

CANADIAN GROCER

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

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NO. 19.



Still the leader in Blue

Keen's Oxford Blue

is the grocer's most reliable brand of laundry blue.
Its superior excellence and non-streaking qualities
make it the safest brand to sell.

For sale by all jobbers

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

Agents for the Dominion of Canada

STARCH

For Cooking Purposes, Puddings, Blanc Manges, Desserts,

Benson's "Prepared" Corn

For the Finest Laundry Work

Edwardsburg "Silver Gloss" Starch

are unequalled as trade-getters and trade-holders.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

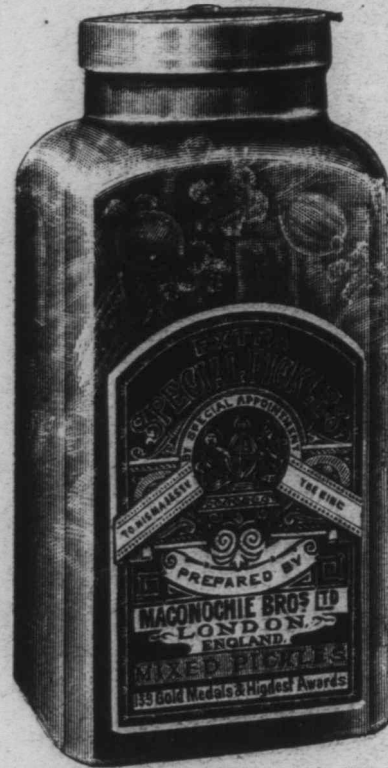
For
Sale
by
All
Grocery
Jobbers
in
Canada.

MACONOCHIE'S

Mixed

Chow

Walnuts



Gherkins

and

White

Onions

PICKLES

Fresh, crisp, home grown vegetables preserved in pure malt vinegar. They please the most discriminating customers and besides they show a good profit to the grocer.

New shipments of all lines will arrive next week with your Wholesaler. Ask him or ask our agents.

MacLaren Imperial Cheese Co., Ltd.

Maconochie Bros., Ltd.

LONDON, ENGLAND

Fish From Scotland

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

The Shields Ice and Storage Company

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

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

The French Macaroni

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

Made By Felix Codou

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

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



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

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

We can Interest You in all Kinds of

CANNED FRUITS

It's worth your while to look up your stock.
Send us your orders. Prices right.

EBY-BLAIN, LIMITED
Wholesale Grocers TORONTO

RICHEST IN QUALITY

ABSOLUTELY PURE

MAKES FRIENDS EVERYWHERE

LEADS ALL COMPETITORS

ALWAYS RELIABLE

LONGEST ON THE CANADIAN MARKET

SURE TO PLEASE

THE MOST EXACTING PALATE

ENQUIRE FOR PARTICULARS

AND WE ARE SURE YOU WILL BE A BUYER

RAM LAL'S PURE TEA CO., Limited

266 St. Paul Street, Montreal

Book-keeping Without Books

The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

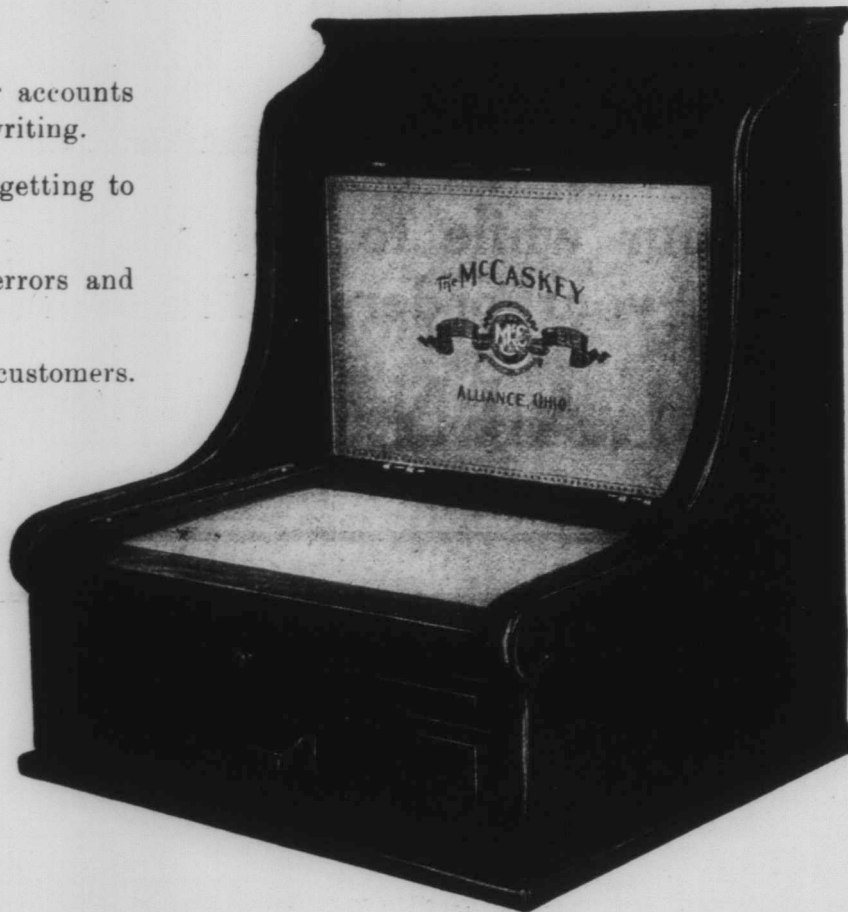
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of

Cash Sales,
Credit Sales,
Cash on Account,
Produce and Exchange Sales,
C.O.D. Sales.

Gives you
COMPLETE
DETAILS
of your
business.

A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

If you do a Credit Business, you should have a Credit Register

WRITE US FOR FURTHER INFORMATION

The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton,

- Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

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

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

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

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;
and

Fourth: Because of Its Cheapness Regardless of Cost.

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

BOOST YOUR BUSINESS

You can do this partly yourself but a great deal depends upon the quality and character of the goods you sell. In the fruit and vegetable line there is no canned variety that will help you more than

The Old Homestead Brand

In producing these lines, quality is first, last and always our motto. A clean, hygienic factory, the greatest care in selection, and the most up-to-date method of sanitary processing ensure the pure wholesome nature of our goods--goods which you can safely stock for real satisfactory business.

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

The Old Homestead Canning Co.

Picton

Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes

Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

"PEERLESS" Brand Canned Goods

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

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON



THE A 1 SAUCE

**A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."**

**Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.**

For full particulars and prices write our Agents :

**GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.**

BRAND & CO., Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.
LIMITED

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

■ **Never Forget Old Friends** ■

An old friend that has stood the
test of years is

Cooper Cooper's
Delicious Tea

"Tea Plant" Brand

Packed in $\frac{1}{2}$ lb. Sealed Canisters
at 40 — 50 — 60 cents per lb.

You *must* stock Cooper Cooper's Tea if you stock the *best*

CANADIAN AGENTS:

Green & Co., 25 Front Street East, Toronto, Ontario
D. Stamper, P.O. Box 793, Moose Jaw, Sask.

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

Hesitation Means Loss! ! ! !

The West is Open to You

Do you not desire to sell your goods in the prairie provinces?

Do you want reliable representatives to undertake the task?

That's our business exactly if you will permit us to do so.

Scores of eastern manufacturers and shippers will bear testimony to our success, enterprise, and business integrity.

Whether you wish to do business with the wholesaler or direct with the retailer, let us act as your agents.

We have the facilities and foresight to reach those you desire to serve.

LET US DISCUSS IT BY MAIL

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

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

Chocolate Bordeaux

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

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

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

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

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

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

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "SWEETS THAT SATISFY."

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

IT WILL PAY YOU TO BUY A

"Eureka" Refrigerator

BECAUSE YOU CAN'T GET A BETTER ONE



"Eureka" Refrigerators have the most perfect circulation of dry, cold air known. Impurities are quickly carried off in the waste water—the food is kept sweet and fresh—no outside ventilation is needed—wet matches kept in the cooling chamber 12 hours become dry enough to light—and the consumption of ice is remarkably small. They are being used by the leading Butchers, Grocers, Hospitals, Hotels and Restaurants.

"Eureka" Refrigerators are lined with either porcelain or with Odorless Spruce coated with pure shellac. Zinc, or iron galvanized with zinc, is never used, because the zinc corrodes and poisons the food. Nothing equals the Odorless Spruce which we have been using for twenty years.

"Eureka" interior fittings can all be removed in a moment for cleaning.

EUREKA REFRIGERATOR COMPANY, LIMITED

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



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

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

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

IT WILL PAY YOU

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

Are You Handling the BEST Package Tea on the Market ?

“MELAGAMA”

We aim to send out the quality that pleases every taste, and our cash rebate in every package creates enthusiasm and advertises the merchant that handles this renowned blend. If you are not selling it yet, do us the favor of adding your name to our already lengthy list, or give us the pleasure of forwarding you a ¼-lb. sample “gratis,” and after you have “tasted and tried before you buy” our “Melagama” Tea, that has justly won so many “Diplomas” see prices and particulars on the last page of this issue and send us an order, or give our traveller who calls on you regularly a trial order, and you will ever handle “Melagama.”

MINTO BROS., TORONTO and BUFFALO



Trade Mark Reg.

SATISFY YOUR CUSTOMERS

Sell them the

“SCHRAM AUTOMATIC FRUIT JAR”

made of clear crystal glass, with wide mouth Only two pieces—the jar and the cap. No rubber bands—no leakage.

New caps with rubber, retail at 15c. dozen.

We are creating the demand; get your share of the business.

Clever advertising plans will be sent free to dealers on request.

THE SCHRAM AUTOMATIC SEALER CO., OF CANADA Limited

WATERLOO, CAN.

1566



Trade Mark Reg.

“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.



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ doz. in crate.

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

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

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

Would You Know

DRY GOODS REVIEW

10 Front St. East
TORONTO

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

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

Get a Big Slice of Business

You can do it just now by pushing the sales of **Jams** and **Jellies** when the ordinary fruit supply is scarce. The best selling goods are the

E. D. S. Brand

This is a trade mark of absolute purity—not a mere say-so, but a positive guarantee. We use only high-grade fruits, pure cane sugar packed in sterilized air tight bottle and cans.

AGENTS

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

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



THE "ROYAL" ELECTRIC COFFEE MILL LEADS THEM ALL



It's the mill that cuts the Coffee.

It's the mill that booms your Coffee trade.

It's the mill that cuts 50 pounds of Coffee for 1c.

It's the mill you should see before deciding to buy.

The following letter tells its own story:

The A. J. DEER CO.
Gentlemen:

Greenville, S. C.

After having used your "ROYAL" Coffee Mill for several months we are satisfied that it is the best mill for a grocery store there is. Our coffee trade has increased 50% since we commenced to use the "ROYAL" electric mill.

Yours truly,
(Signed)—Rush Brothers

Send for our latest catalog showing full line. It tells all about the "ROYAL."

Our motto is "The best mill in the world at the least cost to you."

The A. J. DEER COMPANY

119 West Street

Hornell, N. Y.

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited

Wallaceburg, Ont.

Pansy



Broom

It is made of the best material and is the cheapest broom, quality and wear considered, that you can handle. It will give you a trade that is profitable, an article that is worthy in every respect, while back of it is the history of this Company which, for nearly 70 years, has been building up a business on practical knowledge and experience, resulting in the high standing that our goods enjoy throughout the trade.

BUY FROM THE MAKERS

H. W. Nelson & Co., Limited

Toronto, - Canada

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers
HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British West Indies Sugar Cane.

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

For cooking and table use it is undoubtedly the best.

“THE BEST THERE IS”

Agents

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

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Quality Talks

every time, and in Coffees we are in a position to give you the best.

Chase & Sanborn

The Importers

MONTREAL

For a Good Thirst
Quencher Sell

BATGER'S

Lime Juice Cordial
and Lemon Squash

Ready to Use

Rose & Laflamme, Limited
Montreal - Toronto

BATGER'S

Xmas Goods

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

The range offered includes:

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

also

Batger's English Confectionery

Justly famous wherever known

WAIT FOR OUR TRAVELER

Rose & Laflamme, Limited
Montreal and Toronto

JAPAN TEAS

TO JOBBERS Cable just received advises quality of New Crop good.
We are now in a position to submit cable quotations.

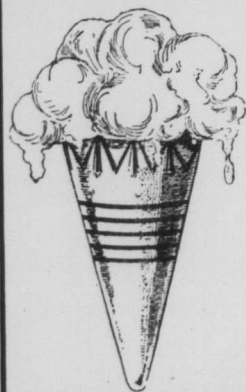
S. T. NISHIMURA & CO.
MONTREAL and JAPAN



"McLean's" White Moss Cocoanut

When you see the name *White Moss Cocoanut*, and this still further guaranteed by the name "*McLean*" you may be sure you are looking at the best cocoanut in the best package on the market—You can safely stock it.

The Canadian Cocoanut Co., Montreal



In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in the world.

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

**It sells
like Lightning**

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

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

**CAMP
COFFEE**

ROSE & LAFLAMME, Limited Montreal and Toronto, Agents



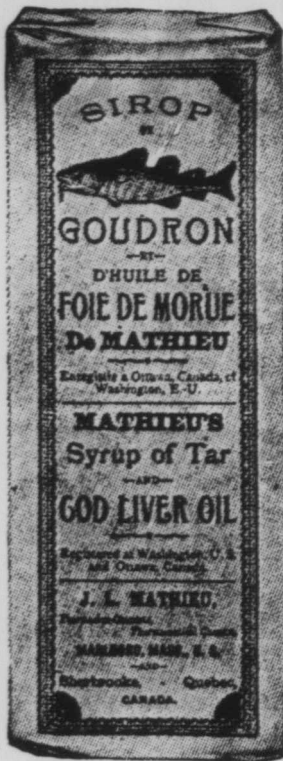
HIGHEST IN STRENGTH AND PURITY

These are the requisites of a high-grade flavoring extract such as

SHIRRIFF'S FLAVORING EXTRACTS

Every test proves that they are the best. That is the reason there is more money for you in handling them. The quality is uniform throughout and the flavor pure.

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



**WHY YOU SHOULD SELL
MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nervine Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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

PURITY SALT

IS THE KIND THAT PEOPLE CALL FOR

Dry, White, Pure and Clean

IT IS

"THE SALT THAT SATISFIES"

Write us for Prices and Samples.

The Western Salt Company, Limited
MOORETOWN, - ONTARIO

GUARANTEED ABSOLUTELY PURE

MASON'S

Reduced to sell at

15c per bottle

Prepared by

GEO. MASON

The Original, From
LONDON, ENGLAND

The **Mason, Miller Co.**

TORONTO, CANADA

Agents Wanted

NUMBER ONE SAUCE



When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley

DENIA

AND

S. Bodi

DENIA

Finest Selected

Fine Selected

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

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

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

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

Free Trip to "Toronto National Exhibition"

and Return, with Six Admission Tickets thrown in for Good Measure.

