}{2}$
Fresh creamery solids	0 25 $\frac{1}{2}$	0 25 $\frac{1}{2}$
Fresh creamery prints	0 25 $\frac{1}{2}$	0 25 $\frac{1}{2}$
Dairy, tubs, lb.	0 21	0 22 $\frac{1}{2}$
Fresh dairy rolls	0 22	0 22

Cheese.—Export demand continues brisk with less than 20,000 boxes in storage here to supply it. The cheese situation is a good one for the dealers, and those who have stocks are holding. Some sales for export are reported as high as 12 cents.

Quebec, large	0 12 $\frac{1}{2}$	0 13
Western, large	0 13	0 13
" " twins	0 13	0 13
" " small, 20 lbs.	0 13	0 13
Old cheese, large	0 16	0 16

Eggs.—There is a fair demand for the few eggs finding their way in now. Storage stocks are low and another jump in prices would not surprise anyone here.

New laid	0 35	0 35
Selects, dozen	0 30	0 30
No. 1, dozen	0 27	0 27
No. 2, dozen (nominal)	0 25	0 26

Poultry.—Just at present the poultry market is somewhat dull, and little revival is expected until after Lent. Meanwhile prices are steady.

Chickens, per lb.	0 15	0 19
Hens, per lb.	0 12	0 15
Young ducks, per lb.	0 20	0 20
Turkeys, per lb.	0 19	0 20
Geese, per lb.	0 14	0 15

Honey.—Demand continues about as last week, just fair at the same quotations.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08	0 08 $\frac{1}{2}$
Clover, strained, bulk, 30 lb. tins	0 11	0 11 $\frac{1}{2}$
Buckwheat comb	0 12 $\frac{1}{2}$	0 13

### TORONTO.

Provisions.—The provision market is steady, with a fair demand, but on the whole a little bit easier, although there are few changes in the prices. Hogs are about 50c cheaper, and are now bringing \$11.50 per hundred dressed, and from \$8 to \$8.10 live weight f.o.b at country points. As usual, Lent will likely have a slight effect, but on account of the scarcity, lower prices cannot be looked for.

Long clear bacon, per lb.	0 14	0 14 $\frac{1}{2}$
Smoked breakfast bacon, per lb.	0 18	0 18 $\frac{1}{2}$
Roll bacon, per lb.	0 14	0 14 $\frac{1}{2}$
Light hams, per lb.	0 15	0 15
Medium hams, per lb.	0 15	0 15
Large hams, per lb.	0 14	0 14 $\frac{1}{2}$
Shoulder hams, per lb.	0 13	0 13 $\frac{1}{2}$
Backs, plain, per lb.	0 18	0 18 $\frac{1}{2}$
" " pea meal	0 18 $\frac{1}{2}$	0 19
Heavy mess pork, per bbl.	27 00	27 50
Short cut, per bbl.	28 00	29 00
Lard, tierces, per lb.	0 15 $\frac{1}{2}$	0 16
" " tubs	0 15 $\frac{1}{2}$	0 16
" " pails	0 15 $\frac{1}{2}$	0 16 $\frac{1}{2}$
" " compounds, per lb.	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
Live hogs, at country points	8 00	8 10
Dressed hogs	11 50	11 50

Butter.—The receipts of fresh-made butter are heavy and quite ample to supply the demand. Instead of complaining about the poor quality of butter on our local markets, it is claimed that the quality is much better than last year. This is certainly good news, and the

farmers who deserve the credit should know that their better work is appreciated. The grocers throughout the country who buy the butter from farmers should be pleased to convey this knowledge to the farmers as an encouragement for still greater effort.

<b>Fresh creamery print</b>	
Per lb.	0 28
Stored creamery solids	0 25
Farmers' separator butter	0 23
Dairy prints, choice	0 20
Tub butter	0 19
Ordinary butter	0 18

Cheese.—The local cheese market seems to be a fixture. With the high prices of meat, there is still an opportunity for the grocer to lead his customers to use more cheese. With good salesmanship the consumption of cheese could easily be doubled.

Cheese, new, large	0 12 $\frac{1}{2}$	0 12 $\frac{1}{2}$
" " twins	0 12 $\frac{1}{2}$	0 13

Eggs.—The receipts of new-laid eggs are on the increase, but as the stock of held eggs is not considered too heavy, it is not expected that the prices of eggs will be much lower for several weeks. Quotations, therefore, remain the same.

Cold storage eggs	0 27	0 28
Select eggs	0 28	0 29
Strictly new laid	0 30	0 33

Poultry.—The poultry market is still well supplied, especially with chickens, which sell for 18c to 20c a lb. Turkeys are about done and geese and ducks are practically off the market.

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

Honey.—There is a regular steady demand for honey, but not enough activity to cause any variation in the prices.

Honey, extracted, 60 lb. cans	0 10 $\frac{1}{2}$	0 11
" " 10 lb. pails	0 11	0 12
" " 5 lb. pails	0 12	0 12 $\frac{1}{2}$
" " comb, per dozen	2 50	2 75

### MORE SUGAR SCANDAL.

The Grocer's Wife—"Ach! no, my child, we can not to de beach go in de vinter; but ven the gustomers have went away, you may take your liddle pail and shofel and play mit de granulated sugar."—Harper's Magazine.

### TRADE NOTES.

Christakos Bros., Cobalt, Ont., have opened a general store at Porcupine, the new mining town.

Elmer E. Fisher, Dundas, Ont., has purchased the grocery business of Joseph Boyle. Mr. Boyle's retirement from business is owing to the unsatisfactory state of his health.

Milo Young, Tillsonburg, Ont., has sold his business to J. H. Berdux. F. L. Wagner, Aylmer, Ont., has sold his grocery store and will enter the boot and shoe manufacturing business.

T. J. Lowrey, St. Davids, Ont., has sold his grocery business to Lowrey, Vivian & Shoveller.

Leeson, Dickie & Grasse, wholesale grocers, Vancouver, B.C., have opened a branch in New Westminster.

On Feb. 1, the world's visible supply of coffee was 15,755,029 bags showing a decrease of 914,244 bags against the visible supply of Jan. 1, 1910, and a falling off of 388,793 bags compared with that for the same month in 1909.



# The Ultimatum

as to which soap, after all, rests with the good housewife who does the washing.

Her verdict must have been that the most work is done in the shortest time with the least effort by using Fels-Naptha soap. More women use it every year.



## CLAM SHELL BUTTER DISHES

Use two oval butter dishes together like a closed clam shell. Pleases customer, clerk and delivery boy. Mail this ad. to your dealer for prices.

**Graham Bros. & Co.**  
Kinmount Ontario

### JUST ARRIVED IN STORE

Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marmalade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black currant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices.

**Dominion Brokerage Co.** 73 FRONT ST. E. TORONTO

## MR. GROCER, Try the Better Way

That credit customer should not give you trouble at all. His business is as good as the cash customer's, and he will pay just as well if you use the right tactics on him. Don't jump all over him—don't be too loose with him. Just use the good, old, safe, sensible plan that has been tried and proved successful by thousands of grocers all over America.

## Allison COUPON BOOKS

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

### HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by

**ALLISON COUPON CO., Indianapolis, Ind.**

## Tea Hints for Retailers

by John H. Blake

The author of this book has had over 20 years experience in wholesale tea circles. His aim in this work has been to give the retail dealer ideas and information that will prove valuable in a business way.

### Part I deals with:—

- Tea Gardens of the World.
- Tea from Seed to Leaf.
- Tea from Leaf to Cup.
- The Tea Marts of the Orient.

### Part II:—

- How to Test Teas.
- Where to Buy Teas.
- Is it Wise to Place an Importation Order?
- Bulk versus Package Teas.
- How to Establish a Tea Trade.
- Tea Blending.

275 Pages

Price \$2.00

Fully Illustrated

**MacLean Publishing Co.**

Technical Book Dept.

10 Front St. East - - Toronto



THE NEW FLAVOR

## MAPLEINE

Better  
Than  
Maple

The Crescent Mfg. Co.,  
Seattle, Wash.

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

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

**W. H. ESCOTT**

Broker

Winnipeg, - - Man.

## THE 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**

### 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.

### FOR SALE.

FOR SALE—VINEGAR, W.W., 100 barrels. Proof. 25 barrels XXX. Must be sold at once. Low price, C.O.D. Address Box 709, CANADIAN GROCER, Montreal.

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



The makers of "Gillett's Goods" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

**Magic Baking Powder.**

**Gillett's Cream Tartar.**

**Gillett's Perfumed Lye.**

**Royal Yeast Cakes.**

Good Goods with a Reputation.



ESTABLISHED 1852.

Merchants should recommend food products that are produced in CLEAN factories.

The CALL  
FOR  
**Clark's  
Meats**

GROWS LOUDER

Advertising and well-known excellence create an increasing demand.

Satisfaction in using makes the demand permanent. There are sure sales and satisfactory profits in CLARK'S High-grade Food Specialties.

**Wm. Clark - Montreal**

Manufacturer of high-grade  
—Food Specialties—



Other pickles and relishes, but none quite so distinctive and satisfying as

**STERLING  
BRAND  
PICKLES**

Your customers who are furnished with these justly famous goods soon cultivate the "come back" habit.

Order from your jobber or direct.

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

**WANT TO SEE NO CHANGE.**

**Hamilton Grocer Believes the Present Bread Act to be Satisfactory.**

Editor, Canadian Grocer. — A local paper with the aid of the city solicitor claims to have found the true remedy of the bread problem. The remedy is to pass an act fixing a uniform weight for all kinds of bread. This is as old as the hills, but it has always been found wanting.

Writing from a retailer's standpoint I favor the law as it stands now. I believe the grocers as a rule are all perfectly satisfied, and I fail to see where the consumer would in any way be benefited by a change. This act has

only been in force for a short time, and as it has given good satisfaction I think it is unwise to ask the Government to make a change, when it is not clear that any class would derive any benefit.

It is certainly much easier for the grocer to handle it all at the same price, than to sell at three different prices, because the consumer, if he wanted the fancy bread, would then have to pay more money in view of getting a larger loaf than he now gets. It might be that some would take the cheaper loaf, and inferior bread, rather than pay a higher price for the same size of a better quality. The privilege of buying the standard loaf is open for any one now, but it appears that the demand is almost en-

tirely for the fancy bread of the better quality.

Suppose the law should make a standard loaf of 24 oz. or 3 lbs. for a large loaf, would it be any help to the consumer to be compelled to pay 15c for a fancy loaf instead of taking a smaller weight at 10c. There cannot be any difference to the consumer. It should also be taken into consideration that it is impossible to make a 3lb. loaf of fancy bread as good as a 2lb. loaf, owing to the process of baking. Taking all into consideration I think it is best to leave well enough alone.

HAMILTON GROCER.

Hamilton, Feb. 10, 1910.