To anyone, living in Canada, who sends us new, full-year, paid-in-advance subscriptions as per schedule below, will be furnished Free First-Class Railway, or Steamship, Transportation (as preferred) to Toronto and Return, over any Canadian Railway, or Steam oat Line, together with Six Regular Admission Tickets to the Toronto National Exhibition this fall. Tickets good during the Exhibition, subject to the regulations of the transportation company issuing them.

Begin now, and see how easy it is to earn this outing. Subscriptions may be sent in any time before July 15th next, but not later, as the remaining time before the fair is required to complete arrangements for traveling accommodation for those who respond to this offer.

There is no competition, or other element of chance or risk about this offer. The distance you reside from Toronto regulates the number of subscriptions you must send. When you have sent that number, you may rest assured that our undertaking will be carried out to the letter. The regular railway time-tables will be used to determine the distance, which is to be calculated by the shortest passenger route. By consulting your railway time-table you will get this information, or we will supply it. Should you fail to secure the full number of subscriptions required, proper remuneration will be made by sending you, in lieu of the tickets, their pro rata equivalent in cash.

Notify us early of your intention to accept this offer; for convenience you may use the form below. This offer is open to ANYONE, whether a subscriber or not.

THE BUSY MAN'S MAGAZINE,
10 Front St. East.
Toronto, Ont.

Gentlemen:

I hereby accept your offer of "Free, First-Class Transportation to the Toronto National Exhibition and Return; together with Six Regular Admission Tickets to the Fair-Grounds," in consideration of which I will undertake to send you the number of new, full-year, paid-in-advance subscriptions to The Busy Man's Magazine, indicated by my X, on the schedule below. I reside no further from the city of Toronto than is indicated in the schedule opposite my X.

Miles from Toronto.	Number of subs.	Mark X
25 to 50	3	
51 100	5	
101 150	7	
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Name _____

Street _____

Town _____

Province _____

My Ticket to be Via : _____

Railway _____

Boat Line _____

Write plainly; this will insure immediate acknowledgment of your communications and safe and prompt delivery of your tickets.

THE CANADIAN GROCER.



BORDEN'S BRANDS



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

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

WILLIAM H. DUNN, Montreal and Toronto

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

BANNER BRAND CONDENSED MILK



The demand for
**BANNER BRAND
CONDENSED MILK**

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

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

THE POPULAR VERDICT!

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

IMPERIAL EVAPORATED CREAM

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

Are YOU Getting Your Share of the Trade?

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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

A SURE SELLING SPECIALTY

IS FOUND IN

Canada First Evaporated Cream

Every can is guaranteed absolutely pure, and grocers find a strong demand for this superior product from mothers, housewives, boarding houses, hunters, fishermen, explorers, lumbermen, etc.

The best to handle is the line

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO





IT IS DIFFICULT

to make one Broom which will be satisfactory for all purposes, but with the three standard lines

Klondike
Jubilee
A
N
D **Sterling**

you can satisfy all demands. These lines have been on the market for twelve years and have never failed to give satisfaction.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

Grocers' Specialties

Coffee	Prunes
Tea	Raisins
Spices	Ev. Apples
Extracts	Ev. Peaches
Jams	Ev. Apricots
Jellies	Ev. Pears
Syrup	Starch
Molasses	Cereals

Ask for Quotations

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

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

ORIGINAL LANGLEY WARE

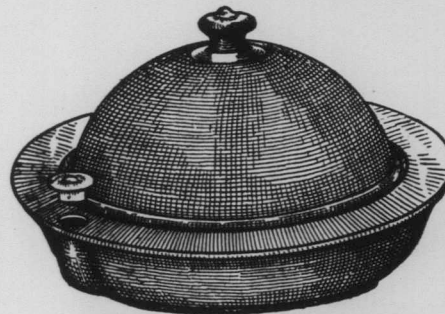
MADE IN

ALL SIZES



FRENCH COFFEE FILTERS

BROWN
 AND
 GREEN
 WARE



Made in
 three Sizes:
 8 inches,
 9 inches,
 and
 10 inches.

HOT WATER MUFFIN PAN

WRITE FOR NEW ART GOODS ILLUSTRATIONS AND QUOTATIONS

British Columbia and Yukon Territory Agents
W. HARRY WILSON & CO. Vancouver

Sole Agents for Canada
CARVETH & COMPANY
 600 Linasay Building, Montreal

THE CANADIAN GROCER.

SARDINES

Finest French Fish, 1-4s (20-25 Fish) In best oil
Fine French Fish, 1-4s (14-16 Fish) In best oil
ALSO FULL RANGE OF PORTUGUESE AND DOMESTIC

The Davidson & Hay Ltd., Wholesale Grocers Toronto

ST. LAWRENCE Granulated Sugar

Maintains its high standard of excellence. This is proved by the following recent Government analysis:

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co's Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99.99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed)

MILTON L. HERSEY, M.Sc., LL.D.

Provincial Government Analyst.

The ST. LAWRENCE
Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Absolute Purity is Essential

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

PUT UP ONLY BY

S. H. EWING & SONS, Montreal and Toronto

Tartan
BRAND

SIGN OF PURITY

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries
HAMILTON, ONT.

Build up your trade with the Best Goods.

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

Send us sample orders and see the magic change.

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

WHITE SWAN COFFEE

Is a perfect blending of the
FINEST MOCHA AND JAVA

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

REMEMBER
WHITE SWAN COFFEE

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

ARE YOU RECEIVING
YOUR SHARE OF THIS TRADE?

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

White Swan Spices & Cereals, Limited
TORONTO

WHITE SWAN GOODS



ARE GOOD GOODS
ALWAYS.

WHITE SWAN GOODS



ARE GOOD GOODS
ALWAYS.

Cables—BOYD, TRINIDAD

All Codes Used

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

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.

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

Correspondence Invited.

London and New York, Frame & Co.



**NO
MORE
BROKEN
GLOBES**

CIRCULARS MAILED ON APPLICATION

3 in 1 CAN BE USED FOR **DASH LANTERN SEARCH LIGHT COLD BLAST** **1-3 cost**

SOLD BY ALL WHOLESALERS

Manufactured in Canada by **THE SCHULTZ MFG. CO., Ltd.** HAMILTON, CANADA

A. H. BRITTAIN & CO., Sales Agents, MONTREAL



In the Spring time the average householder and housewife have to do a great deal of work that soils, besmears and blackens the hands, and you, Mr. Grocer, should recognize this is the

**Season for Selling
Snap Hand Cleaner**

It has many substitutes, but there is nothing to equal the original, nothing that your customers will accept on the plea of "just as good." The essence of Snap is, that it is the only genuine and original hand cleaner—remember that.

The Snap Company, Limited

Montreal, - Canada

**If the Merit
Wasn't There**

We couldn't in a thousand years sell the salmon we have under the **QUAKER BRAND**.

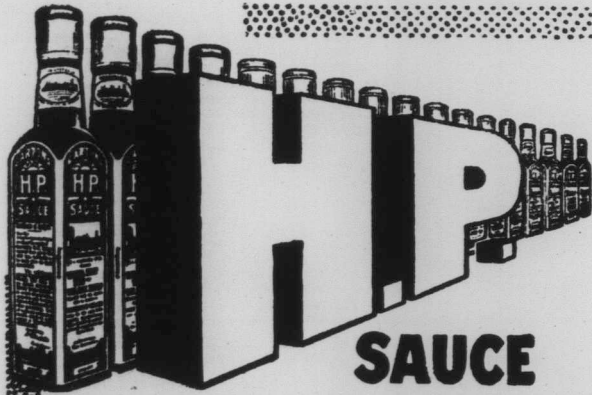
It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for **THE BEST** in salmon for years.

Your own interests demand that you sell the best Salmon—**QUAKER BRAND**

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



THE PEOPLE NEED H.P.

Bright "live" aggressive Canadian advertising will send the people to the stores for H.P. Sauce—England's most popular condiment. Stock melts like snow. The people are beginning to appreciate the world's best Sauce, so don't run short of H.P. Our advertising will send the customers; do your part; be ready to supply them, and a large and permanent trade is yours.

"Tasting" bottle with quotation (full ordinary size) on application to our Canadian Agents.

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

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

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

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

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

"Turn Your Spare Time Into Money."

When you read this paper do you ever think of the opportunity open to you if you have spare time to look up new subscribers.

We publish other trade papers and require representatives to push circulation.

If you show business-getting qualities, we can always offer you promotion. Consider the opportunity of further extending your business education, and adding to your income at the same time; because, to be successful in canvassing for trade papers, you must study and understand them; to study and understand them is to absorb practical information, and to increase your earning power, by getting a grasp of every day actual business happenings as they occur and are disposed of.

This work, while affording valuable experience in modern business methods, will substantially increase your income, as our commissions are liberal.

When applying give references and state your qualifications for the appointment.

THE CANADIAN GROCER
TORONTO, CANADA



BALAKLAVA SARDINES

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

Send for Sample and Quotations

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

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

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

SITUATIONS WANTED.

MAN with 20 years' experience in business open for engagement as traveler through Province of Quebec for manufacturing concern. Best of references. Box 305, GROCER office, Toronto. (19p)

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

AGENCIES WANTED.

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

PROPRIETARY MANUFACTURERS desiring to introduce their goods to Grocers and Stores throughout United Kingdom, can secure thorough representation. Experienced staff of travellers and complete sales organization. William Hill, McAlpine Street, Glasgow.

COUNTER CHECK BOOKS.

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

FOR SALE.

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

BOOKS FOR THE GROCER.

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

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

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

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

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

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. W. Clowes & Sons, Ltd., 23 Cockspur St., London, S.W.

WANTED.

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

ADDING MACHINE.

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

MISCELLANEOUS.

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

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

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

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

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

AN EXTRA 1 PER CENT. PROFIT.—A National Cash Register will earn at least an extra one per cent. profit for any retail merchant. The National Cash Register Co., F. F. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, Ont.

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

MAPLE SUGAR—Cakes or tins. Written guarantee of purity. Woodman & McKee, Coaticook, Que. (19p)

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

Try a business card in
The Canadian Grocer.

EXPORT TRADE DEPARTMENT.

Messrs. Gordon, McDonald & Co., 67 Cross Lane, Eastcheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Domestic." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

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



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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

CANADIAN OFFICE, VANCOUVER, B.C.

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

ESTABLISHED 1849

BRADSTREET'S

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

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

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

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager
 Western Canada, Toronto

A. Boake, Roberts & Co., Limited

STRATFORD

LONDON - - ENGLAND

For:—

Vinegar and Sauce Coloring

**Essential Oils
 Essences
 Oil Lemon**

**Acid Phosphate & Phosphate Lime
 Precip.**

Harmless Colorings

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.
 CORISTINE BLDG.
 MONTREAL

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

MANUFACTURERS' AGENTS' DEPT.
 (Continued from page 2)

R. B. COLWELL

Representing in Nova Scotia

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

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

265 Barrington St.
 Halifax, N.S.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes
YOU SHOULD SELL IT BECAUSE:

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

Manufactured only by:

The American Dressing Co., Ltd.
 Montreal

Trade with Ireland—

There are millions of Irishmen who don't know about these fine Canadian Biscuits, Jams, Jellies etc. THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL calls weekly on 5,000 grocers and general storekeepers.

If you want this business write us for particulars how to get close to them.

10, Garfield Chambers, Belfast, Ireland

WINNIPEG STORAGE

TRACK WAREHOUSE

Consignments solicited, stored and reshipped to order.

K. J. JOHNSTON

Wholesale Commission Broker.

Box 122 Winnipeg. Reference, Bank of Commerce.

A SUGGESTION

That offers possibility of a larger profit-earning or increasing your sales.

When a wholesale or manufacturing house has a specialty to offer the trade, it can help its travelers considerably by advertising in the recognized grocery trade journal, The Canadian Grocer, thus ensuring a warm welcome for the traveler.

If your proposition is one which interests the retailer—he will be waiting for the traveler to come along.

There is a remarkable resemblance between food and advertising. Advertising is the food of business; it is needed to sustain business-life, as food is needed for strength and vitality. Don't starve your business; give it regular and wholesome diet—give it a good supply of strengthening advertising in The Canadian Grocer.

Write Our Offices as Under for Rates, etc.

Montreal : Eastern Townships Bank Bldg.
Toronto : 10 Front Street East.
Winnipeg : 511 Union Bank Building.
New York : 622 Tribune Building.
Chicago : 933 Monadnock Block.
London, Eng. : 88 Fleet Street, E.C.

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Borde
Boyd
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Brant
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Bropl
Busy

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Cana
Cape
Carg
Cart
Cart
Carr
Ceyl
Chas
Chri
Clan
Clan
Clav
Coly
Com
Com
Coo
Cot
Cox

Dal
Dav
Dec
Dig

There is

NO TIME LIMIT

to the popularity of

"SALADA"

Hundreds of pounds
were sold

YESTERDAY

Thousand of pounds
are being used

TO-DAY

and its popularity will
be greater still.

TO-MORROW

Because

QUALITY IS THE SALESMAN

INDEX TO ADVERTISERS

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

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H	Davidson & Hay 20	Dawson Commission Co. 64	Deer, A. J. Co. 12	Dignard, Ltd. 13	Dominion Molasses Co. 13	Dominion Warehousing Co. 2	Don Storage & Oartage Co. 5
I	Eastern Canning Co. 23	Eby-Blain Limited 3	Edwardsburg Starch outside front cover	Enterprise Mfg. Co. 68	Escoffier, W. H. 52	Estabrooks, T. H. 10	Eureka Refrigerator Co. 20
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K	Gibb, W. A. Co. 64	Gillard, W. H., & Co. 19	Gillett, K. W. Co., Ltd. 53	Goodwillie & Son 71	Gorham, J. W., & Co. 4	Grant, W. J. 60	Gunns Ltd. 50
L	Ham & Nott 66	Hamilton Cotton Co. 67	Hill, Wm. A. 21	Hillock, John & Co. 67	Howard Bros. 61	H. P. Sauce 23	Hough Litho Co. 67
M	Imperial Extract Co. 15	Imperial Tobacco Co. 60	Irish Grocer 25	Island Lead Mills Co. 67	James Dome Black Lead 70	Johnson, J. K. 23	Jones, C. & J. 2
N	Kilgour Bros. 67	King, John, Co. 19	Lake of the Woods Milling Co. 59	Lambe, G. W. A. 2	Laporte, Martin & Co. 27	Leitch Bros. 54	Lind Brokerage Co. 3
O	Lucerna Anglo-Swiss Milk Ohoc. Co. 55	Lytle, T. A. Co. 48	Magoe, Fred. 64	Magor, Frank. outside front cover	Malcolm, Jno. & Son 18	Mason, Geo. & Co. 48	Mason, Miller Co. 16
P	Mathewson's Sons 22	Mathieu, J. L., Co. 16	Michelin Show Case Co. 67	Midland Vinegar Co. 23	Millman, W. H., & Sons 2	Minto Bros. 11	Molins Food Co. 15
Q	Montréal Biscuit Co. 10	Mooney Biscuit and Candy Co. 57	Morse Bros. 70	Mott, John P., & Co. 56	National Licorice Co. 56	National Salesman's Training Assn. 47	Nelson, Dale & Co. 56
R	Nicholson & Bain 49	Nishimura, S. T. & Co. 15	Oaxville Basket Co. 28	Oakey, John, & Sons inside back cover	Old Homestead Canning Co. 6	Paradis, C. A. 54	Peterson's Sauce 12
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U	Scott, David, & Co. 24	Smith, E. D. 12	Snap Co. 22	Snowdon & B. rland 2	Sonne, Thos., sr. 67	Sprague Canning Machinery Co. 52	Stamper, D. 2
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W	Thomas Bros. 52	Thurston & Braidich 49	Tipnet, Arthur P., & Co. 1	Todhunter, Mitchell & Co. 23	Toronto Salt Works 52	Truro Condensed Milk Co., Ltd. 50	Tuckett, Geo. E., & Son Co. 61
X	Underdown & Creighton 16	United Factories 28	Verret, Stewart Co. outside back cover	Wagstaffe Limited 71	Walker Bin & Store Fixture Co. 65	Walker Hngb. & Co. 63	Wallaceburg Sugar Co. 12
Y	Warmirt n. J. N. 12	Warren, G. O. 3	Watson, Andrew 11	Watson & Truesdale 2	Weese, G. Wallace 2	Western Assurance Co. 68	Western Salt Co. 15
Z	Webber, J. E. outside back cover	White & Co. 63	White Swan Spice & Cereals, Ltd. 21	Win Isor, J. W. 65	Wiseman, R. B. & Co. 49	Wood, Thomas, & Co. 72	Woodruff & Edwards 67
	Woods, Walter & Co. 10	Yonge, W. F. 56					

Special Committee Will Consider Assessment Act

Throughout Ontario when the operations of the new assessment act come into force in January, 1905, resulting in the business assessment being substituted for the personal property tax, it was generally felt that some radical move on the basis of definite, accurate, and more equitable valuations was needed; otherwise, no change would have been inaugurated. After nearly five years of trial it is admitted that the business assessment as a substitute for the personal tax is, on the whole, preferable, although as time has proceeded some inequalities have developed in the working out of the new order of things, not only with regard to business assessments of manufacturers, wholesalers and retailers, but also in connection with the assessment of income, etc.