## Substitution

Substitution kills trade. Imitations are invariably inferior. A lower price, or a promise of a wider margin of profit, is the temptation held out to persuade the trader to buy the "just as good" and push it off among his customers, but they are not pleased with the goods. The grocer suffers in reputation and the consumer is prejudiced against the particular class of goods to the loss of the manufacturer who must again attempt to convince that individual that his product is worth buying.

There is only one

# BOVRIL

and to protect the honourable trader, the consumer and ourselves we have recently taken into Court a case of substitution of another article when **BOVRIL** was asked for, and

His Honor, Judge Charles De Lorimier, in the Superior Court in Montreal, granted an injunction restraining the defendants from any further substitution and condemning them to pay damages and also all costs of the action.

We have been compelled to institute action against several other firms to restrain them from the same course.

The qualities of **BOVRIL** and its uses have been widely advertised, and we have always endeavored to retain a good margin of profit for the trade. We therefore solicit your interest and aid in the distribution of our preparation.

## BOVRIL LIMITED

Montreal, P.Q.

## EVER SELL A HORSE OF FLOUR?

Many grocers in different parts of Canada are selling large numbers of these horses—also cows, pigs and other creatures in biscuit form. A very popular line which grocers can sell to all classes. Profit is good.

GET SAMPLES IF YOU HAVE NO STOCK

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



**Why Christie biscuits  
make for success in  
the grocery business**

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts a *pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—a reputation that no amount of money can buy.

Since Christie biscuits are the purest of all *pure foods*, it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality and lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer? Remember there's a Christie biscuit for every taste, and—

*Christie Biscuits sell  
more than biscuits.*

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



**Good  
Biscuit  
Condition Is  
Indispensable**

No matter how good the quality of a biscuit may be, it is worthless if it reaches you in a soggy condition.

**CARR'S BISCUITS** enjoy a world-wide reputation for quality and always reach you as crisp and fresh as they leave our factory. Order from nearest agent.

**CARR & CO., CARLISLE, ENGLAND**

AGENTS:

Wm. H. Dunn, Montreal and Toronto,  
Hamblin & Brereton, Winnipeg,  
L. T. Mewburn & Co., Ltd.,  
The Standard Brokerage  
Co., Ltd., Vancouver, B.C.,  
T. A. McNab & Co., St. John's,

Eastern Provinces  
Port Arthur to Alberta  
Province of Alberta  
British Columbia  
Newfoundland

**PROGRESSIVE GROCERS HANDLE THIS MONEY-MAKER**



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

**DIGNARD, LIMITED, Biscuit Manufacturers MONTREAL**

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

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

*Write for prices*

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

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



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

Grocers,  
Confectioners  
and  
Druggists

should not fail to handle a full range of our

## Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

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

Write for price lists and illustrated catalogue

Send  
To-day

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

## M<sup>c</sup>VITIE & PRICE

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

EMSCOTE MILLS, WARWICK, ENGLAND

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

The Smith Brokerage Co., Ltd., St. John, N.B.  
Watt, Scott & Goodacre, P.O. Box 1204, Montreal.  
J. L. Watt & Scott, 27 Wellington St. East, Toronto.  
W. E. Ashley, Winnipeg.  
Geo. A. Stone, 24 Inns of Court Buildings, Vancouver, B.C.

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"

brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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



## Manipulatinos Not Affecting the Flour Market

**Flour is Still Strong With Wheat Somewhat Lower — Cereals in Good Demand at Firmly Held Prices—Trend of the Markets.**

It was generally believed a week ago that the price of wheat would hold its own, and perhaps gradually, but quietly, climb a little higher. During the week, however, the market became restless and during the struggle it dropped about 3 cents a bushel on the large markets.

While the cause is always based on the reports of decrease or increase, it is, however, principally owing to the manipulation of the dealers, and as long as this continues all that the most experienced can do is to keep guessing. The flour market, however, is steady and firm.

The cereal market although presenting no changes in prices is quite firm, and it would not be a surprise to those directly interested in the market to see an advance soon. Cereals find good sales at this season and orders have been frequent and many of them large.

### MONTREAL.

Flour—The demand has increased considerably this week and prices are satisfying to the millers with no change in them.

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

Oatmeal—The export demand for oatmeal has been lively and sales are exceedingly good. Prices remain firm without change, although an increase is expected.

Fine oatmeal, bags.....	2 62½
Standard oatmeal, bags.....	2 62½
Granulated ".....	2 62½
Golddust cornmeal, 99-lb. bags.....	2 10
Bolled cornmeal, 100-bags.....	1 85
Rolled oats, bags.....	2 40
barrels.....	5 05

### TORONTO.

Flour—The local flour market is slowly affected by the constant fluctuations in wheat, and therefore the prices remain steady. With all the ups and downs, it is, however, noticeable that wheat is on the whole, getting a little higher. In view of this, millers are aware of the fact that their margins are growing a little smaller, and that it will be necessary to raise the price of flour in the near future.

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

Cereals—There is no change in these

goods this week, but the market is firm and millers are looking for higher prices.

Rolled oats, small lots, 90 lb. sacks.....	2 40
"    "    25 bags to car lots.....	2 25
Rolled wheat, small lots, 100 lb. brls.....	3 10
"    "    25 brls. to car lots.....	2 80
Standard and granulated oatmeal, 98 lb. sacks.....	2 65

### TALK OF FLOUR MILL MERGER.

The Canadian Grocer has learned on good authority that there is a move on the part of some large millers to buy up some of the smaller concerns. While these rumors are substantiated by several in the trade, those approached did not know anything definite.

Some years ago there was an agreement among millers to buy and sell on a co-operative plan, but for some reason or other, it did not work out extra well. Now the proposition is that the mills be purchased outright by one company, so that this might be brought about.

At the present time there are some mills in Western Ontario mentioned as among those likely to be purchased.

### HAVE FAITH IN BREAD ACT.

**Master Bakers Desire no Change—Grocers Not Complaining.**

Toronto, Feb. 9.—W. K. McNaught, M.P.P., met a large representation of master bakers in the Retail Merchants' Association board rooms on Saturday to discuss with them the bread act, as it stands, and also the proposed amendments. Toronto, Hamilton, London and other places were represented, and all delegates favored the present act and desired no change. After considering every phase of the act in which others, as well as bakers took part, none suggested any improvement. They all think the act is fair to all concerned. The bakers think it an unfair hardship to make frequent changes in the weight of bread, on account of the cost of the changes in pans, etc., and therefore the present act, which they claim is the best they ever had, should not be disturbed. They also state that the public in general is well satisfied, the grocers who handle bread are not complaining, and the bakers are not making an unreasonable profit.

The inspection of bread in the bakeries was strongly upheld and considered far more effective than the old system of inspecting in stores, where only a small percentage could be seen by the inspector, and when all the bread delivered directly to the consumers escaped inspection altogether. The standard loaf of common bread is almost entirely off the market, the people demanding the fancy bread of lighter weight.

## More Than Soda Crackers

There is something delightfully different in the taste of

## MOONEY'S Perfection Soda Crackers

which distinguishes them from common Soda Crackers.

The difference begins with better baking of best material in a large, up-to-date oven, built expressly to bake this biscuit.

The difference is protected and preserved for your customer by the package of the biscuit, which effectively retains the freshness, and excludes all dust and moisture.

*Need we say more?*

**THE MOONEY BISCUIT & CANDY COMPANY**  
STRATFORD, ONT.

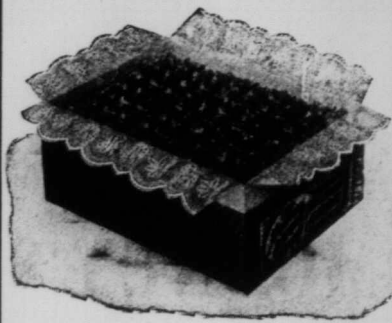


**COX'S, GELATINE**  
When an ARTICAL has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply COX'S GELATINE

PURITY GUARANTEED

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





STERLING, ON SILVER, SIGNIFIES SOUND WORTH, MERIT. IT IS THE MAKER'S GUARANTEE TO THE PURCHASER THAT THE PIECE BEARING THE MAGIC WORD IS THE "REAL THING."

In like manner certain well-known brands distinguish quality goods from "Nearly as Good" imitations.

The Sterling Bordeaux Chocolate is the famous

## "CHOCOLATE BORDO"

(Registered)

for over 25 years the leader. It is different in that it ever possesses that uniform excellence which gave it reputation early, making it alike the favorite of consumer and dealer.

**The Montreal Biscuit Company**

Manufacturing Confectioners

MONTREAL

# TRUMILK MILKSTOCK

A full-creamed Milk in soluble powder form.

A separated Milk in soluble powder form.

These products are unequalled in quality by any other milk, whether in powder or condensed form. Pure, healthful, digestible, convenient. Guaranteed free from preservatives or adulteration. Dissolve easily in cold water and make perfect liquid milk.

MADE IN CANADA

**Canadian Milk Products, Limited**

Head Office: TORONTO.

Plant: BROWNSVILLE, ONT.

52 Highest Awards In Europe and America

## WALTER BAKER & CO.'S CHOCOLATE & COCOA



Registered,  
U. S. Pat. Off.

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

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

**Mr. Merchant,**

Are you handling

## Royal Purple Stock and Poultry Specifics

the largest advertised goods of this nature on the market? If not, write us for price list and our plan of advertising to bring you direct results.

**The W. A. Jenkins Mfg. Co.,**  
LONDON : : : ONT.

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

Strictly French Manufacture Guaranteed  
Manufactured at  
82 Beaudry Street MONTREAL

## FEATHERS WANTED

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

WRITE TO

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

# SALT

Car Lots of Fine, Medium or Coarse,  
in Barrels, Sacks or Bulk.

TORONTO SALT WORKS, 128 Adelaide St. E., Toronto  
G. J. CLIFF, Manager.

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

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

## MAPLE SYRUP

"Your syrup is superior to anything I have seen on the market."—H. Mockford, Charlmond Road, London  
It is STANDARD. Get Prices.

CANADA MAPLE EXCHANGE  
Montreal



LAMENESS from a Bone Spavin, Ring Bone, Splint, Curb, Side Bone or similar trouble can be stopped with

## ABSORBINE

Full directions in pamphlet with each bottle. \$2.00 a bottle as dealers or delivered. Horse Book 2 D free.

**ABSORBINE, JR.**, for mankind, \$1 a bottle, removes Painful Swellings, Enlarged Glands, Gout, Wens, Bruises, Vari- cose Veins, Varicosties, Old Sores, Allays Pain.  
**W. F. YOUNG, P.B.F., 204 Temple St., Springfield, Mass.**  
LYMAN'S Ltd., Montreal, Canadian Agents.





## On Calling the Customer

WHEN I was young and guileless, Brother Grocer, long before I ever saw a bag of FIVE ROSES, I was wont to pass my summers with an uncle of mine, owner of a large farm on the Richelieu.

Amongst others in the meadow, there was one frisky nag, called Juno, which I fancied above all her equine companions.

I used to go out with a handful of oats, sauntering gently over the green with malice aforethought, warbling melodiously, "*Juno, darling, Juno.*"

And Juno at a safe distance would prick up her auricles and whinny in distressed, deliberating accents, till Juno's greed overcame Juno's judgment, and she was led away to "fresh fields and pastures new."

But one day, Brother Grocer, I called Juno when I *had no oats*—ever after it took Juno a long, long time to come even when *both hands overflowed*.

WHICH must remind you, Brother Grocer, of many a long-cherished customer *lost through poor quality* and long-sought since.

Many a housewife replies to the call of *good flour* and obeys the *re-calls*, till one day *your quality fails* and Mrs. Housewife fails to call.

Good quality *now and again* wont coax success, Brother Grocer. Needs must a regular *unbroken* chain of satisfaction.

Once lost, it takes *ten times the trouble to recover* gone patronage that it did to make the first sale.

A single baking disappointment shakes the housewife's confidence—she is looking for trouble, she is bound to discover flaws and magnify them even from *perfect flour*.

There is this, Brother Grocer, about FIVE ROSES: *every sack and barrel is a link in a chain of satisfaction, each of equal strength and quality—there is no weakest link.*

Don't call the customer, Brother Grocer, unless *you* have the "oats"—I mean FIVE ROSES.

—E. M. E.

LAKE OF THE WOODS MILLING CO., Ltd.

MONTREAL TORONTO ST. JOHN LONDON OTTAWA

# FIVE ROSES FLOUR

K

milk,  
ible,  
ion.

ed  
NT.

IMENTAIRES

l, etc.

uaranteed

MONTREAL

VTED

ll kinds. Mus'  
pt remittance

D.

Montreal  
00

T

course,

t. E., Toronto

ATS

MEALS

Broken Lots.

NS.

ors.

dge, Ont.

P

anything  
rket."—H  
d. London  
t Prices.

CHANGE

Spavin, Ring  
bone or simi-  
sh

INE

lot with each  
s or delivered.

r mankind, St  
wellings, En-  
Brulises, Vari  
Allays Pain.  
Springfield, Mass.  
Agents.

## Canadian Trade Changes of Recent Occurrence

**Many Retail Businesses Change Hands—New Grocers in the Trade—Damages by Fire and Assignments Made — New Companies Formed.**

### Ontario.

Alex. Davis, grocer, Toronto, has assigned.

C. B. Ellison, grocer, Hamilton, has sold out.

Elisha F. Chapman, grocer, Kingston, Ont., is dead.

Peter Langan, grocer Sarnia, Ont., has sold to Jas. Mills.

O. E. Banks, general merchant, Mono, Ont., has assigned.

Angus Campbell, grocer, Leamington, Ont., died recently.

Samuel Wetton, grocer, Hamilton, has sold to Annie Kenny.

E. A. McCarthy, grocer, Toronto, has sold to Hart Bros.

Canadian Sales Check Books, Ltd., have obtained a charter.

Oscar Banks, general merchant, Camilla, Ont., has assigned.

W. J. Boyle, grocer, Dundas, Ont., has sold to E. D. Fisher.

Jno. Mensour, general merchant, Blind River, Ont., has assigned.

M. Nolan, grocer, Kingston, Ont., is offering 40c on the dollar cash.

Alfred McLean, grocer, St. Mary's, Ont., is retiring from business.

H. C. Mohr, grocer, Berlin, Ont., is advertising his business for sale.

Hodgson & Bedgood, grocers, Blyth, Ont., have discontinued business.

Wm. A. Ferrier, general merchant, Horning's Mills, Ont., has assigned.

J. D. Elmes, grocer, Bathurst St., Toronto, has sold to N. C. McLean.

Jas. Greer, general merchant, Reaboro, Ont., advertises his business for sale.

J. D. Brown, general merchant, Dundalk, Ont., has sustained loss by fire.

Mizzen & Sargent, grocers, London, Ont., are succeeded by J. A. Henderson.

A. D. Lachance, general merchant, Sudbury, Ont., has assigned to A. Irving.

H. C. Doersan, grocer, Penetanguishene, Ont., has assigned to Wm. J. Martin.

Cumming & Knott, grocers, Collingwood, Ont., have assigned to J. H. Numbers.

Thos. Hoolihan, general merchant, Embro, Ont., is succeeded by Robt. Clark.

E. A. Rosser, general merchant, Appin, Ont., sustained loss by fire recently.

Bridget Hunniford, grocer and fancy goods, Merriton, Ont., was burned out recently.

Wm. Cowan, general merchant, Burketon Station, Ont., advertises his business for sale.

E. Guillet & Co., grocers and oil merchants, Cobourg, Ont., are offering to compromise.

Estate of Hovey Blinn, general merchant, Christina, Ont., has been sold to E. Ryekman.

Oscar Baker, pickle manufacturer, Holland Landing, Ont., has assigned to T. J. Woodcock.

A meeting of creditors of Cumming & Knott, grocers, Collingwood, Ont., is called for the 7th.

H. Endacott & Co., general merchants, Orangeville, Ont., have sold stock to A. J. Smith.

Stock of The Coxall Co., grocers and crockery merchants, Napanee, Ont., is advertised for sale by tender.

### Quebec.

Mrs. E. Lemay, grocer, Montreal, has assigned.

I. Goodman & Son, grocers, Montreal, have registered.

A. P. Chapleau, grocer, Montreal, Que., assets sold.

Theo. Damphouse, grocer, Montreal, Que., assets sold.

Theophile Damphouse, grocer, Montreal, has assigned.

Mrs. S. L. Chivigny, grocer, St. Tite, Que., has assigned.

The Eastern Townships Grocery Co., Montreal, has registered.

F. L. Keduc, grocer, Hull, Que., stock sold at 54c on the dollar.

Stock of S. Chagnon, grocer, Montreal, was damaged by fire.

J. M. Vezina, general merchant, St. Narcisse, Que., has assigned.

J. E. Gobeil, general merchant of St. Methode, Que., has assigned.

Edwards & Saunders, grocers, Sherbrooke, Que., have registered.

Theophile Damphouse, grocer, Montreal, advertises his assets for sale.

Assets of Cadotte & Viau, grocers, Montreal, are advertised for sale.

J. B. Lapalme & Co., general merchants, St. Johns, Que., have registered.

E. Asselin, general merchant, of St. Felix de Valois, Que., has compromised.

Demand of assignment has been made on Eugene Benoit, grocer, Ft. Hyacinthe, Que.

Lockerby Bros., wholesale grocers, Montreal, are offering 50c cash on the dollar.

The assets of A. Morin, general merchant, of St. Marcel, Que., are offered for sale.

Felix Vanlinecourt, grocer, Amqui, Que., assigned, V. E. Paradis, prov. guardian.

MacFarlane Bros., general merchants, Campbell's Bay, Que., are succeeded by H. Bolam.

The assets of Celestin Marceau, general merchant, Petit Mechins, Que., were sold on Feb. 3, 1910.

### Maritime Provinces.

Will. A. Smith, grocer, Kentville, N.S., offers his business for sale.

J. S. Sanford & Son, produce merchants, of Halifax, N.S., offer to compromise.

E. P. Reid & Co., wholesale grocers, Moncton, N.B., are succeeded by Reed Co., Ltd.

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

**GREAT WEST**

**CUT PLUG  
SMOKING and CHEWING  
TOBACCO**

**SALES INCREASING DAILY**

---

**CLAY PIPES**

The best in the world are made by  
**McDOUGALLS**

Insist upon this make  
**D. McDOUGALL & CO.,** Glasgow, Scotland.

---

**SPRAGUE**

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

**Black Watch**

**The Big Black Plug  
Chewing Tobacco**

**"A Trade Bringer"**

**Sold by all the Wholesale Trade**





## THE CANADIAN GROCER

A. C. McKinnon, general merchant, Coleman, N.B., is offering 40 per cent. compromise.

### Western Canada.

Thos. Hurtley, grocer, Winnipeg, has retired from business.

W. J. Campbell, grocer, Portage La Prairie, Man., have assigned.

Mitchell & Jones, general merchants, Justice, Man., have dissolved.

The Wetaskiwin Candy Factory, Wetaskiwin, Alta., has dissolved.

McGillivray Bros., general merchants, Kennedy, Sask., have dissolved.

Cameron & Duffy, general merchants, Lloydminster, Alta., have dissolved.

Morris Macklin, grocer, Winnipeg, Man., has removed to Neudorf, Sask.

D. F. Beisel, general merchant, succeeds Augusta Kuno, Glendella, Man.

A. H. George, general merchant, La-voy, Alta., has sold to Thos. J. Duffy.

E. H. Houghton, general merchant, Erskine, Alta., has sold to D. F. Lusted.

D. G. Horne, grocer and confectioner, Red Deer, Alta., has sold to F. Westgate.

Extension has been granted W. J. Stinson, general merchant, Austin, Man.

Hill Murphy & Co., general mer-  
chants, Red Deer, Alta., are dissolving.

Trowsdale & McDonald, general mer-  
chants, succeed S. Calvert, Treherne,  
Man.

D. Hornstein, general merchant,  
Sheho, Sask., has sold to F. N.  
Kramer.

Mitchell & Jones, general merchants,  
Justice, Man., are succeeded by Mitchell  
& Mitchell.

### DUTY IS MUCH HIGHER.

#### Why Tobacco Prices Have Gone up Since 1865.

Since the publication a few weeks ago of prices of grocery articles in 1865 and 1910, considerable interest has been displayed in the great advance made in tobacco. In 1865 the price quoted was 26c per pound, while to-day it is 75c.

The chief reason for this advance is due to the increase in duty.

For instance the excise duty on tobacco made from foreign leaf in 1867, as shown by Inland Revenue statistics, was 10c per lb. In 1870 it was increased to 15c and in 1874 to 20c. In 1883 it was reduced to 12c, except when put up in packages of less than 1-20 of a lb., when the duty remained at 20c.

It was increased again to 20c per lb. in 1885 and to 35c, when put up in packages less than 1-20 of a lb. In 1891 it was made 25c, irrespective of size of packages.

Regarding Canadian tobacco, no duty was specially imposed until 1880, when one of 14c per lb. was exacted. In 1882 that was reduced to 8c and in 1883 still further to 2c. It was increased in 1885 to 5c.

The duty on Canada twist in 1867 was 5c per lb.; in 1870 it was 7c.; increased to 10c in 1874; reduced to 4c in 1879; reduced to 2c in 1883 and raised to 5c in 1885.

The above changes were made prior to 1901 and no changes were made un-

til 1908 when an amendment to the Inland Revenue Act was made.