During the recent session of the Ontario Legislature several notices of amendments to the act were brought forward and specific cases instanced where its provisions were unfair, but the Government felt that to make changes in order to meet these objections would constitute a bad precedent and create a muddle. Patching up an assessment act, once in operation, is like tinkering with the tariff. It would create uneasiness, discord and dissatisfaction. If any alterations are to be made they should be general and take in the whole scheme so that business conditions and standards of valuation may not be too much upset. Mercantile interests want to know exactly where they are at.

Special Committee Appointed.

Nothing was carried out in the shape of amendments last session, but a special committee was appointed shortly before the House adjourned, to inquire into and report upon the working of the present act and to this committee all bills having in view the changing of present provisions were referred. All these will be thoroughly considered by the committee which will bring in a report at the next session when the provisions of the whole act will come under review. Any changes that are deemed desirable from the standpoint of the many rather than the interests of the few, will likely be made. Merchants and manufacturers, wholesalers and retailers, who think that some of the present clauses should be altered, would be acting in their own welfare if, in the meantime, they present their views and lay their objections before members of the special committee which is a large one, and representative of all parts of the province.

The special committee is composed of Sir James Whitney, Premier; Hon. W. J. Hanna, Provincial Secretary; Hon. A. J. Matheson, Provincial Treasurer; W. K. McNaught, North Toronto; J. W. Johnson, West Hastings; I. B. Lucas, Centre Grey; W. F. Nickle, Kingston; Col. Hugh Clark, Centre Bruce; Henry

Ontario Legislature Likely to Make Some Amendments at Next Session —All Proposed Changes will Meanwhile be Considered —Working Out of the Business Assessment Generally Regarded as an Improvement on the Old Personal Property Tax—Manufacturers and Coal Merchants Want Reduction in Ratings — Other Retailers Fairly Well Satisfied at Present.

Eilber, South Huron; W. S. Brewster, South Brant; W. H. Hoyle, North Ontario; G. H. Pharand, Prescott; J. R. Dargavel, Leeds; W. H. Hearst, Sault Ste. Marie; James Torrance, North Perth; P. H. Bowyer, East Kent; F. G. Macdiarmid, West Elgin; J. J. Preston, East Durham; George Pattinson, South Waterloo; Allan Studholme, East Hamilton; Hon. A. G. MacKay, Leader of the Opposition; Daniel Reed, South Wentworth; V. Stock, South Perth; W. J. McCart, Stormont; James McEwing, West Wellington; Duncan C. Ross, North Middlesex; Wm. Proudfoot, Centre Huron; J. C. Elliott, East Middlesex.

Why Change Was Made.

The reason that the business assessment was substituted five years ago for the personal property tax was that it had been the experience, not only in Ontario, but all through America it was found impossible to equitably assess personal property; that an assessor had not the means of getting at a fixed, true valuation, and that there was no definiteness, certainty or foundation for the system. These and many other reasons were urged in favor of a change. Under the old system different methods of escaping taxation were resorted to while the whole plan was found to lead to deception, suppression of facts, and evasion, in the matter of liabilities, liens, and notes, the latter being often greatly exaggerated. The loop-hole was afforded by sub-section 20 regarding "exemption" in the matter of a personal tax, which says: "So much of the personal property of any person as is equal to the just debts owed by him on account of such property." This was the avenue of escape and the machinery provided to get at correct returns was ineffective and inoperative. Some men could, and frequently did refuse to give an assessor a statement of assets and liabilities and then the assessor had largely to resort to guesswork.

As result of crude methods, inequalities and other objections, the business assessment came into force whereby the merchant, the wholesaler and the manufacturer are assessed a certain proportion of the value of the real estate or

premises occupied by them, the rating varying from 25 to 150 per cent. of the total value of their respective quarters, and to what purpose they are devoted. No man, however, can escape, if he is engaged in business, for the law does not permit him to pay taxes on a less value than one hundred dollars.

How Merchants Are Assessed.

All grocers, hardware merchants, plumbers, dry goods merchants, and others, under the business assessment, are assessed at 25 per cent. of the value of the premises occupied where the population of the municipality is over 50 000; 30 per cent. where the population is over 10,000; and 35 per cent. if under 10,000. The business tax of wholesalers is 75 per cent. and manufacturers 60 per cent. Coal merchants are rated at 50 p.e., except in cities of over 100,000 population, where it is 30 per cent. This method is easy of application, definite and fixed and the assessor does not have to delve into the private affairs of everyone doing business. It is not claimed that the new system is equitable from a basis of wealth, and could not be for the reason that a percentage of the assessed value of the land is taken as the business assessment in lieu of the value of personal property. Large capital is employed in small places and vice versa, but its advocates contend that it has this effect; and that is, no one can escape. Under the old way, debts due on account of personally were to be deducted and it is said that not one-tenth of the personal property liable to assessment was assessed. Under the business assessment a certain rating is fixed by the act and an assessor cannot go beyond this rating. Here is where the improvement comes in, although the rating may afford causes of dissatisfaction.

Inquiries made from the city assessment department in Toronto and other cities elicits the information that the new system of business assessment is regarded as a decided improvement, and, while not perfect perhaps, is more satisfactory than the personal property tax. In fact, the number of appeals entered by merchants wholesalers, and manufacturers are not one-half what they used to be under the old order of things.

Difference in Rating.

The question naturally arises why rate some at 25 per cent., some 50 per cent., some 60 per cent., and so on up to 150 per cent? The answer is that, in framing the act and considering its effect on the different municipalities throughout Ontario as a means of providing taxes, it was necessary that its operation should provide at least as much taxes as were collectable under the old act. To prove this statistics from seventy-two municipalities in Ontario, showing the total assessment of their real and personal property and income were collect-

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THE CANADIAN GROCER.

ed and statements were obtained also of the amount of taxes collectable from the merchant, the manufacturer, the wholesaler, and others and the assessed value of their real property, so that by supplying the present ratings it was satisfactorily demonstrated that no loss in taxation to any of these places would result. There were also, other reasons for the discrimination in rating, particularly in the larger cities.

E. M. Trowern, secretary of the Retail Merchants' Association of Canada, states that, with very few exceptions, the system of business assessment is giving satisfaction to retailers throughout the country. So far as he knows coal merchants are the only ones complaining. They believe that their rating in places under 100,000 population should be reduced to thirty per cent., the same as that of the majority of retailers. Manufacturers have raised objections and contend the rating of 60 per cent. for them is too high. For various reasons they maintain that the figure should be fixed at 50 per cent. The framers of the act, however, it is said, fixed it at 60 per cent. generally, because, with few exceptions, it is not necessary that manufacturers be located on valuable land.

All objections entered by any business interests will be taken into consideration by the special committee appointed by the Legislature and all anomalies and inequalities, if successfully established, will, in all likelihood, be remedied next year. The general opinion is that the business assessment, although having weakness, is preferable to the old mode. In a recent address before the National Tax Association Mr. Foreman, Assessment Commissioner of Toronto, declared that, as a substitute for personal property, the business assessment is so far in advance of the former system, that the assessment of personal property as such, will, in his opinion, never be revived.

ADVANCE OF CANADIAN SALT.

Now being Extensively Used for Table, Dairy and Canning Purposes.

"Five years ago wholesale grocers sold nothing but English salt; five days ago a representative of an English salt firm called on the trade in Toronto and he couldn't make up a carload."

This was the statement made to the Grocer the other day by a grocery wholesaler. He added that he had some English salt on hand which he had bought some months ago and that there was now little demand for it. The lack of demand was not due to any inferiority of English salt but to the coming of Canadian salt on the market.

Not many years ago little Canadian salt was utilized for canning purposes but now the majority of the canners in Ontario use it. Our own salt has been shown to be inferior to few others and for this reason and because it is easy obtainable it has rapidly grown in favor.

It is, of course, difficult to obtain ab-

solutely pure salt, technically known as sodium chloride. It may be said that it is impossible. Adulterations consist of moisture, residue insoluble in water, calcium sulphate, calcium chloride, and magnesium chloride. The insoluble residue is starch.

The less these adulterants appear in salt the purer it is. Some time ago the government through the Inland Revenue Department collected 87 samples of common salt from retail stores in Canada. The result showed that Canadian salt in most cases excelled the imported varieties.

The samples were promiscuously collected from stores all over the Dominion and another feature shown by the analysis was that Canadian salt was almost exclusively used. For table and dairy purposes as well as for canning, salt of our own country is extensively used. The analysis referred to shows that it is qualified for these purposes and that it is making headway.

LEAVING THE ROAD.

Travelers Form Partnership in Establishing Wholesale Business.

Chas. S. Parsons, a traveler for John Sloan & Co., Toronto, for over 28 years, and Philip H. Brown, traveler for five years for the same firm, united their forces May 1 and opened a wholesale grocery store at 78 Colborne St., Toronto, to be known as Parsons, Brown & Co.

The former belongs to the old brigade of knights of the grip, having started out on the road in the year 1881. In his early days as traveler he covered the Wellington, Grey and Bruce district, but



C. H. PARSONS,

Twenty-eight Years a Traveler Entering Business for Himself.

during recent years his territory lay in Toronto city and the main points on the Northern Ontario ground in the Midland district. He was with the original firm of Sloan, Jardine & Mason. Mr. Jardine retired from it about 20 years ago to go with the Pure Gold Manufacturing Co. He traveled for the firm when the late Herbert Mason was connected with it. When he passed away the late Fred

Mason became Mr. Sloan's partner and after him came W. C. Crowther. They were in business for ten years before the present arrangement was made. Through all those years Mr. Parsons was with that business until now with Mr. Brown he establishes himself in the wholesale grocery trade.

Philip H. Brown is a younger man than his partner, having been born in



P. H. BROWN,

A Young Traveler Who Forms Partnership with Mr. Parsons.

1873. His birth place was Mimico, where he received an early experience in business in the flour and feed trade. His father was the late C. E. Brown, one of the pioneers of York county.

With Harry C. Burgess, in 1891, he began his business career in flour and feed. The following year he purchased the business for himself and in 1897 added general merchandise. Ill-health, however, forced him to relinquish the business in 1902. The following year he took a trip to the Old Country in connection with an export apple business which he established. Health having returned, he was able to resume work again and secured the position of Toronto traveler for the firm he left last Friday night to again begin business for himself. He started in business originally with \$150 capital and any success he made was through his own energy and foresight.

Mr. Parsons and Mr. Brown have known each other for years and at the time Mr. Brown sold his business in Mimico were contemplating becoming wholesale grocers. Their experience, however, as travelers since that time, they believe will benefit them in the present work.

AGENTS IN B. C.

W. Harry Wilson & Co., Vancouver, have been appointed agents for British Columbia and the Yukon Territory for Lovatt & Lovatt's Langley Ware of table pottery, art pottery and fireproof pottery, and they are carrying a full line of samples. Carveth & Co., Montreal are general agents for Canada.

The Canadian Grocer

Established 1886

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JOHN BAYNE MACLEAN PRESIDENT

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PUBLISHED EVERY FRIDAY

RETAILERS GETTING ALARMED.

Retailers throughout Ontario are becoming keenly interested in the school book contract which has fallen into the hands of the T. Eaton Co.

It would be surprising indeed, were the retail merchants of this country to remain silent and inactive under the circumstances.

The fact that the T. Eaton Company have practically been given a monopoly of the school book trade of Ontario is, perhaps, of very little importance directly to the retailers, but when its far reaching significance is taken into account it is a matter that should very much interest every one of them.

It is estimated that during the first year some 700,000 books will be required from the T. Eaton Company. This means that something like 700,000 children throughout Ontario will send to the Toronto department store for the necessary readers.

The significance of this should make every retailer sit up and think, and think seriously, for not only will it be books that the parents will send to the T. Eaton Company for, but with the catalogue of that firm in their possession they will naturally, when they have to send for books, purchase other things.

While this menacing state of affairs is, for the present, confined to Ontario, business men in other parts of Canada cannot afford to remain disinterested spectators.

The T. Eaton Company can print the same books for other provinces, the only condition being that they shall not charge a higher price than that in Ontario.

What does this mean? This and nothing else: if the Governments of the other provinces become possessed of the idea of getting books at less than cost, they may be led into the temptation of making a similar contract. The retail merchants all over the country would then find themselves in a similar position to that of their confreres in Ontario. It behooves them, therefore, to be on the alert.

It is not our intention for one moment to blame the Government of Ontario. Its first thought was no doubt to get cheap books for the school children throughout that province. But in its desire for this it doubtless overlooked the fact that it was giving a monopoly to an institution which has already done a great deal of damage to the retail trade throughout the country.

Before tenders were sought the Government experts no doubt ascertained the approximate cost of printing the books. They must have known, therefore, when the tenders were received that the figures of the T. Eaton Company were below the cost of production. Knowing this, it is unfortunate that they did not realize that the T. Eaton Company, not being a publishing house in the ordinary sense, must have had some ulterior motive in quoting the figures they did.

This ulterior motive is now obvious to everyone. As we pointed out in a previous issue, every book will bear the imprint of the T. Eaton Company and every book that goes out will probably carry advertising literature, not only regarding books, but merchandise in general. As far as the retail trade throughout the country is concerned, it is here that the heaviest blow is struck.

It is not yet too late for the Government to deprive the T. Eaton Company of this trade menacing evil. It has the power to have the imprint of the educational department put on the books and the books delivered to the educational department and through that department distributed among the purchasers.

Self-interest demands that the retail merchants of Ontario stir up both their local members in the Ontario Legislature and the local press, with a view to bringing about the necessary modifications in the contract.

THE FRUIT MEN'S CIRCULAR.

Two weeks ago The Grocer endorsed the step taken by the Fruit, Produce and Provision Association of Toronto, in curtailing its credit terms to one week. We took this stand because we believed it to be in the best interests of the retail merchant who was endeavoring to carry on his business as successfully as possible, and because it would have the

tendency to exclude those grocers who, on account of credit received, were allowed to break in on the business of reliable and established men whom they injured by slashing prices and unfair tactics.

That is still our stand. The circular issued by the association is causing a good deal of opposition, but on the other hand, its purposes are endorsed by a large number of retailers. Some claim the ultimatum is unnecessarily harsh and that they will positively refuse to submit. Their contention is that while they are always willing to settle their accounts promptly, there might come a week in which it is impossible for them to do so. For such cases they would like a special consideration.

In view of this it has been suggested that the jobbers appoint a secretary to look after all questions of this nature and where he deems it advisable to allow an extra time for payment. This appears to be a reasonable request and until the new system is running smoothly it might dispose of any differences existing between the wholesalers and retailers. Eventually the cash system would prevail, as it is the proper one.

When retail merchants pay cash themselves they usually are more interested in receiving cash from their customers. The majority realize that the cash system is correct and if it can be successfully carried out it means smoother sailing in business. The jobbers are justified in their action by the tendency of the times and by proper business principles and the merchants should do their share in bringing about cash transactions all along the line.

DISHONEST MACARONI LABELS.

"What Canada wants for the protection of the grocer, the dealer in foodstuffs and the consumer is a pure food law," said a member of an influential Toronto importing house of food products to The Canadian Grocer a day or two ago in discussing the sale of macaroni and other foodstuffs put on the market under improper labels.

The United States has a law which might well serve as a basis for any legislation brought before the Canadian Parliament. Take, for instance, the case of olive oil, which is made and prepared in Lucca and many other cities in Italy and southern France.

Lucca olive oil has always been recognized as the standard for quality. Before the pure food law was made to apply in the States, however, the great bulk of the olive oil sold in that country was labelled as "Lucca" whether made there or in Genoa, Naples or any other Italian or European city. Even oil made in the United States was so labelled. At the present time this car-

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not be done. Lucca olive oil must have been made in Lucca to bear the "Lucca" label. If the oil is made in Genoa or anywhere else it cannot be marked "Lucca." In such a case the nearest approach to a "Lucca" label that can be put on the bottles is "Made in Italy." Other oils must be similarly marked "Made in France," or "Made in the U. S.," as the case may be.

Here in Canada some dealers mark and sell olive oil as "Lucca" oil, although it may not be so. Even the labels of high grade oil are sometimes closely imitated.

Perhaps more injury is done to trade here in Canada, however, in the fraudulent marking and labelling of macaroni. There is some macaroni made and put up in Canada and sold under a label as having been manufactured in Europe, and grocers and consumers buy this product under the impression that it is imported. This practice is nothing less than trade deception and misrepresentation, and under the law is amenable to the criminal code. Officers of the law, however, do not care to exercise their authority unless some person prefers a charge, and this no one cares to do. At present this fraudulent custom, while irritating, is not very generally indulged in, but there is just the possibility that it might grow and spread to other lines.

One of the most effective means to check its advance is the enforcement of a pure food law, which would protect manufacturers, importers, wholesalers, retailers and consumers, and encourage honesty in business by placing the stamp of Government approval upon right methods.

THE BOOM IN BUSINESS.

Although there are evidences on every hand that Canadian trade is rapidly improving in almost every particular, travelers report that some merchants throughout the country remain pessimistic and talk of dull times. Why this state of affairs should exist in the face of existing conditions is hard to realize.

Bank clearings, customs returns and building permits in all parts of Canada in comparison with last year indicate that there is no sluggishness in trade and probably if the retail merchants were to reflect on the amount of their business during the first four months of 1908 they would begin to realize that we are on the threshold of a banner year.

In Western Canada bank clearings are showing enormous increases from week to week. As indicated by the Calgary correspondence, the increase last week was more than a hundred per cent. above the corresponding week of last year.

Statistics of monthly customs receipts demonstrate similar progress in almost every town and city. The Dominion Government revenue receipts are away beyond those of last year, but in the increase of building permits in a dozen of the important cities of Canada there is found the best evidence of improving conditions.

For the month of March this year the permits taken out in Winnipeg showed an advance of over 645 per cent. over March of 1908. Peterboro was second, with an increase of more than 294 per cent. Halifax, Fort William and Edmonton follow next with substantial gains, illustrating that the building boom is not confined to any particular section of the Dominion.

With these facts before them, retail merchants should have little reason to complain of quiet times. While business may have been a trifle dull during the cool weather of the past couple of weeks, there is every possibility of a splendid year in the commercial arena and merchants, in order to aid in the bettering of conditions, should use their energies in booming business, instead of complaining. It will only be a short time, if the time has not already arrived, when money will be circulating in large and increasing amounts and a healthy state of affairs can be the only result.

INCREASE IN HOME CONSUMPTION

The report of J. A. Ruddick, Dairy and Cold Storage Commissioner for the Dominion, indicates that the dairy industry of Canada is going forward instead of backward. In his report he states that in the past it has been the custom to estimate the volume of the industry, partly on the factory output and partly on the export trade. He points out that this method was all right so long as the home consumption remained constant, because the export trade indicated the increase.

But now a new factor, must be taken into consideration. Latterly, our population had increased with such remarkable strides, that the old method of calculating the annual production was no longer adequate. The figures show that there has been a decline since 1903. This decline, however, has been amply compensated for by the increase in the home consumption. The decline in dairy exports for last year is given as \$7,910,340, as compared with 1903, but there has been an increased home consumption of milk amounting to \$4,500,000, of butter \$4,000,000, of cheese \$200,000 and of condensed milk \$300,000, or a total increase of \$9,000,000.

From time to time The Grocer has shown the injurious effect the habit of shipping green cheese to the English

market was having on the Canadian export trade. Englishmen have a wonderful propensity for sticking to the people who treat them well and will do anything in their power to promote the best relationship; but when they are the victims of nefarious practices it requires a long time to win their confidence again.

The Canadian people should know this characteristic well by this time and put a stop to these practices which can only lead to disaster in the future. What little advantage may be gained momentarily is only mortgaging the future of one of Canada's greatest industries and placing her reputation in bad odor in the Old Country.

Mr. Ruddick states that if the Canadian farmer gives his best attention to the manufacture of only the best grades of stock, he will find the British public will be ready to pay the best prices. If the farmers will do this they need do no further worrying about cheese boards or farmers' exchanges, or whether we shall have inspection here or there, as all of this does not amount to anything, compared with the necessity of shipping only well matured cheese to the English market. From what Mr. Ruddick states, the possibilities of the dairying industry in Canada are illimitable, but the tocsin of the future must be first-class quality.

TAKE A DAY OFF.

It will pay every merchant to take a day off once in a while and visit a strange town to study the methods of doing business, the way windows are dressed and the arrangement of the various departments in the stores.

A retail merchant may be in a rut and not know it—a whole town may be unprogressive in fact and the grocer be but a product of his environment.

Some, of course, make an annual visit to the nearest large city but a merchant is more likely to pick up an idea in a town of 5,000 or 10,000 than in a larger city.

Take your day off among a class of people similar to your own townsmen in taste, necessities and environments. Take it, not in a spirit of rivalry or criticism; neither take it with the idea that nothing good or worthy of imitation can be found in your own town. Study your lesson with a desire to learn; with a desire to make your own town better in the future if it is behind the times a little at some points, and to appreciate it all the more heartily wherever it is found to be in the lead. And always remember that there are others in this great old world who can excel us in some ways, and who will surely do so if we fail to keep alive.

Some Interesting Ontario Grocery Correspondence

Death of an Old Chatham Grocer — Stratford Grocer Makes Success at Selling Flowers—Brantford Association Have Instituted Collection System and Appointed Collector — Lindsay Grocer's Success in Ad-Writing—Annual Meeting of Ottawa Retail Grocers' Association.

CHATHAM.

May 5.—For 40 years and more connected with the grocery business here, Ingram Marshall Taylor dropped dead while leaving his brother's dental office shortly before noon on Saturday. Mr. Taylor, who was 62 years of age, first embarked in the grocery business here in 1867, continuing the business, latterly in partnership with the late C. D. Williamson, until a few years ago, when he retired, leaving Mr. Williamson in sole charge. Later, he bought the business of H. G. Reed, but sold out about a year ago, retiring from active business life. For a while he conducted a mercantile establishment at Cedar Springs. He leaves a wife and three children, John P. Taylor, the Park St. grocer, is a brother. It is a singular coincidence that thirteen months before almost to an hour the late Mr. Taylor's partner, C. D. Williamson, dropped dead, and that both passed away practically on the self same premises, where they had conducted business together for over 20 years.

Herbert Malcolmson returned on Saturday from a few days visit to Toronto calling on business friends and picking up new ideas in the grocery line. Mr. Malcolmson pays periodical visits of this nature to the Queen City, and avers that it is good business. "Every trip pays for itself," he says.

Prices on the market had an upward trend Saturday. Eggs went up to 17c, while butter remained steady at 25c. Live hogs sold for \$7.30 per cwt., though on Wednesday they sold as high as \$7.50—a practically unprecedented price. Saturday's deliveries were very large. Maple syrup has been selling at 40c a quart for the real stuff, though some sold at 35c.

According to a correspondent, Blenheim grocers are perpetrating an unique stroke of business, in paying 10c a dozen for eggs where the regular market price is 16c and 17c.

Though there will be plenty of imported ice in Chatham this summer, the price is going to be high compared with former seasons, and a corresponding boost in ice cream and kindred products is assured. The two local dealers in ice, W. M. Grant & Co. and John Terry & Sons, have joined forces under the name of the Grant-Terry Co. They announce that henceforth monthly settlements will be the rule.

Frank C. Peck, the Jeannette's Creek grocer, is visiting in New Ontario.

Mr. Keerns of Wallaceburg, formerly of Chicago, will shortly open a grocery and general store at the corner of concession 14 and the electric line, Dover.

STRATFORD.

May 5.—In spite of the chilling breeze which prevailed, the market on Saturday was well attended, and a good supply of produce was offered for sale, but little change in prices was noted. Apples

were a scarcity, while potatoes still maintained a high price. Eggs and butter remained firm at 20c to 22c for butter, and 18c for eggs. Chickens sold at 50c to 60c, and potatoes \$1 per bag.

In the grain market wheat has jumped from last Saturday's price of \$1.15 to \$1.25, and visions of an increase in the price of flour and perhaps of bread loom up large upon the horizon.

Live hogs have dropped a little from last week and were quoted Saturday at \$7 to \$7.10. Evidently the farmers are taking advantage of the high prices offered.

Maple syrup is very scarce, the farmers of this district having sold their surplus stock. The price at present is \$1.50 per gallon.

Lettuce, onions, radishes and rhubarb are selling very briskly these days, while pot plants and cut flowers are forming a good side line in some stores. One grocer here has worked up quite a paying business in flowers. He has made arrangements with a leading florist to supply him blooming plants in pots and cut flowers by the dozen. These are brought to the store on Friday and those not sold are returned to the greenhouse on Monday, and a very good commission is allowed for all plants sold. This grocer declares if he made no profit at all on his flowers it would still be a paying venture as it brightens the store and adds greatly to his window display.

The pineapple is finding its way into the stores in great quantities of late some of the stores having the windows full. The prices asked are 10c, 15c and 25c. Imported strawberries, too, are selling quite readily at 15c per box, and two for 25c.

McCully & Haugh have a demonstrator all this week serving jellies and coffee. In connection with the demonstration they have in their window a fine display of prettily molded jellies.

BRANTFORD.

May 5.—At the regular meeting of the Grocers' and Butchers' Association last Tuesday evening, it was unanimously decided that the stores close and the clerks be given their usual half-holiday on Wednesday afternoons during the months of June, July and August. A committee was appointed and given power to choose the date, and make the arrangements for the annual excursion to Niagara Falls. A report was also given by the members who are on the committee appointed to deal with the collecting system. They secured enough funds to pay everything the first year and advertised for a collector. The committee already have over 30 applications for the position.

Later—At a meeting of the committee who had the appointment of a collector in charge on Monday evening, after due deliberation on the forty applications for the position, chose Norman Willitts for the position. He is at present secretary of the Grocers' and Butchers' Association. Being an ex-grocer he should be well qualified to fill the position.

J. Russell, who has been in business for about 6 months at the corner of Pearl and Waterloo Streets, has sold his stock and the store is closed.

Pettit & Willitts, bakers, have dissolved partnership. The business will be continued by Harry Pettit. Mr. Willitts, who is secretary of the Brantford Grocers' Association, has not decided yet what he will do.

There was an excellent spring market last Saturday morning, and the attendance was fairly large. Eggs were quoted at 16c to 18c per doz. but were soon picked up. Buyers are offering 17c per doz. for them and this will keep the price up. Butter was 23c and 25c per lb. and chickens were plentiful at \$1.25 to \$1.60 per pair. In spite of the fact that local butchers have advanced the price of meat there was not a large offering on the market.

From some parts come reports that there is a scarcity of potatoes. Inquiries by the Grocer's correspondent find most of the local merchants are well stocked, although large shipments were recently made from St. George and Mt. Pleasant. Most of the merchants report that the sales of potatoes by the small quantities were small this winter in comparison to other years, no doubt due to the open winter when there was always large quantities on the market. Last week they were plentiful and were selling at \$1 and \$1.10 per bag.

PETERBORO.

May 5.—Ald. Gillespie, of White & Gillespie, grocers, has been serving the city well as chairman of the manufacturers' committee. He has been instrumental in the securing of a new industry for Peterboro.

Mrs. S. H. Mitchell is one of the city's successful lady grocers. She has moved to the store formerly occupied by Bert Hunter. It is new and larger than her own and the location a good one.

White & Gillespie are showing a window of pot flowers which they claim is a paying adjunct to the business.

R. A. Dutton's new fruits and vegetables are proving good sellers. Fresh tomatoes at 2 pounds for 25 cents is a conspicuous display card in his window.

The opening of the cheese factories has not brought about any change in the price of butter.

Geo. A. Gillespie, of White and Gillespies, was in Brooklin, Ont., last week installing a butter plant in the new factory there.

R. A. Dutton has been selling pine apples for preserving, the prices ranging from \$1.50 to \$2.50 a doz.

Butter is retailing at 24c and eggs at 17c, the same prices that are being asked on the farmers' market.

The maple syrup season is practically over. It is not likely that there will be

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any more offered on the market. The grocers have a quantity which is retailing at \$1.30 a gallon.

ST. CATHARINES.