This revision was not an increase in taxation, but simply a rearrangement in the manner of collecting the duties on tobacco.

This stated that a duty of 5 cents per pound, actual weight, shall be imposed on tobacco and cigars manufactured in Canada "on all chewing and smoking tobacco, fine cut, cavendish, plug or twist, cut or granulated, of every description,—on tobacco twisted by hand or reduced into condition to be consumed or, in any manner other than the ordinary mode of drying and curing, prepared for sale or consumption, even if prepared without the use of any machine or instrument and without being pressed or sweetened,—and on all fine-cut shorts and refuse scraps, cuttings and sweepings of tobacco made from raw leaf tobacco or the product in any form, other than in this Act otherwise provided, of raw leaf tobacco.

"On common Canada twist, when made solely from tobacco grown in Canada, and on the farm or premises where grown, by the cultivator duly licensed therefor, or in a licensed tobacco manufactory, the duty is five cents per pound, actual weight."

Apart from the increased duty, the increased cost of raw material and of labor has, no doubt, had a great deal to do with the advance in tobacco.

It might be mentioned here that in the case of Macdonald's tobacco, the surplus is going back to the country for the aid of practical education and therefore in a most profitable form.

## 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.



## Apples Plentiful with Low Prices Prevailing

Frosted Oranges Had Depressing Effect on Sales—All Kinds of Vegetables on the Market—Fish Market Firm With Some Advances and More Expected.

### MONTREAL.

Green Fruits.—There has been some activity and increased demand in some lines, but the market is not extra busy. Oranges are still maintaining their demand and grapes have advanced slightly. The demand for bananas is not so large as usual but Jamaicas No. 1 are holding their own at \$1.50 to \$2 per bunch. The truth is there is a dullness ruling at the moment which is likely to be stimulated during Lent.

Apples—	Grapes, Almeria,
Baldwins, bbl. .... 4 00	per keg ..... 5 50
Greenings, bbl. .... 4 00	Kumquats, qt. .... 0 25
Russets ..... 4 50	Lemons—
Kings, No. 1 ..... 5 00	Verdillia, box. .... 3 25
Spies, per bbl. .... 5 00	Maoris, box. .... 3 25
Fameuse, bbl. .... 4 00	Limes, per box. .... 1 50
Mackintosh reds. .... 5 00	Messina bitters. 2 50 3 00
" No. 2. .... 4 50	Oranges—
Tallman Sweets. .... 2 50	Late Valencias. .... 5 20
Wealthys, 1, bbl. .... 4 50	Floridas ..... 4 50
" 2, bbl. .... 4 00	California navels 3 00 3 50
Bananas crated,	Porto Ricos. .... 2 50
bunch ..... 1 50 2 00	Mexicans ..... 2 40
Cranberries, bbl. 7 50 9 50	Jamaica, crate ..... 4 10
Cocoanuts, bags. .... 4 25	Pineapples—
Grape fruit—	Floridas, box. .... 4 00
Florida ..... 4 50	Strawberries—
Jamaica ..... 3 50 4 00	Florida, qt. .... 0 70
	Tangerines, strap ..... 5 75

Vegetables.—Bitter cold weather in the earlier part of the week had some tendency to restrict the shipments of vegetables and dull the market. However, things have livened up a little towards the end of the week and prospects are brighter for a more active demand. Prices are unchanged, but there is a decided weakness.

Beets, bag. .... 0 50 0 60	Spanish cases
Brussels sprouts,	150 lbs. .... 2 75
per qt. .... 0 23	Spanish, 1 cases ..... 1 65
Carrots, bag. .... 0 50 0 60	50 lbs. .... 0 90 1 00
Cabbage, bbl. .... 1 00 1 25	Potatoes—
Celery—	Montreal, bag. .... 0 65 0 75
Canadian, doz. .... 0 75 0 90	Sweet, per bbl. .... 2 50 3 50
California, crate. .... 5 50	" basket. .... 2 00
Cauliflowers, doz. 1 50 4 50	Parsley, dozen. .... 0 40 0 90
Cucumbers—	Parsnips, bag. .... 0 90 1 00
Boston, doz. .... 1 00 2 00	Rhubarb, doz. .... 1 25
Garlic, per lb. .... 0 17 1/2	Spinach, bbl. .... 4 00
Green Peppers,	Tomatoes—
basket. .... 0 75	Floridas, crate ..... 5 50
Lettuce—	Cubans, crate ..... 4 00
Curly, box. .... 1 60	Hot-house, lb. .... 0 35
Boston ..... 1 50 2 00	Turnips, bag. .... 0 40 0 75
Onions—	" Quebec,
Red, per bag. .... 1 00	per ton. .... 7 50 9 00

Fish.—With the advent of Lent fish prices all around have advanced. The market is naturally active and business is good in all departments. The local dealers all over have announced an increased consumption all through the Province of Quebec, due probably to the extra fast days which are factors in almost doubling the consumption at this period. There has been a noticeable increase in the demand for oysters since they have become more appreciated in this province as a food substitute for meats or fowl. There is no waste in them and their food value has become a feature in the market. Everywhere the demand has increased and no doubt will continue too for some weeks to come while Lent is in vogue. The prophecy made by this paper that prices would increase has been fulfilled.

### FRESH

Market cod, lb. .... 0 05	Haddock, lb. .... 0 06
Steak cod, per lb. .... 0 05 1/2	

### FROZEN

Dore, winter caught,	Pike, round ..... 0 06
per lb. .... 0 08	Steak cod, per lb. .... 0 05
Flounders ..... 0 06	Salmon, B.C., red,
Haddock ..... 0 04 1/2	per lb. .... 0 08 1/2 0 09
Halibut, per lb. 0 08 1/2 0 09	Salmon, Gaspé ..... 0 18
Herring, per 100. 1 75 1 80	Salmon, Qualla, lb. .... 0 07 1/2
Herring, large. .... 2 25	Smelts, 10 lb. boxes. .... 0 11
Lake trout. .... 0 08 1/2	Tom cods, per bbl. .... 2 25
Mackerel ..... 0 09	Whitefish, large, lb. .... 0 09
Market cod. .... 0 04	Whitefish, small, lb. .... 0 06 1/2
Pike, headless and	
dressed ..... 0 07	

### SALTED AND PICKLED

Green cod, No. 1 med-	No. 1 mackerel, brls. .... 19 00
ium, per bri. .... 7 00	Salmon, B.C., 1/2 bbls. .... 8 00
Green cod, small, bri. 5 50	" " bbls., red ..... 15 50
Green cod, large, bri. 7 50	" " pink ..... 14 00
Labrador herring, bbl 5 25	" Labrador, bbl ..... 18 00
" " 1/2 bbl. .... 3 00	" " " 1/2 bbls ..... 9 50
Labrador sea trout,	" " " tross.,
bbls ..... 12 00	300 lb. .... 25 00
Labrador sea trout,	Salt sels, per lb. .... 0 10 1/2
half bbls. .... 6 50	Salt sardines, 20 lb. pl ..... 1 00
No. 1 mackerel, pail. 2 25	Sardines, Quebec, bbl 5 50
" " 1/2 bbls. .... 10 00	

### SMOKED

Bloaters, large, per box. .... 1 10
Haddies, 15 lb. bxs., per lb. .... 0 07 1/2
Herring, new smoked, per box. .... 0 13
Herring, boneless, per lb. .... 0 10
Kippered herring, per box. .... 1 20
Kippered herring, imported. .... 1 10
Smoked salmon, sugar cured, per lb. .... 0 25

### SHELL FISH

Lobsters, live, per lb. .... 0 16
Lobsters, cooked ..... 0 18
Oysters, choice, bulk, imp. gal. .... 1 40
" " Sealshipt, standards, imp. gal. .... 1 75
" " select ..... 2 00
" " shell, per bbl ..... 7 00 10 00

### PREPARED FISH

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb. .... 5 00
Dry cod in bundles, per bundle. .... 6 00
Skinless cod, 100 lb. case. .... 5 50
Shredded cod, per box. .... 1 80

### TORONTO.

Green Fruits.—Apples still continue plentiful and the dealers would like to see more buyers. Some of them are getting out of their time, are losing flavor, and sell as low as \$1.25 a barrel. On account of the poor quality of oranges which were put on the market, consumption fell off, and now since the better qualities are offered it takes some time to revive. While there are still some frosted fruit, the bulk are free from it and in a short time the trouble will all disappear. Messina bitter oranges have arrived and are ready for marmalade at \$2.50 a case.

Apples ..... 1 50 4 00	Oranges—
Bananas ..... 1 75 2 00	California navels 2 00 3 00
Cranberries, bbl 8 00 8 50	Floridas ..... 2 50 2 75
Grapes, Almeria	Mexican ..... 2 00 2 25
per keg. .... 6 00 6 50	Marmalade ..... 5 00
Grape Fruit. .... 3 75 4 00	Messina bitter, box. .... 2 50
Lemons—	Pears, Canadian
Messina ..... 2 25 2 75	basket. .... 0 75 1 00
	Pineapples, case 3 75 4 00

Vegetables.—Almost everything in the shape of vegetables are decorating the market. Green onions, lettuce, radishes, cauliflower, cucumbers, rhubarb, beets, carrots, etc., give the market a summer-like appearance. A car of southern tomatoes has arrived which is said to be the earliest car that has ever reached Toronto during any winter season.

Beets, bag. .... 0 70	Spanish ..... 2 50 2 75
Beets, new, doz. .... 1 00	Green, per doz. 0 50 0 60
Cabbage, Cana-	Spanish, 1 cases. .... 1 50
dian, dozen. .... 0 35 0 40	Parsnips, bag. .... 0 85 0 90
Cabbage, Can.	Potatoes—
per barrel. .... 1 35	Canadian, bag. .... 0 60 0 65
Carrots, bag. .... 0 65 0 75	Bermuda, new,
Carrots, new, dz. .... 1 25	per barrel. .... 1 25 1 50
Celery, Cana-	" barrel. .... 3 50
dian, dozen. .... 0 30 0 35	Radishes, doz. .... 0 85 0 40
Celery, Cal, per	Rhubarb, doz. .... 1 25
case. .... 5 00 5 50	Spinach, hamper. .... 1 10
Cucumbers, doz. .... 1 75	Tomatoes, hot
Lettuce, hamper. .... 2 50	house, lb. .... 0 25
Lettuce, per doz. .... 0 30	Tomatoes, case
Onions—	of 6 baskets. .... 4 00
Canadian, bag. .... 1 00 1 25	Turnips, bag. .... 0 40
Valencias, new,	
crate ..... 2 75 3 00	

# Strawberries

Are receiving three times a week direct from Florida, also Florida Lettuce, Egg Plant, Green Peppers. Your orders will have our best attention.

Marmalade Oranges are now at their best; prices right. California Navels, Valencia Oranges, Grape Fruit, Almeria Grapes, Figs, Dates, Nuts, etc.

McWILLIAM

Mc. AND E.  
EVERIST

25-27 CHURCH ST. - TORONTO

To serve your own and your customers' best interests keep always on hand a box or two of St. Nicholas or Home Guard Lemons. They're the most consistently high-grade lemon on the market.

J. J. McCABE

AGENT

32 Church Street, Toronto.



Fish.—With rather a short supply of fish on hand and with the advent of Lent it is altogether likely that fish will be a little higher, although the prices as yet have not made any advance. Owing to the high prices of meat, the fish men had more than their usual share of the trade, and in consequence wear a broad smile.

LAKE FISH (FROZEN)			
Goldeyes.....	0 05½	Pickrel yellow.....	0 09
Herring, Lake Erie.....	0 06	Pike.....	0 06
" Lake Superior.....	0 05½	Perch.....	0 12
" Lake Ontario.....	0 04	Trout.....	0 10
Pickrel, blue.....	0 05½	Whitefish.....	0 10
OCEAN FISH (FROZEN)			
Steak Cod.....	0 07	Salmon, pink, per lb.....	0 09
Halibut.....	0 10	" red.....	0 10
Haddock.....	0 06½	" sea dressed.....	0 13
Herring, per 100.....	3 00	Smelts, No. 1.....	0 11
Mackerel, each.....	0 20	" extra.....	0 15
		Shrimps, per gal.....	1 15
SMOKED, BONELESS AND PICKLED FISH.			
Acadia, per crate.....	2 40	Herrings, Labrador, half barrels.....	2 90
" tablets, box.....	1 60	Herrings, Digby, bundle.....	0 60
Bloaters, per basket.....	1 00	Herrings, Imported Loch Fyne, per kit.....	1 10
Codfish, shredded, box.....	1 80	Kippers, per box.....	1 25
" Bluenose, ".....	1 40	Quail on toast, per lb.....	0 05½
Cod steak, per lb.....	0 07	Trout, pickled, 100 lb. barrels.....	6 00
Cod, Imperial, per lb.....	0 05		
Ciscoes, per basket.....	1 25		
Haddie, Finnan.....	0 08		
SHELL FISH.			
Oysters, standards, per gal.....	1 65	Oysters, selects, per gal.....	1 85
		Oysters, extra selects.....	2 00½

**GRAPEFRUIT A GOO DTONIC.**

Grapefruit, like the orange and lemon, is possessed of marked medicinal qualities. It is of great value as a corrective of the stomach and digestive organs, and also as a tonic stimulant. A prominent physician gives his opinion of grapefruit as follows: "The sharp stimulus of the grapefruit is the best thing to set the digestion in order for the day." This fact is practically recognized by people who appreciate the better things in life, and it will pay the grocer to mention from this time on "grapefruit" when he takes an order for breakfast needs.

**TRADE NOTES.**

T. Gray & Son, general merchants, Malvern, Ont., have sold to Jno. Lennox.

Alfred Rayner, Barrie, Ont., has purchased the grocery business of S. H. Reynolds.

H. Newmarch, Vancouver, B.C., who for a number of years was with the commission and wholesale house of Knowler & Macaulay, has with Mr. Cooper, also formerly of the same firm, established a wholesale house of their own under the name of Newmarch & Cooper, in Vancouver.

# Eventually

you will be in the fish business. **Why not start now? Lent,** the best fish season of the year.

## Frozen Sea Herrings

Large size—two cars for this week. Also **British Columbia Qualla Salmon**—Headless and dressed, case lots, 7½c. lb. **Smelts, Haddies, Oysters, Halibut, Whitefish,** etc. Everything in the fish line that a first-class fish house handles.

## WHITE & CO., Limited

Wholesale Suppliers to the Trade in Fruit, Produce and Fish

Toronto and Hamilton

# Fresh Arrivals

THIS WEEK

TWO CARS FANCY NAVELS ALL SIZES

ONE CAR

Fancy Bananas, Lemons  
Cranberries, Almeria Grapes, etc.

Phone or mail your orders

## HUGH WALKER & SON

(Established 1861)

GUELPH, ONTARIO

We all desire to give our customers fruit of good quality. In Oranges FLORIDAS are the best, and you can increase your trade by handling more Floridas. Every one a prize—no blanks. You will have no complaints such as this: "The last dozen oranges you sent me cut dry; send me a dozen if you have good ones." Fill this order with Floridas—the heavy, juicy, fine-flavored Oranges. Your wholesaler will gladly supply you, as he knows you will order more. Urge your customers to buy Florida Oranges.—Oranges that will please them.

FLORIDA CITRUS  
EXCHANGE  
Tampa, Florida

# FLORIDA CITRUS EXCHANGE

W. B. STRINGER  
Dist. Manager, Toronto

# FISH and OYSTERS

Everything in  
**FOOD  
FISHES**

## Suggestions for Lent Study the Fish Trade

Don't wait until the last fish is sold to order more.

It makes people suspicious of the remaining few.

Keep a variety.

People get tired of the same old thing.

Don't you?

There is money in Fish and Oysters.

Are you getting your share?

Two "fast" days each week during Lent.

Three "fast" days in week commencing February 14th.

Place your orders where you know

**Everything is Right**

That's with us.

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

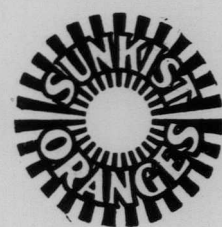
Church and Colborne Sts.

TORONTO





## To The Fruit Trade



One way of increasing your fruit trade and your profits is to keep your stock cleaned up. A dozen oranges left to dry out and spoil in the bottom of a box reduces the profits on a whole case. Fruit that doesn't move in a reasonable time is bound to deteriorate in value and will not do your fruit trade any good. Again, if you can double your sales you double your profits, and your stock is always fresh and clean. Its very appearance is an added incentive to your customers to buy.

Every orange and lemon packed in the "Sunkist" wrappers passes the most rigid inspection ever given fruit. Every piece must be well colored, juicy and full flavored. As we ship entire train

loads of fruit from California, we have the advantage over all traffic lines, thus bringing to you the best fruit of California in prime condition. "Sunkist" brand is fruit you can recommend, fruit your trade will appreciate, and you can build up a fresh fruit business that will make you more clear money than any other line of goods you handle. "Sunkist" on the wrappers of oranges and lemons means quality insurance.

We are taking special care with our Canadian shipments and believe every jobber can supply you with "Sunkist" oranges and lemons. If you have any trouble in having your order filled, we will be glad to hear from you.

### CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

### GOLDEN KEY and GOLDEN CROWN Brands

Your profit and reputation alike demand that your Canned Fish Goods shall be above suspicion! Be wise and protect your interests by handling

### Loggie's Lobsters

Only the very choicest and freshest fish are canned in our up-to-date sanitary factory, and the processes we employ retain, to a marked extent, the delicate natural flavor of the fish. *Send for prices.*

*Sole Packers*  
**W.S. LOGGIE CO., Ltd.**  
**CHATHAM N.B.**

### Your best customers will buy "Concord" Norwegian Sardines

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



LIST OF AGENTS:

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



## Recipes for Fish Dishes Bring Increased Orders

**Experience of a Grocer in This Connection — Methods of an Ottawa Dealer for Extending Fish Sales in Lent—Uses Window Cards to Advantage.**

Lent has begun and with it has come the usual increased demand for fish. The question to the retailer who handles fish is how to get the best returns—or in other words how to sell more fish.

Generally during Lent, the grocer sees that the herring barrel is kept outside the door and kept well filled, but outside of that he allows the fish business to take care of itself. Many forget to take the advantage of Lent, the tastes of the customers and the fair profits in fish. They allow the exclusive fish dealer to take all the trade or they miss many sales which if the right precautions were taken would mean considerable gain.

Speaking of the Lenten trade an Ottawa grocer remarked the other day that he always took good care to have a good assortment at the beginning of the season.

"I get in a stock of herring, mackerel, salmon, codfish, always a few bottles of anchovies in oil for my best customers, and several other kinds and then I'm in a position to lay my selling plans.

"As I always use a liberal space in a daily newspaper, I am in a position to advertise fish during Lent in my regular ad. and I keep at it. I talk fish all the time.

"I heartily agree with The Grocer's idea to use display cards in the window. A neat card, attractively written with a nice catch-line such as 'Fish is good food,' 'Two pounds of this Codfish goes as far as two pounds of Steak' or 'Dainty Dishes can be made from Fish—drop in and get some Recipes.' Such cards, I find, are splendid and aid materially in my sales, not only in fish but in everything I display."

This Ottawa grocer also pays considerable attention to his window during Lent and has a fish display twice a week. These he tries to make as original and effective as possible. Besides the window cards he uses price tickets.

The latter he claims, "sell the goods before the customer comes into the store and saves my clerks and myself considerable time."

When customers come into the store in Lent, he always makes it a point to mention fish to them in some way or other. In this way he gets many orders that would never be secured by anybody if he had not suggested the matter of fish.

### Gives Away Recipes.

A Montreal grocer has printed several hundred circulars containing some ten or a dozen recipes for preparing various dishes. With every new order he sends out a circular which bears his name. He finds that the women of the households read this carefully and he gets new orders on the strength of the recipes. These include cream codfish,

creamed salmon, etc., which make dainty dishes for the supper table.

It is generally the merchant with the new and practical methods who gets the bulk of the trade and every grocer handling fish should make it a point to 'dig up' the new methods.

### A RECORD-BREAKING JANUARY.

**East Toronto Grocer Ahead by \$190—Dependence Upon Railways—Early Closing in Effect.**

East Toronto, Feb. 8.—It is now just five months since the G. T. R. trainmen were moved from the York terminals, and East Toronto is still alive despite the many prophecies to the contrary.

For a few months, to be exact, till the middle of November, things seemed to be going down hill fast, and especially the grocery trade suffered. However in November the Canadian Northern Railway construction camp located near the town and since then things have been booming. One grocer, in fact, told your correspondent that his receipts last month beat any other January by \$190. This may be only a temporary boom but the probabilities are that it will last. There is some

talk of the G. T. R. bringing their passenger engines out to York on account of lack of accommodation in the city and there is also a rumor that the C. N. R. will establish their round house and repair shops at East Toronto. Either one or both of these rumors proving correct, would mean great prosperity to the town.

When the grocers of East Toronto read about the difficulties encountered by the city grocers in getting their stores closed at seven o'clock sharp, they can afford to pat themselves on the back, for be it known to all city grocers that every store of consequence in East Toronto closes sharp at seven o'clock.

### WHY THEY FAILED IN B. C.

I. H. Stephens, of Rossland, B.C., in giving a lecture at Nelson, B.C., on co-operative stores, declared the cause of non-success in British Columbia to be mismanagement, not in the business of the store, but in starting with insufficient capital and in an unsuitable locality. The Miners' Union there is going ahead with the movement to establish a co-operative store, \$4,000 having been subscribed.