May 5.—Phillip Ginsberg will shortly open a grocery store at the corner of Geneva and North Sts.

An important change has taken place in the wholesale grocery business here. W. H. Merriman has disposed of his business to The W. H. Merriman Co., the latter firm assuming control on April 22nd last. W. H. Merriman will retire, for a time at least, from active business to take a much needed rest.

Potatoes are selling at \$1.25 per bag here. The price all season until the present has been around 90c per bag. Inquiry among the farmers seems to confirm the opinion that potatoes are very scarce in this district. Two carloads of excellent potatoes were received within the past few days and passed into stock by the grocers at \$1.10 and \$1.15 per bag. These will be retailed at 25c per peck.

Fresh eggs are retailing at 20c per dozen and are not plentiful at this figure. The local demand is much greater than the supply. Grocers here buy eggs at western points to secure sufficient for their trade. Choice dairy butter sold for 25c per lb. on the market Saturday last. The supply of butter offered from week to week is very limited.

One well known canner in conversation with your correspondent here as to crop prospects for strawberries for this season stated that he expected an extra large crop unless an extreme dry spell occurred about berry time. He based his reason on the fact that the acreage devoted to strawberries in this district is being increased yearly and for this year will be about three times what it was two years ago.

An important business change took place in the wholesale grocery trade of the city recently. W. H. Merriman, grocer, retires from active business and has disposed of his large wholesale business to James E. Merriman, Fred Parnell, Stanley Switzer and Frank Bentham. The announcement will come as a great surprise to the trade in general. Mr. Merriman is a self-made man. He was a fearless buyer, and by close attention to business and hard work he has built up a business that to-day will compare favorably with many of the larger centres. Mr. Merriman's decision to retire from business was quite characteristic of the man. Recent poor health prompted him to accept the doctor's order that he have at least six months' rest. With such a business to look after he decided he could not have complete rest. Hence the sale. The men who comprise the new firm are known to the trade and will no doubt be able to uphold the prestige of the house in the future as in the past. The first four mentioned have been members of W. H. Merriman's staff for years—each one specializing his own particular branch of the business. Frank Bentham is also known to the trade, having been located in Merriton for some time, where he carried on a successful retail grocery. For the past few years he has

been on the staff of Jno. Ross, wholesale grocer. W. H. Merriman will, it is understood, after the transfer of the business and completion of other business details, leave on an extended visit to the southern States.

The new grocery under the proprietorship of George B. Darker, has opened for business.

A motor bus line operating between St. Catharines, Queenston and Niagara-on-the-Lake, is being boomed by the Board of Trade of this city. The merchants are being solicited for subscriptions to aid the enterprise. The promoter expects that much extra business will be derived by the stores of this city from that district. At present the districts mentioned can be reached only in a round-about way. How the merchants feel towards the proposition will be learned when the committee appointed to solicit subscriptions report to the next meeting of the Board of Trade.

GALT.

May 5.—The conclusion of the month of April has shown a very successful month for the trade in Galt, in fact the most satisfactory for some years. And the grocers had every reason to expect the increase. Every shop in Galt is working ten hours a day and in many instances overtime is required. The housewives feel more at ease with regard to finances and as a consequence many little luxuries, forbidden in the days of short hours, are now being purchased. The traveling men say that the size of their orders in Galt point to a largely increased trade.

Ald. T. G. Robinson has disposed of his grocery business on Brant Road and moved to Kalamazoo, where he will go into business. "Tom" was known to all classes in Galt and he will be followed by the best wishes of many friends.

"That Clean Grocery Store" is the way Deans & Walker wind up their advertisements these days.

The town council has received a communication from a number of residents requesting that a by-law be passed prohibiting grocers from buying on the market before nine o'clock. It seems that certain grocers have been in the habit of getting up bright and early and purchasing all the butter, eggs and poultry in sight. It is not likely that any action will be taken in the matter, the town fathers evidently believing in the old adage that the early bird gets the worm—and is entitled to it.

There are murmurings in the distance that sound like an agitation for a half-holiday during the summer months.

Preston grocers report that their April trade was better than for the same month in any similar year, and the same story comes from Hespeler.

PERTH.

May 5.—A change of interest in trade circles was announced this week when it was made known that Robt.

Meighen, Montreal, president of the Lake of the Woods Milling Co., had withdrawn from the firm of Arthur Meighen & Bros. This, Perth's oldest established business, was begun in 1848 and has been successfully carried on ever since. The remaining partners, W. G. and William Meighen will continue the business under the old familiar name.

A merry butter war has existed in Lanark village for some days. The point has been reached where butter is bought from farmers at 23c and sold to customers for 20c.

Potatoes are very scarce. In fact for the past two weeks not a grocer in town has had a potato to offer. Relief is in sight though, for a local dealer advertises a car to arrive this week.

H. L. Jackson, Wilson St. West, although but two years a grocer has built up quite a business in the west end. His latest move toward the establishment of a branch store at Christy's Lake for the summer months.

Some Lanark village grocers have installed a new system of gasoline lighting.

A number of vinegar and molasses pumps have lately been added to local grocery equipments.

Evaporated fruits are moving better than they usually do at this time of year.

In spite of the Messina earthquake, November cut lemons are being quoted as low as and in some cases below last years prices.

ST. THOMAS.

The regular monthly meeting of the Retail Merchants' Association of this city was held on Tuesday evening of last week and was well attended. No business of special importance was brought up yet a few minor questions were dealt with. The City License Inspector has on several occasions lately, been endeavoring to bring to justice offenders of the license laws of the city and while he does not seem to be getting the assistance which one would think he should have from other civic officials yet still he continues to do his duty even though meeting with very little success, and in view of this a motion endorsing his actions was carried and ordered to be sent him. The question of holding the annual picnic was laid over until next meeting night. The secretary was in receipt of a circular letter from the C.P.R. city passenger agent and while it was one catering for business for his company was of importance to all city merchants and worthy of consideration. During recent years it has been the practice of nearly all excursion parties to have their point of destination at some "American" port and while mention of this was made in the letter, attention was drawn to the fact that Ontario presented several good places for excursions among them being Guelph, Galt, Berlin, Preston, Port Burwell and Toronto. The communication was filed for future reference. The action of the grocers in trying to bring about a six o'clock closing was endorsed

by the Association. It is to be hoped that the grocers will be successful in their undertaking and no doubt other merchants will follow suit. The formation of a Grocers' Section has been proposed by some grocers lately but still no definite steps have as yet been taken although no better time than the present could be found as the grocers are up in arms over the market by-law passed some short time ago which keeps them off the market until 10 o'clock.

LINDSAY.

May 5.—The town of Lindsay, situated as it is in the centre of an excellent farming community, is always sure, (weather providing) of having a large crowd within its boundaries on Saturday. Even when the weather is inclement, as it was last Saturday the farmers turned out in large numbers. As yet, owing to the recent heavy rains, the farmers have done very little seeding in this vicinity. They were unable to do any farm work on Saturday, and as a consequence they turned out en masse to the annual South Victoria Spring Fair. Horsemen from far and wide were congregated here and as the farmers of this county are to a considerable extent horse breeders, they displayed a great deal of interest in the judging of the same.

Fortunately the grocers of Lindsay, as well as merchants engaged in other lines of business, recognize the advantage of attracting the farmers and their wives to the town on Saturday, and such a Saturday is always looked upon as one of the best sales days in the year. Several of the town grocery men on Saturdays rearrange their display both inside and outside, so as to catch the eye of the visitor to town.

A. S. Harrison, one of the influential grocers of Norwood, is about to move to Lindsay, and it is said will open up a modern business. Mr. Harrison is an experienced and up-to-date groceryman, and has, while living in Norwood, been a public-spirited citizen, having been a member of the Board of Education, a town councillor, an active church worker, etc. He will be welcomed to Lindsay by business men and citizens generally.

Just recently Adams' Bros. closed their large grocery store, owing to the death of their mother, and on Friday and Saturday of this week, the store

ANSWERS TO INQUIRIES.

The Grocer desires to remind its readers that a column of its reading space will be available each week for inquiries and answers, relative to the grocery trade. If an address, place of manufacture of any special line of goods or name of the manufacturer is required, send a post card with name and address attached, and we will try to answer the question. Letters from manufacturers, jobbers, travelers, retailers and clerks, with suggestions for trade improvement are invited.

was again closed owing to the death of their father, Wm. Adams. In the death of the deceased, Victoria County loses a sturdy and highly-respected citizen, and the sons of the deceased have the heart-felt sympathy of the citizens of Lindsay and country. The surviving brothers are: Messrs. George, with the W. B. Sparling wholesale Co.; J. E. Delbert and Frank, of Adams' Bros. grocery, town; William, of Toronto; and R. T. Adams in the grocery business in Millbrook.

The market was not largely attended Saturday, owing to the bad condition of the roads. The grain market remained the same, while live hogs took another jump. Eggs advanced one cent per doz., and are now selling at 20c. Hay advanced \$1 per ton, and is now worth \$11 and \$12 per ton.

Several of the grocers have been selling garden tomatoes recently, and being the first of the season they are being greatly relished by the customers.

Maple syrup was not an abundant article this season, but nevertheless the farmers in this vicinity reaped a small mint in the selling of the same, as the ruling prices were high.

During the past two or three months Ed. Robson, of Robson's grocery, has been writing some especially attractive ads., the same appearing in The Daily Warder every other day. Mr. Robson's ads. are the result of much careful thought, and are original in every respect. The same ad. never appears twice, and they are set up in an artistic manner, and in print cannot fail but attract the eye. A dozen of these appeared recently in "Brains." Mr. Robson states that the ads are bringing excellent results, and that "advertising pays" in every respect, that is when written up, set-up and properly displayed.

BRACEBRIDGE.

May 5.—Trade in town during the month of April has been very quiet on account of the backward season, and at times it was almost impossible for farmers to get into town on account of heavy roads. May, however, promises to be a better month. With the opening of navigation, warm weather and better roads, all have the busy feeling around them that makes things hum.

Improvements in our stores seem to be in order. Hutchison Bros. have added a bright coat of paint to their building and new electric lights. Jos. G. Meyers has built a brick addition, greatly adding to the appearance of his store.

Fire destroyed the frame store opposite the Queen's hotel last week, occupied so long by J. O. Phillips, grocer.

Potatoes in Muskoka seem to occupy the minds of our merchants just now. Your correspondent called on nearly all of the grocers regarding this important vegetable and all expressed the opinion that around Bracebridge enough could be secured for local consumption at 75c per bag. The crop in our district last year was good and the farmers have a good market in the capital of Muskoka.

More maple syrup has been sold in town this year than ever. Farmers are taking advantage of the name of "The Backwoods" given to us, by tapping the

thousands of maple trees that abound through Muskoka, making this country a home for pure maple syrup that sells freely at \$1 a gallon.

On May 26, the 367 Club of this town will take its annual sail around the lakes. This club is composed of grocers, who have at their head Peter Hutchison, as president. It was first formed with the object of soliciting orders from the hotelmen, boardinghouses, etc., around the lakes, but now it is a club of pleasure seekers.

Grocers say that the trade in early vegetables and fruit is good, especially the pineapple. Splendid stock is being received and readily sells. Butter still continues scarce at 25c per pound, and fresh eggs plentiful at 18c per dozen.

Wm. Hanna, Sr., Port Carling, was a visitor to our town last week. Mr. Hanna is completing a new supply boat to be launched in June. Mr. Hanna has introduced the cash system in Muskoka, and speaks volumes in its favor.

GUELPH.

May 5.—With the land in such a condition that it is practically unworkable, the farmers came to the market in large numbers on Saturday. The result was a good supply in all lines and the prices which remained firm at the opening took a fall before the market closed at noon. Eggs, which opened at 19c remained steady for some time and then began to go down, finishing at 16c per dozen. Butter was comparatively firm at 24 and 25c, but later in the morning 23c was paid. Potatoes took a big drop in price. When the market opened as high as 90c was asked and above 80c was paid, but those who held off got them as low as 65c. A basket of nice apples attracted attention as a curiosity at 50c. Chickens were scarce and high in price. Maple syrup was plentiful.

W. H. Fielding has two very nice windows this week. A good display of seeds is to be seen in one, while the other is devoted to pineapples.

G. Williams' window of oil and olives is one of the finest ever displayed—a window which readily catches the eye, and commands attention.

The guessing competition at A. J. Groom's store is concluded.

J. A. McCrea is holding a basket sale this week.

"To be, or not to be" is the thought which is occupying the minds of merchants and salesmen on the half-holiday question.

OTTAWA.

May 5.—At a meeting of the Ottawa Retail Grocers' Association, held in Royal Albert Hall, on April 28, the report of the committee which waited on the civic board of control to ask for an open market was received with the decision of the board to have the market open at 8 o'clock to the grocers instead of 8.30. The grocers decided to make no further move until it was found how this worked out.

C. J. Provost, treasurer, gave a most encouraging report of the year's receipts and showed a balance of over \$500 in

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bank. F. W. Forde brought up the question of the grocers' section of the retail trade, separating from the general Retail Merchants' Association. He said that little benefit was derived from the general association by the Retail Grocers' Association and that there was no object in remaining affiliated. President Wm. York said that the other lines had not assisted the grocers here this winter when this association was taking up the reform of the Transient Traders' by-laws, etc. H. C. Ellis was strongly in favor of the union standing. He thought the union of all the trades was much stronger in securing legislation than one line could be. Alex. Phillips thought that in some cases two lines clash as in the case of the grocers in the country district clashing with the druggists over the law to prevent grocers selling proprietary medicines, etc. It was decided to take no definite action with this question until after the convention to be held



A. G. JOHNSON,

Re-elected Secretary of the Ottawa Retail Grocers' Association.

in Brockville this coming June. The officers elected for the year were:—

President.—Wm. York.

1st Vice-President.—Alex. Phillips.

2nd Vice-President.—Duncan Bell.

Secretary.—A. G. Johnson (acclamation).

Treasurer.—C. J. Provost (acclamation).

Executive Committee.—Geo. Atkinson, F. W. Forde, H. C. Ellis, R. B. Young-husband, P. Lamoreaux.

Auditors.—Geo. Hopper, and H. L. Dorion.

Delegates to Convention of the Retail Merchants' Association to be held in June, at Brockville.—F. W. Forde, H. C. Ellis, C. J. Provost and A. G. Johnson.

The Hull master bakers, although paying 50c per barrel more for flour, have decided not to raise the price of bread. Their price now is \$1.30 per dozen of thirteen loaves and will remain so during the summer.

A. Cochrane has moved his grocery stock from 134 Florence St. to the corner of Preston and Somerset Sts.

C. B. McLean advertises canned tomatoes 7c a tin or 75c a dozen.

Merchants as a rule find business quiet just at present and collections slow, probably on account of the cold late spring. Saturday last quite a number of sleighs were seen around town—a most unusual thing for this period of the year.

LONDON.

May 5.—Wholesalers report trade in the country slightly improved last week. Locally, business is rather quiet.