The Charles Ciceri Co., Toronto, have been granted a Dominion charter to import, export, and deal in fruits vegetables, fish, groceries, produce, wines, liquors and cigars.



**PROFITS IN GREEN TRUCK**

Are assured by the use of this

**Vegetable Display Stand and Mist Machine**

It saves waste and increases sales.  
Let us tell you about it.

**GALESBURG CORNICÉ WORKS**  
93 Cox Street, Galesburg, Illinois

**TRY LEARD'S LOBSTERS and CANNED CHICKEN**

Write for Prices

**W. A. LEARD**

Summerside, P.E.I.

**Lemon Bros.**

Owen Sound, Ont., and Sault Ste. Marie

**Wholesale FRUIT, FISH and PRODUCE**

Commission Merchants, and  
Dealers in HIDES, WOOL and RAW FURS

SEASON 1908-9

**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**

HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

**DRIED APPLES**

**O. E. ROBINSON & CO.**

ESTABLISHED 1886

**Ingersoll - Ontario**

Would you like our Weekly Circular



THE CANADIAN GROCER

# FISH FOR LENT

**PLACE YOUR ORDERS NOW**

### FRESH

*Cod  
Haddock  
Pike  
Pickeral  
Mackerel*

### FROZEN

*Hallbut  
Salmon  
Smelts  
Whitefish  
Herrings*

### SMOKED

*Haddies  
Filletts  
Smelts  
Kippers  
Red Herrings*

### PREPARED

*Boneless Cod  
Skinless Cod  
Boneless Fish  
Green Cod  
Dry Cod*

**PICKLED:** *Labrador Herring, Labrador Salmon, B.C. Salmon, Sea Trout, Mackerel*  
**Frozen Sea Herrings** **Bulk and Sealshipt Oysters**

Our Lenten Price List will interest you. Send for it.

**LARGEST FISH AND OYSTER WAREHOUSE IN CANADA**

BRANCHES:

Montreal  
St. John  
Grand River  
Gaspe

P. O. Box 639

4 Long  
Distance  
Telephones

## LEONARD BROS.

20 to 26 Youville Square (Near Customs House) Montreal

**Nova Scotia Haddies are good**  
**New Brunswick Haddies are good**  
**Portland Haddies are good**

We know because we handle them all, but  
the best Haddies known are the

## Wachusett Haddies

packed by Freeman & Cobb of Boston, Mass.  
Why? Because only fat, plump and perfectly  
fresh fish are selected before going to the  
smoke house; because they are smoked by a  
professional; because they are so cleanly and  
carefully put up; because they possess a  
flavor which always pleases.

We are sole agents for Canada. For prices,  
ask for our booklet, last edition.

### D. HATTON CO.

Montreal

## YOU, Mr. Retailer

are not in business for your health.

You doubtless want to "get yours" out of  
every sale.

You also without doubt want to make  
**more** sales to your trade.

And probably you would not mind getting a  
nice slice of somebody else's trade.

The question always is, how to get more  
good customers without such expense as  
will eat up all  
the profits.

The answer is: be-  
come a SEALSHIPT  
AGENT.

Write us to-day  
and we will tell you  
how it's done.



### The Sealshipt Oyster System,

SOUTH NORWALK, Inc.  
Connecticut.



## Why the Salmon Industry is on the Decline in B.C.

Statistics Show That the Catch is Decreasing There to the Advantage of United States Fishermen — International Agreement Not Lived up to—How the Salmon May be Conserved.

By B. B. Bennett.

Is the salmon packing industry on the Pacific Coast declining? This question used to be a matter of argument, but now figures of a yearly decreasing pack are mutely pointed to as evidence that cannot be gainsaid. Those interested in the business have been credited with making the statement that the pack was yearly hecreasing with the ulterior motive of maintaining or increasing prices, but everyone is now convinced that the fish are coming in in less numbers. This being obvious, the government is taking all the precautions it can to conserve this principal and important industry, by the establishment of hatcheries and by regulations prohibiting the catching of salmon within certain weekly periods, as well as by preserving three weeks of a close seasin in the middle of the salmon run. But to what effect? Only to give to the fishermen on the United States side of the boundary line all the benefit which follows from large expenditures of money.

Old timers, that is those who were here twenty years ago, when the commercial age had its beginning in the western part of Canada, will tell of the great runs of salmon that took place in those days. It was these big runs that gave circulation to the stories of fish so thick in the rivers that one could walk across on their backs, and in small streams, where the salmon jammed, this was almost literally true. The same men, comparing such runs with those of the present day, remark on how small they have become.

When quoting figures on the salmon pack, the returns for the quadrennial pack are generally used, as it is in the big years, which occur once in every four, that the difference is principally noted. A story on the salmon is opportune, since 1909 was a "big year," and it was also the smallest of any of them, following the 1908 pack, the smallest pack ever recorded in British Columbia. In 1905, to go back to the last quadrennial run, the total pack in British Columbia was 1,167,460 cases, while in 1901 it amounted to 1,236,156. In 1909, it fell below the million mark, being only 967,920 cases. In 1901, the pack on the Fraser river alone was 990,252 cases, more than in all British Columbia in 1909. In 1905, it dropped to 877,136 cases, yet, since hatcheries had been established and every care of conservation taken, the canners naturally concluded that 1909 would be good, and for that reason preparations were made on the Fraser river for a pack of a million cases. This was about the number put up in 1901, and only 123,000 cases more

than in 1905. What was the actual pack? It was about half of what was anticipated, namely, 567,203 cases, or more than 300,000 less than in 1905. Of these, 542,000 cases were sockeyes, the best of the food salmon.

### Fish Caught in Other Waters.

While the salmon fishing is declining, it is well to point out that it is only as far as Canada is concerned, which is in itself sufficient ground for the statement. On the other hand, at the time that the Fraser river canners expected such a large run, the fish came all right, but they were caught by Americans in United States waters, through which the salmon pass on their way to the Fraser river. The result was that the pack on Puget Sound was the largest in the history of the industry there, being 1,005,000 cases. This, too, in face of the fact that there are no hatcheries on Puget Sound, because there are no sockeye rivers—that is rivers into which these fish run. They do not frequent every outflowing stream, but have their particular favorites, these being the Fraser and the Skeena and Rivers Inlet.

It was internationally agreed that a weekly close season should be observed, both in Pudget Sound and Fraser river waters to allow salmon to get to the natural spawning beds in the Fraser river watershed. This agreement was reached after the Americans had offered to assist in establishing and maintaining hatcheries in Canada, since they had none in their own territory. The offer was declined by the Canadian Government, and properly so. The close season was to be 36 hours on the other side of the boundary and 42 hours on the Canadian, so regulated as to allow the fish a clear course from the Fucea straits up the river. If this regulation was observed, it is very likely that the salmon run could be maintained, but, as it is, all the money is being expended for the benefit of the packers who operate on Puget Sound. It is not libel to say that the regulations were openly and flagrantly violated, unless the truth is hvel. No close season whatever was observed, and this, too, by men who operate traps, by means of which salmon are caught wholesale. When the time came for the close season, the apron of the trap, which closed the point of ingress, was let down only to the top of the water, and to a casual observer it would seem that the trap was closed. Hearing of this, government inspectors went from Vancouver on purpose to inspect and found the apron in this position. As corroborative evidence, the trap was seen full

of fish, and the fact that thousands of fish were caught, as openly announced in the newspapers, was further proof that no close season was observed.

### Armed Men on the Watch.

At that time, some salmon stealing was reported. This was only a minor affair, but it happened just about the time that the inspection by our own government officials was made, the result of this inspection being made public. To prevent any further inspection, which took place twice, armed men were stationed at the traps with instructions to shoot to kill, any one who attempted to get near them. This was ostensibly intended to prevent salmon-snatching, but in reality its object was to keep away men representing a people who were vitally interested, since the fish were hatched in Canadian waters and were bound there.

If regulations were mutually observed, it is probable, in fact an almost certainty, that the salmon may be so propagated and conserved that the pack will increase, instead of steadily frizzling away. This has been figured out by the authorities, who have given the matter a close study. But until mutual action is taken, Canada will spend the money and Puget Sound canners will benefit.

### AN OLD LINDSAY STORE.



The above cut represents the place of business in which one of Lindsay's oldest grocers, C. L. Baker, did a flourishing trade in "ye olden days." It was erected when the town of Lindsay was in its infancy. At that time Mr. Baker did a big business in various grocery lines, also conducting a big flour and feed barn.

About 36 years ago he vacated the old frame building and moved into his up-to-date and large store on the main street, corner of Kent and Cambridge Streets. This store is to-day occupied by Adams Bros. Mr. Baker also built the large flour and feed store in the rear, which latterly was turned into a pork-packing business by Geo. Matthews, of the Geo. Matthews Co.

Mr. Baker retired from active business several years ago, but he is still a much respected citizen of this town. W. E. Baker, who conducts a grocery business in town at the present time, is a son of the above gentleman.



# CUSTOM CATCHERS

Particularly in the case of Canned Goods, quality is the determining feature where the trade will go. If you stock



you will be influencing a better class trade to your store.

Our herring are the finest obtainable—coming from Passamaquoddy Bay, where they are captured in weirs or traps—the packing is done by the very latest process in a modern sanitary factory.

## BRUNSWICK BRAND

is synonymous for quality.

You are wanting a satisfaction-giving line like this! Be sure and have the name right when you are ordering **Sea Foods**.

**CONNORS BROS., Limited, Black's Harbor, N.Y.**

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

# "ENTERPRISE"

Grocers testify that when they install the

**"ENTERPRISE"**  
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.



No. 125 (with two blades), \$22.50.  
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co., of Pa.

Philadelphia, U.S.A.

New York San Francisco  
21 Murray Street 544 Van Ness

# BUILDS BUSINESS



**Classified Advertising**

**AGENCIES WANTED.**

**A** GENT, with good connections, open to represent wholesale firm or manufacturer in city of Quebec. Highest references. "L," 75 Peter St., Quebec. (9p)

**A** WHOLESALE FIRM in Vancouver, B.C., with an established connection is open to handle one or two first-class agencies in the grocery and confectionery line. Highest references. Box 349, Vancouver, B.C. (9p)

**W**ANTED—To secure connection with a first-class cheese and also creamery butter factory situated in western Ontario. Apply to 309 N. Vickers St., Fort William, Ont.

**ADDING MACHINE.**

**E**LLIOTT-FISHER Standard Writing-Adding Machines makes toil easier. Elliott-Fisher Limited, 513, 83 Craig St. W., Montreal and Room 314, Stair Building, Toronto.

**AGENT WANTED.**

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

**BUSINESS OPPORTUNITY.**

**Y**OUNG MAN, 21 years, with four years' business experience, wants experienced partner to go into the jobbing business. Would invest in and look after office end of business. Box 332, CANADIAN GROCER, Toronto. (8p)

**COUNTER CHECK BOOKS.**

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

**FOR SALE.**

**F**OR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

**F**OR SALE—One Huber Account Register made by R. B. Belden & Co. Was never in use. For quick sale, \$25 cash f.o.b. here. D. D. Donovan, Brockville. (6p)

**F**OR SALE—An excellent opportunity for anyone looking for a snap in a first-class general store property in an Eastern Ontario village. Store large and convenient to wharf and station. Has new furnace and lighting plant. Present tenant doing excellent business. Terms can be arranged for half purchase price. Apply to "Gilt Edge," CANADIAN GROCER, Toronto. (8)

**SITUATIONS VACANT.**

**G**REAT OPPORTUNITY FOR SALESMAN visiting the drug or grocery trade in and west of Winnipeg. Firm established on eastern market several years wants salesman who can invest \$300. All profits from his territory will be turned over to him until his investment is paid back. Commission and half the profits thereafter. Profits very large. L. C. M. Co., 506 Union Trust Building, Detroit, Mich.

**W**ANTED—Salesman for Montreal with established trade in grocers' and druggists' specialties and confectionery. Replies confidential. State salary expected. Address "Confectionery," CANADIAN GROCER, Toronto.

**W**ANTED—Salesman for Western Ontario with good connection for confectionery, grocers' and druggists' specialties. Reply with full particulars and salary expected. Address "Importers," CANADIAN GROCER, Toronto.

**SITUATIONS WANTED.**

**C**OMPETENT MALE GROCERY STENOGRAPHER (employed) wants position offering better opportunity for advancement. A worker, "Steno," care H. Hodgson, 11 Hartney Chambers, Vancouver, B.C. (9p)

**MISCELLANEOUS.**

**A** BOON TO EVERY GROCER—A perfectly reliable fountain pen is to be found in the Beumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thickness to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents, Toronto.

**A** NY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

**C**OUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**D**OUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B," The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

**D**OES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

**E**LIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

**E**RRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Toronto. (tf)

**F**IREPROOF WINDOWS AND DOORS made strictly to the fire underwriters' requirements reduce your insurance rates and protect your building. We are experts in this line and guarantee you really fireproof goods and the maximum insurance allowance. Let us give you our figure. A. B. Ormsby, Limited, Sheet Metal Workers. Factories—Toronto, Winnipeg.

**F**IRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

**G**ET the 1910 Canadian Almanac. Information on Customs Tariff; Bank Stocks; Foreign Exchange; Post Offices; Insurance; Assurance; Patents; Weights; Measures; Newspapers; Magazines; Succession Duties. Paper cover 50 cents; Cloth 75 cents. At all dealers or postpaid on receipt of price. Copp, Clark Co., Ltd., Dept. C., 68 Front St. West, Toronto.

**G**ET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

**I**NSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

**J**UST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

**M**ODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**S**AVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter. auley Street, Toronto. (tf)

**S**AMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**T**HE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

**T**HE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

**U**SE the best carbon paper. Our "Klear-Kopy" carbon gives clear unsmudged copies of your letters and other documents. It has been selected by a leading government against 43 competitors. "Peerless" typewriter ribbons give clear letters and will not clog the type. Sold by all dealers. Write us for samples. Peerless Carbon and Ribbon Co., Toronto. (tf)

**W**ANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writterpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

**W**AREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**W**HEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

**Y**OU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S" The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

**Y**OU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

**Y**OU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

**725,000** LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

**\$75** buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quoins, one key, one oil can and one set of registers. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

**REPRESENTATIVE WANTED.**

**P**ROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

1-lb. tins, 2  
1-lb. tins, 3  
1-lb. tins, 4  
YMI  
Cases.  
1-doz. ....  
3-doz. ....  
1-doz. ....  
3-doz. ....  
1-doz. ....  
1-doz. ....



CAN  
Aylmer  
Strawberry  
Raspberry.  
Black curr  
Red curr  
Raspberry  
currant  
Raspberry  
Damson pl  
stonele  
Greengage  
stonele  
Gooseberry

Strawberry  
Black curr  
Raspberry  
Other vari  
Freight i  
WHITE SW  
White Sw  
1-lb. tins  
1-lb.  
1-lb.



000  
Cartoons  
No. 1, 1-lb.  
No. 1, 1-lb.  
No. 2, 5-oz  
No. 2, 5-oz  
No. 3, 2-lb  
No. 10, 12-oz  
No. 10, 12-oz



White Sw  
White Sw  
White Sw  
Keen's Oz  
In 10-bo  
Gillett's M



QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder

Table listing baking powder products, including Imperial Baking Powder and Magic Baking Powder, with prices per case and size.



MAGIC BAKING POWDER

Table listing Magic Baking Powder products with prices per case and size.

ROYAL BAKING POWDER

Table listing Royal Baking Powder products with prices per case and size.

Chocolates and Cocoas

Table listing chocolates and cocoas, including Perfection and Plain Rock, with prices per tin or box.



Table listing various chocolate and cocoa products like London Pearl, Unsweetened Chocolate, and Royal Navy.

Table listing confectionery items like milk chocolate wafers, maple buds, and chocolate wafers.

Table listing agents for chocolates, including C. E. Olson & Son and R. S. McIndoe.



Table listing Mott's breakfast cocoa and other chocolate products.

Table listing various chocolate products from Walter Baker & Co. Limited.

Table listing Cook's Friend Baking Powder products.



Table listing Cook's Friend Baking Powder products.

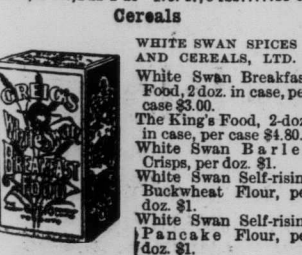


Table listing White Swan Spices and Cereals Ltd. products.

Table listing Canadian Cocoa Nut products from Canadian Cocoa Nut Co.

Table listing White Swan Spices and Cereals Ltd. products.

Condensed Milk

Table listing condensed milk products from Borden and Eagle brands.



Table listing Truro Condensed Milk products.



Table listing coffee products from Eby, Blain Co. Limited.



Table listing coffee products from Cafe des Epiceurs.



Table listing cheese products from Imperial.

Table listing various food products including corn starch and cream cheese.

Confections

Table listing confectionery products like Cream Bars and Milk Chocolate Sticks.

Table listing Coupon Books from Allison's.

Table listing Extract of Beef products.

Table listing Infant's Food products.

Table listing Flavoring Extracts.

Table listing Milk Powder products.

Table listing Jams and Jellies.

Table listing Compound Fruit Jams.

Table listing Compound Fruit Jellies.

Table listing Soups from Jos. Campbell Co.

Table listing various food products from W. Clark's Specialties.

Table listing S.S. Beef products.

Table listing Ocean Mills products.

Table listing Chinese Starch products.

Table listing Ocean Corn Starch products.



Handling... Write us for Son, 193 Ter.

for free samples... Check Books... Company, Ltd.,

nder is the only... sheets as you... back is flex... perfect. No ex... hemism. Write... r, Ltd., King and (tf)

Modern Concrete... enable us to... crete Reinforc... Fire Shutters... etc stock, quick... catalogue and... ofing Co., Ltd., (tf)

clear-Kopy" cars... of your letters... n selected by a... "Peeter... and will no... Write us for sam... o., Toronto. (tf)

y for dealers to... Duplicating, Ad... Machine on the... and address... to the Canadian... John St., Hamil... (tf)

HEATING SYS... pany, Limited... at Canada. (tf)

a having the best... a Bookcases... the furniture deal... quest. Canada... offices, Wood... (tf)

on from fire! If... safes, you can... our safes and... vaults and safes... Write for cata... Co., Ltd., Galt... (tf)

better advantage... tures. We are... res and offices... s of many new... ped stores and... logue J.P. Jones... t. W., Toronto. (tf)

Register-It pays... vents mistakes... h Register Co.,

e National Cash... sell them un... le money. The... Write us for... 285 Yonge St.,

hine on the mar... a job printer... type cases, com... like universal... yewriters, one... b font of type... pair tweezers... e set of reglets... ator Co., Balti-

WANTED.

machine in Can... Machine. It... cash and credit... register. Repre... for our proposi... ed, 424 Spadina... (tf)





**ALWAYS RIGHT.** SUN PASTE

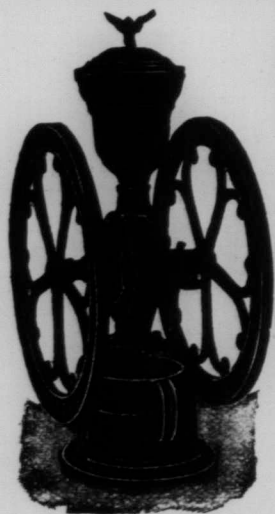
Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

**The Walker Bin & Store Fixture Co., Ltd.**  
Berlin, - - - Ontario



**ELGIN NATIONAL COFFEE MILLS**

are made in no less than 40 DIFFERENT STYLES  
This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The **ELGIN** has steel grinders, can be adjusted while running, and sells at a

**LOW COST**

Ask any of the following Jobbers for our Catalogue:  
WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson  
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY  
**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

**R. B. Wiseman & Co.**

123 Bannatyne Avenue East **WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and Wholesale Brokers**

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

**Tea Lead,**

*Best Incorrodible*

**"Pride of the Island"**

Manufactured by **ISLAND LEAD MILLS LIMITED,** BRAND

TEL. ADDRESS: "Laminated," London. **LIMEHOUSE, LONDON, E., ENG.**  
A.B.C. Codes used 4th and 5th Editions.

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO**  
**J. HUNTER WHITE, ST. JOHN, N.B.**  
**CECIL T. GORDON, MONTREAL**

C  
"AFR  
cu  
"NAR  
"NAU  
ct  
highes  
W  
o  
v  
y  
CANADI  
GR  
95 Br  
TH

30-lb. wood pails.  
Pure assorted jan  
dozen in case  
Jel  
IMPERIA



Assorted



Assorted Case,  
Assorted Case,  
Lemon (Stra  
Orange (Stra  
Raspberry (Stra  
Strawberry (Stra  
Chocolate (Stra  
Cherry (Stra  
Peach (Stra  
Weight, 8 lbs. to

The GENUINE



Prices—C  
Less than 5 cases  
Five cases or mo



# CURRANTS

We are proprietors of  
 "AFRODITE" brand, the best AMALIAS  
 currant on the market.  
 "NARCISSUS," fine FILIATRA currants,  
 "NAUSICAA," fine FILIATRA cleaned  
 currants  
 and importers and distributors of  
 highest grade PATRAS and VOSTIZZA  
 currants.