According to local brokers, raw sugars keep very firm, owing to the short crop in Barbadoes. Advice from there says, "We have never experienced such a poor crop." Refined sugars are, of course, affected, and the market is strong. Fine and medium teas keep high. There is scarcely any Japan tea in the market. Picking of the new crop is only now beginning and none will be ready for export for a month at least. There is no change in coffees, Brazils being a little easier. California fruits such as raisins, apricots and peaches, are nearing the end of the season. Stocks in California are being cleaned up, and holders are asking a little higher for what they have on hand.

Work on the excavation for the new five-storey brick wholesale grocery warehouse for John Garvey began Monday morning. The building will be the finest of the kind in the city.

About four weeks ago the price of potatoes on the local market advanced to \$1 per bag wholesale. The high price induced a more plentiful supply and in a couple of weeks there was a drop to 90c. On Saturday the finest quality could be bought for 85c. A local dealer says the advance was due to the demand from the Southern States, where the plants were killed by frost. The second crop in the South being now available the demand from across the border has ceased. Farmers are believed to have still a good supply on hand, and the price is now more likely to go down than up.

R. H. Cullis, grocer, Wellington St., was the victim of a painful accident a few days ago. While driving on Talbot St. the wheels of his wagon became entangled with those of a butcher's wagon, the result being the smashing of Mr. Cullis' rig. He was hurled on to the pavement and badly bruised and shaken up.

BERLIN.

May 5.—In connection with the item in the Chatham correspondence anent the debt collecting scheme under consideration there, the question arises as

to whether they are not going to a lot of unnecessary trouble. There is a system, an excellent one, prepared by the Retail Merchants' Association ready at all times to be put into operation. It is widely in use in Berlin and has been attended by highly successful results and at the extremely low expense of 10 per cent. of collections as against the 50 per cent required by first class collection agencies. The secretary of the local association, S. A. Brubacher, would doubtless be only too pleased to answer queries as to the success of the system in Berlin, in order to help merchants in other towns to a solution of the vexed question of "bad pays."

Honsberger and Hallman have taken over the grocery business established by Gravel Brothers, on Frederick Street, and conducted successfully by them since 1907 and have had the store enlarged.

R. Weber & Co., who recently started business in Guelph will dispose of their Berlin stock to the former proprietor, J. A. Good, who will continue it at the same stand in connection with his "China Palace."

Betzer & Co., have had their premises enlarged, the store now having a depth of sixty feet. A new plate glass front will be put in and there will also be two big plate glass windows facing Foundry Street. Mr. Betzer has just closed his eighth year in this business and has worked up a very fine trade.

TORONTO.

May 5.—A splendid window display and guessing contest combined was instituted a week ago Saturday by McCaw & McKay, grocers, corner Dundas and Argyle Streets. A candle was placed in the window weighing twenty pounds, it was lit and left burning day and night. Prizes were offered to the first five who came the nearest in guessing the number of days, hours and minutes it would take to burn away the entire candle. A great deal of interest was displayed in the contest and as the purchase of 50 cents worth of goods or 25 cents worth of soap was necessary for a guess, the competition was profitable. The prizes were a small express waggon, a fruit dish, and three pictures. Sunday evening last saw the finish of the candle after it had been burning 8 days, 15 hours and 50 minutes.

HAMILTON.

May 5.—Business here improved very much in the last two weeks. The grocery trade is busy, some of the merchants saying they had not quite expected things to pick up so quickly and consequently found themselves short of help. But as grocery clerks are always available, they were soon able to catch up with the business.

Markets for provisions are strong, almost everything having advanced. Flour is now retailing at \$3.20 per cwt., and oats, barley and other commodities also advanced. Eggs and butter are still at high prices. Potatoes are from 40c to 50c a bag dearer than a month ago. Forty or fifty cars have been shipped from near-by points to the United States, and the local market has been

booming. They are selling from stores at \$1.25 a bag, or 25c a peck. One of the local dealers is buying in cars from eastern Ontario and he sells to the retailers at \$1.10.

The grocers here are very much interested in the suggestion of the Board of Health to make owners of dogs not only muzzle, but lead them. It is well known that the dog is an annoyance to the clean grocer, and they most heartily wish that a by-law embodying the above provisions may be put in force.

INGERSOLL.

May 5.—Judging from the information elicited from the grocers and others the potato situation in this section cannot be viewed in the light of a scarcity. It is true that during the past few weeks the price has been advanced from 50c to about 75c a bag off farmers' wagons, but this was occasioned by a rather spasmodic demand from across the border. While there is said to be a scarcity in some of the old potato States, it is not thought this fact will have the

are sold there much cheaper than here, they will be given the preference over old potatoes brought in from Canada. The same thing will apply to a certain extent with many Canadians. As soon as the new potatoes are available they will be given preference over the old one. Although some of the dealers have advanced the price to ninety cents per bag there are others who are still at seventy-five cents and this will no doubt continue to be the ruling figure.

A NEW GROCERY BROKER.

The first of May saw the establishment of a new grocery brokerage business in Toronto, known as C. L. Marshall & Co. Mr. Marshall, who is at the head of the company, is not unknown to the trade. For 13 years he was with the Warren Bros., wholesale grocers, as manager of the sample room; for a year and a half he was in the Western Brokerage Co., Toronto, and during the past three years he has been connected with the MacLaren Cheese Co.

Having visited all the great produc-

TRADE NOTES.

Chas. Raison, grocer, St. Thomas, has sold to Geo. Durkee.

Chas. Hales, general merchant, Northwood, Ont., has sold to Mrs. Glover.

F. Sheldon Muter, grocer, flour and feed merchant, Hanover, Ont., has sold to A. Knechtel.

The first whole car of North Carolina strawberries arrived in Toronto on Wednesday, which are sold at 15c a box. These are the regular quart sizes and therefore very cheap for early in May. No doubt they will find ready sale.

Boeckh Bros. Co., Limited, have taken over the business formerly conducted by Boeckh Bros. & Co., at Toronto and Montreal, manufacturers of brushes, brooms and woodenware. The company is now under the same management as formerly.

A. M. Gray has purchased and taken possession of the store and dwelling of H. C. Card, Nashville, Ont. Mr. Gray is continuing the business as a general store and as it is the only one in the village it should be a success. Mr. Card is conducting a general store in Woodbridge.

W. E. Freel, Adelaide, Ont., has purchased the stock of T. T. Caster, Schomberg. Mr. Freel is now proprietor of a young but live business in a live town. He was formerly in business in Springbank. Mr. Caster has bought the general store stock of Mr. Shields, Grand Valley.

The opposition of some of the retail merchants of Toronto to the weekly payment system introduced on May 1st by the Fruit, Produce and Provision Association is becoming interesting. On Tuesday night the special committee met and decided to call a mass meeting to take place at 21 Richmond St., next Monday night, when they will report the decision they arrived at.

Brault & Co., manufacturers' agents, Montreal, have leased offices and a warehouse at 306 St. Paul Street. The premises run through to Commissioner Street. Some new agencies have been secured by the firm, which has been newly organized. H. A. A. Brault and J. Brault continue in the firm, which is strengthened by the admission of T. Michaud. The firm's list of agencies includes: Mooney Biscuit and Candy Co., Stratford; Chocolat Menier, Paris; Biscuit Pernot, Dijon; also Castile soaps, French macaroni, vermicelli and pastes.

PERSONAL NOTES.

Jno. Waddell has joined the staff of John Sloan & Co., Toronto, to succeed P. H. Brown, as city traveler.

J. M. Bothwell, Barrie, Ont., is retiring from the grocery business after nearly forty years' experience, during which time his business has developed to keep pace with the advance of the times. He is selling out.

W. S. Greening, of Todhunter & Mitchell, has undergone an operation for appendicitis in Brighton, England, where he was on a visit. He is recovering and will return to Canada with his father, T. B. Greening, who has gone over to meet him.



A Splendid Biscuit Window Display Shown Recently by Deans & Walker, Galt, Ontario.

effect of materially "boosting" the price here. Most of those with whom The Grocer talked declared that there are still plenty of potatoes in the country, but that the farmers, owing to the previously low prices, have not commenced to market them in large quantities. It is understood that local dealers who were in search of them to supply American orders, experienced no difficulty in securing all they required. One merchant interviewed stated that he had a large supply and that he was retailing them at 75 cents a bag. As the season is growing late many are inclined to the opinion that the price will not be materially advanced. In the U.S. new potatoes will soon be on the market, and as they

ing centres in Europe, Mr. Marshall should be well qualified to successfully attend to the business he has undertaken. He has already identified himself with some good foreign agencies and is anxious to get in touch with manufacturers desiring to introduce their goods on the Ontario market.

The office of the company is located in the Gooderham Building, corner of Wellington and Front Streets.

HINTS TO BUYERS.

For many years past Ice Castle lobsters have been the first new lobsters on the market. This year is no exception and J. W. Windsor's Montreal office reports new pack as now arriving.—Advt.

Notes From the Maritime Provinces and Quebec

Articles South Africa Imports From Canada—Bermuda Onions Arriving at Halifax—Differences Existing Between Montreal Brewers and Grocers.

ST. JOHN.

May 4.—Prices in most lines continued firm last week. As yet there is not a great deal of produce arriving by way of the river. When the freshet subsides there is likely to be large receipts which the dealers think will affect prices. Butter and eggs remain at the same figure and the market for both is firm. New cheese is now being offered and the price has weakened somewhat. Fish, both fresh and dry, have declined in value with the exception of gasperaux, which are still quite high, owing to freshet conditions.

King & McDonald, a new firm of wholesale grocers, produce and commission merchants have begun partnership in business at 11 and 12 South Wharf. Louis King, who has been in business some years, has associated with him, Louis McDonald, who has been book-keeper with R. Sullivan & Co., Dock street.

James Smith, who some years ago conducted a grocery store on Adelaide street north end, died at Coldbrook, on Thursday last, aged 78 years. He leaves a wife, one son and three daughters.

Bertrand J. A. McKenzie and Donald S. Trueman, of Campbellton, have entered into a general co-partnership as grocery and crockeryware merchants, under the firm name of McKenzie & Trueman.

With the sailing of the steamer Bendu, on Saturday last, five cargoes have gone from St. John to South Africa during the winter season now closing. The value of the first four cargoes amounted to \$989 796, and with the Bendu's cargo the exports will be well over the million mark. Included in the Bendu's cargo was 65,000 sacks or 3,000 tons of flour, the largest consignment that has been shipped in one vessel since the inauguration of the Canada-South Africa service. The steamer also took away a large quantity of Quaker oats, condensed milk and cream, canned meats, broom corn, broom handles, etc. Herbert H. Stewart, of Montreal, traffic manager of the Canada-South Africa service of Elder Dempster & Co., was here in connection with the sailing of the steamer and speaking of the business said: "We have had a most successful winter, all our vessels, with the exception of the Monarch, a vessel of 13,000 tons capacity, taking out full cargoes. Our flour is much in demand in South Africa, and we are holding our own with Australia. Prevailing prices, however, have prevented our doing much in wheat. In the last three months of 1908 Australia shipped to Cape Colony alone upwards of 12,000 tons of wheat for the milling companies there, while Canada in the twelve months of 1908 shipped to all South

African ports only about 2,000 tons. Much is heard regarding the depression in South Africa. The cry is largely amongst those business men who, not realizing the business conditions after the war, over-traded and over-specified. Captain Pousette, our new trade commissioner in Natal, says it is to be regretted that so little of their wealth passes Canada's way, but it rests with us whether we will secure for our manufacturers this growing market or whether we will sit still and leave it to our competitors undisturbed.

MONTREAL.

May 4.—A new grain inspector in the person of A. G. McBean, who is well-known throughout the grain trade in Canada, has been appointed grain inspector for Montreal and district by the authorities at Ottawa, and has been asked to take charge of the grain inspectors' office in this city, at once. The members of the Corn Exchange expressed their satisfaction at the Government's appointment, as they feel assured the grain inspection of this port will be considerably enhanced thereby.

J. G. Gordon, manager of the Montreal branch of McClure & Langley, of Toronto, has moved into his new uptown office in the Lindsay building. Mr. Gordon feels he will be in closer touch with his customers among the retail trade.

Walter Paul, corner Burnside and University Streets, has put his outdoor show cases out for the season. This is an invention of real practical value to the grocers. Very frequently foodstuffs exposed to public view outside a store without any protection whatever, are submitted to the dust of the street, to say nothing of the depredations of emulative dogs. Anyone who is awake to the tendency of affairs to-day, knows that the care of foodstuffs is becoming daily more hygienic and the higher the class of the trade, the more such measures are necessary. By this it should not be inferred that the poorer class trade are to be neglected, but perhaps the demand from them for such is not so insistent.

Once more the harbor has a business-like aspect. The sound of windlasses hauling freight from the holds of ocean boats, is again in the air along the waterfront. The boats of the R. & O. line are all spotless in new coats of paint and the prospects are good for a large season's business in both ocean and inland navigation.

As a result of the deputation of grocers, representing the Montreal Retail Grocers' Association, which waited on the Premier at Quebec last Thursday, it has been decided to allow the two fac-

tions to fight out a compromise of some sort. Already large deputations have interviewed Hon. Mr. Weir, presenting their views on the subject, and now they will be asked to meet him and try to come to some arrangement. A clause regulating the differences will be one of the most important of the proposed amendments to the provincial license law. The claim of the brewers is to the effect that the proposed restrictions asked by the grocers, to them means a restraint of trade, which is unjustified, that the grocers, with their comparatively limited supplies, cannot keep beer, a perishable product, in as good condition, and that by selling a spoiled article they may destroy trade. The grocers, on the other hand, say the brewers are infringing on their rights by delivering to Jewish, Syrian and Italian and other colonies, and spoiling their business without paying a license. The brewers, however, claim that this is not so, as they pay a license of \$750 annually. It is expected that some interesting developments will take place at the meeting.

John Anderson, of Chase & Sanborn, Montreal, left on Monday for an extended trip to the Pacific coast.

Thomas Jones, grocer, died suddenly of apoplexy on Saturday, May 1, at his residence, 289 Charron Street, Point St. Charles. Mr. Jones had been at his business on Friday, but not feeling well on Saturday morning, he remained at home. He was apparently all right in the afternoon, but at 5.30 he was seized with a stroke of apoplexy and expired in a few minutes. The late Mr. Jones, who was 31 years of age, was born in Cornwall, Ont., and was a son of the late Matthew Jones. He came to Montreal as a youth and has been engaged in the grocery business on Charron Street for the past five years. He leaves a widow, who was Miss Florence Gourlay. The funeral took place to Cote des Neiges cemetery Monday afternoon.

Buyers in Montreal during the week included: G. Dumontet, Brosseau Station; A. St. Amour, Coteau Junction; G. Constant, St. Dominique; M. Laferriere, Chicoutimi; J. M. St. Arnaud, St. Genevieve de Batiscan; F. Beauvais, Laprairie; J. M. Richard, St. Jerome; J. B. Lefebvre, St. Therese; E. Boulerice, Napierville; J. Herron, Lac Masson; E. Lahaie, St. Eustache; T. Bourdon, Chateauguay; P. S. Hardy, Chambly Canton; S. Heu, Lavaltrie, Que.; J. A. Foncault, St. Leonard; G. Racine, Pointe Claire; Aug. Beausoliel, Terrebonne; J. A. Lanetot, St. Isidore; M. Lebeau, Charlemagne; Wm. Hyman, Fox River; J. P. Rocheleau, Pauline; S. Thibaudau, St. Marie Salomee; F. Gravel, Ste. Rose; H. H. Channel, Stanstead; A. N. Viau, L'Epiphanie; M. Huet, St. Julie de Vercheres; M. Martin, Beauharnois; A. P. Gosselin, St. Alexander d'Iberville; G. Daoust, Ste. Anne de Bellevue.

W. H. Dunn, Montreal, is in New York this week.

Robert Meighen, president of the Lake of the Woods Milling Co., has left for Europe.

Latest Reliable Trade Review of the Golden West

Apples, Plum and Cherry Fruit Crops in British Columbia Promise Well, But Peach Crop May be Light—Healthy Business Conditions Around Calgary—New Sugar Arrangements in Regina—Fine Imposed for Operating Insurance Company Without a License.

CALGARY.

May 4.—Last week's bank clearings showed an enormous increase, being 100.01 per cent. more than the corresponding week last year. This is gratifying, and indicates in a substantial manner the development that is taking place in this part of the West. The demand for farm machinery is heavy. Last week a farmer went to one of the implement dealers wishing to purchase a seed drill, and to his surprise was informed that they were entirely sold out. Land seekers are still pouring in and the hotels are taxed to their utmost to provide accommodation for the incoming people, many of whom are from the United States. The attraction lies in the famous wheat lands of Southern Alberta. There is much survey and locating work being done by the railway companies, and should this year prove anything like as propitious as last for grain raising it would be difficult to estimate the advance that this province will make in the next five years.

Mercantile business is brisk in all lines; in produce and grocery prices are steady to firm. It is now definitely known that a large quantity of potatoes will have to be brought in from the east as the available stocks in both Alberta and B.C. will not nearly meet the demand.

After a period of warm springlike weather the wind veered round to the north on Sunday night of last week and blew a gale accompanied by drifting snow which continued to fall intermittently for the following three days. Farmers were becoming anxious as seeding operations were being seriously interrupted. The snow has, however put the land in excellent condition, and should warm weather follow—and present indications are favorable—germination will be rapid. Preparations have been made for a vastly increased grain acreage this year.

There are many outfits leaving the city to begin operations on various irrigation works which are being undertaken east and south of Calgary. Supplies are being purchased here consisting of groceries, hardware, tents, blankets, etc. Hay which until recently was somewhat of a drug on the market, is now in demand and has almost doubled in price. Good upland hay sold during the week at \$12 per ton. Oats are high also, selling retail at \$1.50 per sack of 100 lbs.

In grocery lines coffees are higher: Rios and Santos being up from $\frac{1}{4}$ to $\frac{1}{2}$ according to grade. Starches and corn syrup have advanced, the former $\frac{1}{4}$ to $\frac{1}{2}$

per lb, the latter 15c per case. Dried fruits are unchanged. There is still a quantity of 1907 crop prunes in California and buyers should be careful to see that they do not get this old stock, as they will not keep during the summer months. Fine Santa Clara prunes of the 1908 crop are available at very reasonable prices and as the crop in 1908 was a short one, it would seem that at to-day's quotation, prunes are a safe purchase, particularly in view of the heavy consumptive demand during the next five or six months.

VANCOUVER.

April 30.—Flour has gone up to \$7.40 per barrel. "We poor retailers have to bear the brunt of the complaints made by consumers who come in and ask us why the millmen are always so quick at raising the price of flour when the price of wheat is high, but so exceedingly slow in reducing it when wheat goes down," a merchant remarked to The Canadian Grocer. "My customers from time to time remark on this peculiarity, and some have a tone of insinuation in their voice as much as to say that we keep the price up to make a little more. Heaven knows we drop prices all we can, for it takes all the trade we can get to make a respectable margin on what is allowed us."

Oranges are going up in price, being quoted at \$2.90 and \$3 a case, as against \$2.25 a short time ago.

The export of Alberta wheat through Vancouver is the latest addition to this city's commerce, and the handling of it is occupying the attention of many parties. According to despatches, a deputation of Alberta grain men are in Ottawa asking the Government to build an elevator here, and the usual consideration is promised. William Whyte, second vice-president of the C.P.R., has been on the coast for a couple of weeks and went south to Portland, this same traffic occupying his attention. He declares that the C.P.R. will not dispose of elevator sites to private companies, preferring to keep control of the trade.

T. C. Irving, general manager of Bradstreet's, of Toronto, who comes out every year with Mr. Whyte, commented very favorably on conditions on the coast. There has been some talk of real estate activity in Vancouver amounting to a boom and being hurtful as such, but he says that he thinks the people here, taking into account the develop-

ment of the past, have reason for their optimism.

From time to time, complaint is made by the halibut fishing enterprises that the "Americans" poach in Canadian waters, and further support of this was shown by the capture of the American auxiliary schooner, the Charles Levi Woodbury, charged with fishing within the three-mile limit. H. H. Watson and J. M. Atkins, of the Canadian Fishing Company, of this city, were in Ottawa a few days ago, to make protest against this illegal fishing and their statements will have substantial corroboration by this event. Incidentally, it might be mentioned, the New England Fishing Company, an American concern, which has operated in Vancouver for years, has dropped out of the local market on account of local opposition.

Two carloads of seed oysters from New Haven, Conn., are being planted in the beds of the Crescent Oyster Company, just this side the boundary line. These are new beds, being started as a result of the success attending other companies in the same business.

The Brackman-Ker Milling Company are getting ready to ship 1,500 tons of oats from Alberta to the Orient. The grain will come here in bulk, but will be sacked here. Another shipment of 1,000 tons, shipped by the Alberta Pacific Elevator Company by way of Seattle, practically closes out last year's crop in Alberta. Four carloads of barley are now here awaiting shipment to Mexico.

That the fruit industry is to be properly cared for is evidenced by the conference held here of C.P.R. and Government officials, in regard to the establishment of fruit cooling stations at points in the interior. There were present Hon. R. G. Talow, Minister of Finance and Agriculture; R. M. Palmer, deputy minister; R. M. Winslow, horticulturist to the department; William Whyte and R. Marpole, of the C.P.R.; W. C. Ricardo, manager of the Colstream ranch at Vernon, and R. H. Agur, a fruit grower of Summerland. The matter was discussed at considerable length, and while special announcement was not made of the conclusion, it is known that the cooling stations will be erected.

While last winter was not as severe as a year ago, when the frost continued for several weeks, the reports from the interior are that it was bad enough to cause extensive loss among the fruit trees. Peach trees suffered particularly, though a definite estimate of the loss is not yet made.

R. M. Palmer, who made a trip to the Okanagan district, reports that the crops of apples, plums and cherries promise well, but that the peach crop will be light, owing to the cold weather of

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THE CANADIAN GROCER.

January. A much larger acreage has been planted with nursery stock this year than last, and many new settlers are in the district.

One of the most important business changes in Kamloops for years was the joining of John Beaton, one of the oldest and best known merchants of that city, with Ramsay & Phillip, the business being transferred to the premises of the latter. Mr. Phillip will still be president, and Mr. Beaton vice-president, the firm name continuing as Ramsay & Phillip. J. B. Rice, is secretary-treasurer.

REGINA.

May 4.—Owing to cold and stormy weather which has been prevailing here during the latter half of April, the farmers generally have been unable to get on their land to any extent and as a result very little seeding has as yet been done in this district. The first of last week opened up very fine, but after Monday the weather seemed to have gone back somewhat.

Fine weather will leave the ground in better condition for putting in the crops.

No doubt owing to weather conditions, the number of eggs being received by local jobbers has fallen off very much. They are now paying sixteen and a half cents delivered Regina for eggs. Butter is in very poor demand and jobbers report considerable difficulty in getting rid of their stocks. The local market is mainly supplied by farmers in the vicinity, which makes it necessary for jobbers to place the butter outside and they report that very low prices are being offered both east and west. However, receipts have been very late during the past couple of weeks and the surplus stock is being now placed.

The weather has also had a bad effect on the fruit business and with the exception of oranges, the fruit houses report light sales. Southern strawberries are on the local market and they are selling fairly well. Green fruits and bananas are moving slowly.

Owing to the extremely low prices of California fruits, there has been a big movement in these recently and owing to the position of the local grocery jobbers and their favorable freight rate, they report good buying by country merchants.

There has also been a considerable movement in canned goods. Vegetables have been moving particularly freely, owing no doubt to the exhaustion of the fresh stocks held from last fall. Fruits are beginning to move, but not as freely as vegetables. Potatoes are very scarce and are bringing high prices.

We have to report several new arrangements in regard to sugar. The British Columbia Sugar Refining Co. have added their "Big Tree" brand granulated to their stock here, which is being sold at ten cents below their standard granulated. A short time ago R. C. Johnston, of Calgary, sales manager of the Knight Sugar Co., of Raymond, was here and arranged that the local jobbers would carry stocks of their

sugar both in Regina and in Moose Jaw. Instead of the latter company carrying a stock as heretofore, the local jobbers have now to do this.

With the approach of Spring several new stores have been opened. During the last month Raymond & McConnell, of Winnipeg, have opened an up-to-date confectionery and ice cream business in the Smith Block; Fodey and Dale have opened a confectionery and fruit business in the Colman Block on South Railway Street, and T. Murray's old stand has been torn down and a new brick block with two stores has been erected on the site. This was completed on the 1st May and Mr. Murray will occupy one of the stores with a new stock.

Several of the business houses have also been having their Spring house-cleaning and among the improvements noted are a general painting and brightening up of several stores. Cameron & Heap Limited, have enlarged and painted their offices and laid linoleum.

H. G. Smith, manager for Campbell Bros. & Wilson here, has been spending the last few days in Winnipeg. During his absence, C. W. Vivian of their travel-staff has been in charge.

Among the visitors in Regina this week were: St. Clair Balfour, of Hamilton, who is on his honeymoon trip and is accompanied by Mrs. Balfour. Mr. McLorie, of The Mount Royal Rice Mills, of Victoria, also spent a day in the city. Mr. Millar, western representative of The Imperial Tobacco Co., accompanied by Mr. Bourke, of The Empire Tobacco Co., of Montreal, also spent a couple of days here this week and were shown over the town by their representative, Mr. Ford. Mr. Ford has been placing their new brand of Old Chum cigarettes. Mr. Williamson, of the Eby Blain Co., has also been in town this week. Mr. Muldoon, manager of the Stuartburn Trading Co., of Me-Taggart and Rouleau, was here also and in conversation with The Grocer representative said that they had secured premises at Estevan and were opening there shortly.

WINNIPEG.

May 4.—A few of the local business men are preparing for their summer vacation trips. It is obvious that these men cannot leave their business behind them absolutely, and wherever they go they will be gathering up ideas in order to put new life into their trade upon their return.

A local grocer who contemplates taking an European trip this summer is J. G. Hargrave, who has been in the trade in Winnipeg for over thirty years. This is the first trip of the kind that Mr. Hargrave has taken, and it is no doubt well earned. If more of our business men would lay their plans to get out and see the world, and incorporate into their business the knowledge thus gained, it would be a means of revolutionizing the trades to a very great extent.

The retail business in Winnipeg in which there is perhaps the keenest com-

petition is that of the confectionery trade. It is attributed largely to the fact that there are many foreigners in the city whose inclinations seem to turn that way. The grocers do not pretend to handle much fresh fruit or candies, and the greater bulk of this business is left to the various small confectionery stores scattered throughout the city. As a general thing these small fruit stores have not much enterprising management that would lead them to build up a general business in the bakery and confectionery line.

In Ontario the bakery and confectionery business is as a rule, combined, and these are quite successful. But in Winnipeg the candy and fruit retailers are inclined to extend their business into a lunch counter rather than a retail business of cakes, pies, etc. The result is, since the candy and fruit trade is monopolized, the retail cake trade is rather in a demoralized condition, for it is scarcely extensive enough to support a business in itself.

G. L. M. Holmes, western manager for the wholesale house of Warren Bros. & Co., Limited, Toronto, leaves Winnipeg this week to establish connections with his firm in various western towns.

W. A. Coulson, former secretary of the Retail Merchants Association of Western Canada, was fined \$100 and costs for operating an insurance company without a license. The evidence in the case was largely given by Mr. Premier, who did not know much about the company and was induced to take out a policy for \$3,000. He knew the company was not incorporated, but knew that a charter had been applied for and thought his interests would be protected. The magistrate was inclined to think that the managers acted in good faith, but issuing policies under these circumstances was illegal.

The National Trust Company, which has taken over the affairs of the Retail Merchants Association, asked Mr. Coulson to appear before the management of that company to answer charges of default. Mr. Coulson failed to appear on the day appointed which was Tuesday, April 27, and the company secured an order from the court to issue a summons. It is expected that he will be brought before them in a few days.

W. T. Harris, who for the past six years has been travelling for Geo. E. Bristol, of Hamilton, Ont., has been engaged to travel in the west for Foley, Lock & Larson.

The Western Branch of the McLaren Spice Company, of Hamilton Ont., which has been under the management of Norman Schaffer for the past two years, have moved into a new office and warehouse. The new apartments comprise two floors 100 x 80 feet each. During the past few months two new travellers have been put on the western lines.

SASKATOON.

May 4.—At a meeting of the city bakers held last week it was decided that the number of loaves to be given to the dollar be 14 to private custom-

THE CANADIAN GROCER.

CANNED FRUITS AND VEGETABLES—Owing to the superfluous stocks in retail stores, and also to the fact that green goods are taking the place of canned products just now, the market is weak. There is a great variety of prices. Special advertisements often appear announcing sometimes 3 and sometimes 4 cans for 25c. The following wholesale prices are, as a consequence, only nominal:

	Group No. 1	Group No. 2 & 3
Apples—3's standard, per case	\$2.44	\$2.34
" gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" black, pitted, 2's	4.18	4.08
" white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" yellow, 3's	6.54	6.44
" pie, unpeeled, 3's	3.34	3.24
" pie, unpeeled, gals	2.42½	2.40
" pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" Flemish Beauty, 3's	4.74	4.64
" Globe l.s., 2's	2.73	
" Globe l.s., 3's	4.14	
Plums—Damson l.s., 2's	2.28	2.18
" Lombard l.s., 2's	2.28	2.18
" Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" red, gals	3.80	3.77½
" black, 2's	4.18	4.08
" black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" gallons	3.80	3.77½

GREEN FRUITS AND VEGETABLES—The market is opening up well and prices are declining. The following prices are nominal only:

Celery, Cal., per doz	0 90
Tomatoes, Florida, per case	3 50
Lettuce, per doz	0 40
Radishes, per doz	0 40
Parsley per doz	0 40
Oranges, per box	3 25
Lemons	4 00
Bananas, per bunch	3 50
Strawberries, per case, 24 pts	3 50
Pineapples, per doz	2 50
Apples, wash box Ben Davis	2 10
Strawberries, per case, 24 qts	3 50
Pineapples, per doz	2 50

MEATS—Canned meats are going out freely to construction work camps. The prices quoted are firm.