We aim to give the trade the best grades  
 of currants obtainable from season to season.  
 We solicit the opportunity to quote on  
 your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

- LAMBE & MacDOUGAL, London
- H. & A. B. LAMBE, Hamilton
- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
- J. W. GORHAM & CO., Halifax

**GREEK CURRANT CO.**  
 95 Broad Street - NEW YORK  
 THE LARGEST CURRANT HOUSE IN GREECE

# Butter Tubs

Best White Spruce  
 STEEL WIRE HOOP

## Boxes

F.O.B. Factories at Manufacturers'  
 Prices

CAR LOTS or SMALLS

**Walter Woods & Co.**

Hamilton and Winnipeg

30-lb. wood pails..... Per lb. 0 06 1/2  
 Pure assorted jam, 1-lb. glass jars, two  
 dozen in case..... 1 75

**Jelly Powders**

IMPERIAL DESSERT JELLY



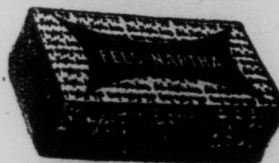
Assorted flavors—gross 10.75.



Assorted Case, Contains 4 doz. \$3.60  
 Assorted Case, Contains 9 doz. \$1.80  
 Lemon (Straight) Contains 9 doz. \$1.80  
 Orange (Straight) Contains 9 doz. \$1.80  
 Raspberry (Straight) Contains 9 doz. \$1.80  
 Strawberry (Straight) Contains 9 doz. \$1.80  
 Chocolate (Straight) Contains 9 doz. \$1.80  
 Cherry (Straight) Contains 9 doz. \$1.80  
 Peach (Straight) Contains 9 doz. \$1.80  
 Weight, 8 lbs. to case. Freight, rate, 3rd class

**Soap**

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
 Less than 5 cases..... \$5 00  
 Five cases or more..... 4 25



WHITE SWAN SPICE  
 AND CEREALS, LTD.

White Swan, 15  
 flavors. 1 doz. in  
 handsome counter  
 carton, per doz., 90c.



List price.

"Shirriff's" (all  
 flavors), per doz. ....  
 Discounts on applica-  
 tion.

**Lard**

N. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.

Tierces..... \$0 13  
 1-bbl. .... 0 13 1/2  
 Tube, 60 lbs. 0 13 1/2  
 20-lb. Pails, 2 70  
 20-lb. tins. 2 60  
 Cases 5-lb. 0 14  
 " 10-lb. 0 13 1/2



F.O.B. Montreal.



GUNNS  
 "EASIFIRST"  
 LARD  
 COMPOUND.

Tierces..... 0 12 1/2  
 Tube..... 0 12 1/2  
 20-lb. pails. 0 12 1/2  
 20-lb. tins. 0 12 1/2  
 10-lb. " 0 13  
 5-lb. " 0 13 1/2  
 3-lb. " 0 13 1/2  
 1-lb. cartons 13 1/2

**Licorice**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb. .... \$0 40  
 Fancy boxes (36 or 50 sticks), per box... 1 25  
 "Ringed" 5-lb. boxes, per lb. .... 0 40  
 "Acme" pellets, 5-lb. cans, per can 2 00  
 (fancy boxes 40), per box 1 50  
 Tar licorice and tolu wafers, 5-lb. cans,  
 per can..... 2 00

Licorice lozenges, 1-lb. glass jars..... 1 75  
 20 5-lb. cans..... 1 50  
 "Purity" licorice, 10 sticks..... 1 45  
 " 100 sticks..... 0 73  
 Dule, large cent sticks, 100 in box.....

**Lye (Concentrated)**

GILLET'S PERFUMED Per case  
 1 case of 4 dozen..... \$3 60  
 3 cases of 4 dozen..... 3 50  
 5 cases or more..... 3 40

**Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00  
 16-oz. glass jars, 2 doz in case " 1 40  
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07  
 Pint Sealers (24 oz.), 1 doz in case, per  
 dozen..... 2 00

**SHIRRIFF BRAND**

"Imperial Scotch"—  
 1-lb. glass, doz... 1 55  
 2-lb. " " 2 80  
 4-lb. tins, " 4 65  
 7-lb. " " 7 35  
 "Sbradded"—  
 1-lb. glass, doz.... 1 90  
 2-lb. " " 3 10  
 7-lb. tins, " 8 25



**SPRATT'S PRICE LIST**

Mixed Bird Seeds, 1-lb. pkts., 3 dozen  
 cases per doz. .... \$0 95  
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45  
 Parrot Food, 2-lb. pkts. .... 1 35  
 Bird Cage Sand, about 1 1/2-lb. bags, 1-  
 gross cases, per doz. .... 0 30  
 Bird Cage Grit, about 1 1/2-lb. bags, 1-  
 gross cases, per doz. .... 0 30

**Mince Meat**

Wethay's condensed, per gross, net. .... \$12 00  
 " per case of 3 dozen, net. .... 3 00



ST. CHARLES CREAM  
 CONDENSING CO.

PRICES:

St. Charles Cream,  
 family size, per case  
 ..... \$3.50  
 Baby size, per  
 case..... 2.00  
 Ditto, hotel, 3.70  
 Silver Cow Milk 4.55  
 Purity Milk 4.25  
 Good Luck 4.00

**Mustard**

COLMAN'S OR KEEN'S  
 D.S.F., 1-lb. tins..... per doz. \$ 1 40  
 " 1-lb. tins..... " 2 50  
 " 1-lb. tins..... " 5 00  
 Durham 4-lb. jar..... per jar 0 75  
 " 1-lb. jar..... 0 25  
 F.D. 1-lb. tins..... per doz. 0 85  
 " 1-lb. tins..... 1 45

**IMPERIAL PREPARED MUSTARD**

Small, cases 4 dozen..... 0 45 dozen  
 Medium, cases 2 dozen..... 0 90  
 Large, cases 1 dozen..... 1 35

**Olive Oil**

LAPORTE, MARTIN & CIE., LTD.  
 Minerva Brand—  
 Minerva, qts. 12's..... \$ 5 75  
 " pts. 24's..... 6 50  
 " 1-pt. 24's..... 4 25

**Sauces**

PATERSON'S WORCESTER SAUCE  
 1-pint bottles, 3 and 6 dozen cases, doz 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

**Soda**

COO BRAND

DWIGHT'S  
 Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3 00  
 Case of 1-lb. con-  
 taining 120 pkgs. per  
 box, \$3 00  
 Case of 1-lb and 1/2-lb.  
 containing 30 1-lb.  
 and 60 1/2-lb. pkgs. per  
 box \$3.00

MAGIO BRAND Per case  
 No. 1, cases 60 1-lb. packages..... \$ 2 75  
 No. 2, " 120 1-lb. " " 2 75  
 No. 3, " 30 1-lb. " " 2 75  
 No. 4, " 60 1-lb. " " 2 75  
 No. 5, Magio soda—cases 100—10-oz. pkgs  
 1 case ..... 2 85  
 5 cases ..... 2 75









SELL SEEDS THAT FEED—  
**SPRATT'S**  
 MIXED  
**BIRD SEEDS**

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

**Ask your jobber for them.**

Packed in boxes containing 3 dozen 1-lb. packets.

**Sanitary Cans**

For Hand Filled Goods

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

**Sanitary Enamel Lined Cans**

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, Blackberries, Sour Cherries, Huckleberries, Peas, Rhubarb, Etc.

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

Write for Samples

**Sanitary Can Company, Ltd.**

Niagara Falls, Ontario

Strength

Purity

Your guarantee for profit lies in

**"COW BRAND"**  
**Baking Soda**



because of its popularity with the housewife!

Order from your jobber

**CHURCH & DWIGHT**

Manufacturers

Uniformity

**MONTREAL**

Reliability

**FREQUENCY OF SAILINGS**

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

**DAKEY'S**  
 'WELLINGTON'  
**KNIFE POLISH**

**JOHN DAKEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass  
 and Flint Cloths and Papers, etc.

Wellington Mills London, England

The original and only  
 Genuine Preparation for  
 Bleaching Cutlery, 6d.  
 and 1s. Canisters.

**Slow Collection Cured**

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

**The Beardwood Agency**

313 New York Life Building - MONTREAL

er Coffee

case

omes.

ne.

ate colouring.

s.

ED

Montreal

40c..... 0 30  
 50c..... 0 35  
 60c..... 0 42  
 70c..... 0 55



er..... 90 cents  
 aing Powder } per doz.  
 ation.

THOMAS  
 WOOD & CO.  
 LTD.

Montreal and  
 Boston

wholesale    reta  
 lb. .... 0 40    0 60  
 ..... 0 35    0 50  
 ..... 0 30    0 40  
 All grades—either

REAM TARTAR    Per doz  
 oz. in case..... 0 90  
 oz. in case..... 1 80  
 ..... Per case  
 s. } assorted..... 7 20  
 ..... Per doz  
 y covers, 4 doz. in ..... 1 95  
 y covers, 3 doz. in ..... 3 75  
 ..... Per lb  
 doz. in case..... 0 25  
 ..... 0 26  
 ..... 0 26  
 ..... 0 25  
 ..... 0 24

acco.  
 COMPANY OF CANADA,  
 PIRE BRANCH

h, 6s..... 44  
 ..... 45  
 ..... 46  
 12s..... 44  
 ..... 46  
 ..... 44  
 ..... 56  
 ..... 56  
 ..... 42  
 rock, 6s, plug or bar. 45  
 ..... 46  
 ..... 44  
 ..... 50  
 ..... 50  
 West Pouches, 6s..... 59

y Remedies  
 YOUNG

..... \$18 00  
 ..... 9 00

ast  
 cent pkgs..... 1 10  
 3 doz. in case. 1 10

nearest office.



Good winter roads  
mean *easy hauling* of

# Salt

For best laid-down-  
prices write

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

## WETHEY'S CONDENSED MINCE MEAT

(in Cartons)

Just as staple as sugar

**No Grocer's Stock is Com-  
plete Without It**

If your jobber cannot supply you  
—write us direct.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.

## Prompt and Efficient Service

One day lately our warehouse staff was disorganized and we did not get all our orders off that day.

*"You have been giving a splendid service; but, say, you were a day late last week."*

Mr. Bristol was in a Western Ontario city the following week. In conversation with three of our customers he asked if goods came promptly. The reply in each case was the same :

It was so unusual for us to be late that everybody noticed it.

Customers of Geo. E. Bristol & Co. have become accustomed to prompt shipments.

We make a specialty of service. Try us—by our travelers, by letter, by phone. We can convince you.

**GEO. E. BRISTOL & CO.,** HAMILTON,  
ONTARIO

WHOLESALE GROCERS



**4 Free Phones  
for you.  
Use them.**

Some of that  
**BARGAIN  
IN CANNED  
GOODS**  
still left. Re-  
member, we  
guarantee the  
quality of all  
goods as  
represented.

Mont

VO

F

“

E

53 F