Clark's 1 lb., pork and beans, plain, per case	2 40
" 2 " " " " " " " " " "	1 90
" 3 " " " " " " " " " "	2 45
" 1 " tomato sauce, per case	2 45
" 2 " " " " " " " " " "	1 90
" 3 " " " " " " " " " "	2 45
" 1 " Ohill " " " " " " " "	1 90
" 2 " " " " " " " " " "	2 45
Soups, per doz	1 20
" Corned beef " " 2's per doz	2 70
" " " " " " 1's	1 10
Roast beef " " 1's, per doz	1 50
" " " " " " 2's	2 70
Fatted meats, 2's, per doz	0 85
" Veal loaf 1 lb., per doz	1 25
" " " " " " 1 lb.	3 35
" Ham loaf 1/2 lb.	1 25
" " " " " " 1 lb.	2 35
" Chicken loaf 1/2 lb.	1 25
" " " " " " 1 lb.	3 30
" Luncheon tongue 1's	3 30
" Blood smoked beef 1-lb. tins, per doz	1 55
" " " " " " 1-lb. tins,	2 65
" " " " " " 1-lb. glass,	2 45
English brawn, 1's, per dozen	1 60
" " " " " " 2's	2 75
Cambridge sausage, 1's, per dozen	1 85
" " " " " " 2's	2 10
Geneva sausage, 1's, per dozen	2 10
" " " " " " 2's	3 65
Boneless pigs feet, 1's, per dozen	1 5
" " " " " " 2's	2 5
Lunch tongue, 1's, per dozen	3 75
" " " " " " 2's	6 30
Paragon ox tongue, 1 1/2's, per dozen	7 60

EGGS—The supply has decreased on the local market. The price is firm at

18c and may advance to 19c if the weather continues cold.

BUTTER—The creamery is a little weaker in price than that quoted last week. It is selling from the jobbing houses quite freely at 25c at present. The dairy product is the same, with slightly improved sales. It is jobbing from 15c to 16c per pound.

A CAR OF STRAWBERRIES.

On Wednesday morning, April 28, the first car of strawberries to enter Canada was received by Geo. Vipond & Co., Montreal. It was sold at auction by the Montreal Fruit Auction Co., J. J. Callaghan, auctioneer. These berries came from North Carolina and are of fine quality. The strawberry season is opening earlier than usual and while the prospects are not good for an extremely large crop the quality is reported to be excellent.

PURE FOOD SHOW IN MONTREAL.

G. Robertson and his brother, A. E. Robertson, are the sole managers of the Pure Food and Housekeepers Show, which will be given in the Coliseum, Montreal, May 17 to 29. N. J. Du-

quette has nothing whatever to do with the fair. G. Robertson informed The Grocer this week. The list of exhibitors is almost complete now, and the success of the show seems assured. One feature which seems to particularly attract exhibitors is the almost guaranteed large attendance ensured by the fact that thousands of tickets are being sold by the various charitable societies in Montreal, who are being permitted to keep the proceeds of all their ticket sales. The Montreal Star is selling tickets for charity in their branch office, and La Patrie will be doing similar charitable work, it is expected, in a few days. The Coliseum is one of the largest rinks in Montreal, and its central location will draw crowds that might not otherwise attend.

H. W. Smyth, treasurer Rose & Laflamme, Limited, Montreal, was married on April 28 to Miss Lillian Wilson. The wedding was a quiet one, and the same day the happy couple commenced a short honeymoon spent in Boston and New England points. R. H. Hendry, secretary of the company acted as groomsmen. Mr. Smyth has any number of strong friends already among the benedicts who will gladly welcome him to the ranks, while those making up the single army will at least congratulate him.

DEFINITE STEPS TOWARDS PROVINCIAL ASSOCIATION.

From Our London Correspondent.

Every member but one of the executive of the London Retail Grocers' Association attended the meeting on Monday night to consider the question of the organization of a Retail Grocers' Association for Ontario. The discussion was carried on for some time, the views of those present being embodied in the following resolution which will be presented to the association at its next meeting on the 11th inst:

"We, the executive of the Retail Grocers' Association, are fully convinced of the advantages of a provincial retail grocers' association, and we will do our share to promote the organization of such an association.

"We, however, think it the duty of retail grocers in every city and town in Ontario to first form a strong local retail grocers' association and then send their representatives to a convention to be held in one of our large cities, to elect officers and other preliminary work. By this means we could start with a strong provincial retail grocers' association that would command the attention of both the Federal and Provincial Governments. They could also deal with the wholesale grocers' guild and the manufacturers and then they would listen to us.

"We are confident a provincial retail grocers' association with good men at the head of it would be as powerful as any of the state organizations across the border, and most of us know that their powers are unlimited.

"We, therefore, ask The Canadian Grocer to make an appeal through its columns to the retail grocers in every city and town in Ontario to start a local retail grocers' association (if they have none at present) and get every man in the business into their local association. Then when that is done we would have no trouble in forming a provincial organization that would be a credit to us.

"We are satisfied that such an association would be of great assistance to every local grocers' association and be a sure remedy for the many wrongs from which the retail trade suffers from time to time.

"We deplore the fact that a large number of grocers throughout Ontario belong to retail merchants' associations composed mostly of merchants in other lines that have nothing in common with them.

"We would like the editor of The Canadian Grocer to get the opinion of every retail grocers' association in Ontario by writing to the secretary of each association for their views on the above subject."

Canadian General Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Sugar—Decline of 10c cwt.
Molasses—Supplies running short.
Tea—Picking begins in Japan.
Figs—Moving freely.
Beans and Peas—Firm.

Montreal, May 6, 1909.

Trade during the week has been only fair. Many orders which were waiting for the opening of river navigation have been shipped. Steamers have arrived from the Gulf and ferry boats are running. The business which is incidental to the presence of boats in the harbor is of fairly good proportions, as the harbor has quickly filled up with boats. For the last few days, there has been a steady procession of steamers moving down the river.

Travelers state that the country roads are drying up, consequently a better volume of trade is expected from these sources soon. Locally, the wholesale grocery and provision situation has not changed very materially. The sugar situation shows a decline in Canada. Dried fruits are practically unchanged. The chief interest in the tea market is shown in the Japan crop, which is now in the process of picking. Favorable cables have been received regarding the quality of the new crop, but prices have not yet been announced, as it is a trifle early. Other lines are featureless. Collections during the last few days have shown a wonderful improvement. The principal of a large firm stated that the past week had been one of the best which he had experienced for a long time.

SUGAR—The market declined in Canada on Tuesday, the reason probably being on account of slow demand. It is impossible to forecast what will next occur in this market. A sale of 3,000 tons of San Domingo was made last week.

Granulated, bbls	\$4 6.
" " 4-bbls	4 75
" " base	4 85
" " 20-lb. bags	4 65
" " Imperial	4 30
" " Beaver	4 30
Paris lump, boxes, 100 lbs	5 45
" " 50 lbs	5 55
" " 25 lbs	5 85
Red Seal, boxes	5 25
Crystal diamonds, bbls	5 75
" " 100 lb. boxes	5 85
" " 50 lb. "	5 95
" " 25 lb. "	5 15
" " 5 lb. cartons	5 40
Extra ground, bbls	5 00
" " 50 lb. boxes	5 20
" " 25 lb. boxes	5 40
Powdered, bbls	4 80
" " 50 lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 2 yellow	4 48
No. 1 "	4 37
No. 1 " bbls	4 28
No. 1 " bags	4 15

SYRUPS AND MOLASSES—Advices from Barbadoes state that the visible supply of choice molasses gets shorter week by week. On the larger number of estates the canes are poor and planters naturally offer sparingly at 20 equal to 29 cost and freight, Montreal, but as

Newfoundland requirements are a long way from being satisfied it appears that a very little of this grade will find its way to this market. The supply of choice will not exceed 12,000 puncheons, of which two-thirds are already marketed. As regards fancy, it is feared there will be little to go forward, and there is no chance of lower prices. "The total sugar crop will hardly exceed 20,000 tons so we look for very little business this season," remarked one of the interested. A good crop averages about 60,000 tons. A later cable from Barbadoes reported sales of several hundred puncheons of molasses for Montreal account on a basis of 29c for choice, and 26c for fancy, cost and freight Montreal. Locally, the market is strong but prices have not changed. Syrups are selling well, especially for the smaller tinned lines.

Barbadoes, in puncheons, choice and fancy	0 39	0 42
" " in barrels	0 41	0 44
" " in half-barrels	0 42	0 45
New Orleans	0 22	0 35
Antigua	0 30	0 34
Porto Rico	0 40	0 44
Corn syrups, bbls	0 02	0 02
" " 1-bbls	0 02	0 02
" " 25 lb. pails	1 75	1 75
" " 35 lb. pails	1 35	1 35
Cases, 2 lb. tins, 2 doz per case	2 40	2 40
" " 1 lb. " 1 doz. "	2 75	2 75
" " 10-lb. " 1 doz. "	2 85	2 85
" " 20-lb. " 1 doz. "	2 90	2 90

MAPLE PRODUCTS—The sale of maple products has dropped off considerably during the week. Dealers seem to be stocked up with about as much as they want to carry just now. Prices have not shown any changes.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 07	0 08
Maple syrup, 4 lb. tin	0 80	0 87
" " 10 lb. tins	0 70	0 75

TEA—Picking in Japan is proceeding and a cable received by a local house stated that the quality was good. It is a little early to predict prices, but it is expected that these will be out in a few days. Locally the market has been quiet, and attention has been centred chiefly in Ceylons and Japans. There have been no changes in prices.

Choicest	0 0	0 10
Choice	0 35	0 37
Japans—Fine	0 37	0 35
" " Medium	0 25	0 28
" " Good common	0 22	0 25
" " Common	0 20	0 22
Ceylon—Broken Orange Pekoe	0 21	0 40
" " Pekoes	0 20	0 22
India—Pekoe Souchongs	0 20	0 22
Ceylon greens—Young Hysons	0 20	0 25
" " Hysons	0 20	0 21
" " Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 20
" " pinhead	0 30	0 50

COFFEE—The condition of the coffee market has kept up with almost clockwork regularity for many months, both as regards price and demand. This week, however, the volume of business is reported as much less than for some time. This is regarded as only a chance condition, as there is nothing in the primary market to warrant anything out of the ordinary.

Mocha	0 18	0 25
No. 7	0 10	0 11
Santos	0 19	0 15

DRIED FRUITS—California raisins have manifested a firmer feeling during the week, but no changes in prices have taken place. Currants have been passing into consumption freely of late. Reports from Greece indicate that the market is at its lowest ebb there just now, and that from now on a stronger tone will develop. Figs have brightened up a little, and are moving a little more freely. Dates, especially Hallowees and Khadrawees, are in small compass, and are selling well. Other lines are meeting a rather indifferent sale. No changes in quotations have been recorded during the week.

Figs—		
Bag figs	0 03	0 05
Tapnets	0 03	0 05
Elmcs	0 08	0 14
Dates—		
Hallowees, per lb	0 05	0 06
Sairs, per lb	0 05	0 05
Malaga Raisins—		
London layers	2 25	2 50
" " " " " " " " " " " "	2 50	2 75
" " " " " " " " " " " "	1 75	1 80
" " " " " " " " " " " "	4 75	5 75
" " " " " " " " " " " "	1 60	1 80
Australian raisin	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 69	0 10
Choice seeded, 1-lb. pkgs	0 84	0 10
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apples, per lb	0 12	0 14
Peaches	0 11	0 14
Pears	0 11	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " " " " " " " " "	0 09	0 10
" " " " " " " " " " " "	0 08	0 10
" " " " " " " " " " " "	0 08	0 08
" " " " " " " " " " " "	0 08	0 07
Currants, fine filistras	0 05	0 07
" " Patras	0 08	0 08
" " Vostizzas	0 08	0 08

SPICES—There is a fair all around demand with no special features.

Peppers, black	Per lb.	0 14	0 20
" " white	0 20	0 27	
Ginger, whole	0 15	0 20	
" " Cochin	0 17	0 20	
Cloves, whole	0 18	0 20	
Cloves, ground	0 20	0 25	
Cream of tartar	0 23	0 32	
Allspice	0 13	0 18	
Nutmegs	0 30	0 60	
Cinnamon, ground	0 15	0 19	
" " whole	0 14	0 16	

RICE AND TAPIOCA—Rice is going into consumption fairly freely but tapioca is moving very slowly. No changes in prices have been recorded.

Rice, grade B, bags 250 pounds	2 95
" " " " " " " " " " " "	2 95
" " " " " " " " " " " "	3 05
" " " " " " " " " " " "	3 15
" " " " " " " " " " " "	2 85
" " " " " " " " " " " "	2 85
" " " " " " " " " " " "	2 95
" " " " " " " " " " " "	2 95
" " " " " " " " " " " "	3 05
Tapioca, medium pearl	0 04

BEANS AND PEAS—Both beans and peas are firm and unchanged. Austrian beans in round lots have been sold to arrive at \$1.87 per bushel.

Ontario, pickers	2 10	2 15
Peas, boiling	1 4	1 60

EVAPORATED APPLES—This line has been quiet for a long time, due to scarcity. The demand is very small and stocks are smaller. No changes in quotations have taken place.

Evaporated apples, new	0 08	0 08
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CANNED GOODS

MONTREAL—Canned vegetables are selling exceptionally well this week, also canned fruits. The price of the fresh stock has not yet come down within the reach of the masses, so the canned stock is getting a good call. Fish is going well considering the time of the year. Canned pork and beans is moving slowly. Meats are in seasonable demand.

TORONTO—Canned fruits are selling well with apples and especially gallon apples in the lead. Peaches and plums are in good demand also, this being the season when the stock of preserved foods of the housewife are getting low.

Vegetables are also in demand, especially corn, peas and tomatoes. Some claim there will be a shortage in corn before the new goods arrive as well as peas.

ONTARIO MARKETS

Pointers—

- Sugar—Decline of 10c cwt.
- Starch—Good demand.
- Corn Syrup—Selling Fairly Well.
- Dried Fruits—Demand Continues Good.
- Beans—Scarce and Firm.

Toronto, May 6, 1909.

The only feature of the markets of the week was a decline of 10 cents in sugar which occurred on Tuesday afternoon. The decline was confined solely to Canada and the only reason given is the unusually poor demand at this time of the year. The market is so peculiarly situated that there are no indications as to what will happen next.

The advance announced in starch last week caused those who had their orders in previously to get their supplies and there was a decided run on starch stocks on that account.

“Better business,” “more goods going out” and “trade has been fine this week” were among the answers to The Grocer’s queries while on his rounds. The general impression is that trade is picking up although in a few lines it is somewhat quiet.

Collections for April were reported by several firms as good and much better than in March. The cold weather no doubt checked business to some extent last week and wholesalers are anxiously awaiting the time when “there ain’t goin’ to be more cold.”

SUGAR—Since last week the sugar market developed some weakness and on Tuesday afternoon there was a decline in Canada of 10 cents per cwt. United States refineries on account of recent heavy purchases showed some indifference to further offerings of raw sugars resulting in fractional concessions in prices for sugars on spot and for shipment up to second half of May. The market is quoted nominally at 2 17-32 c. and f., New York, for 96 test centrifugals, with buyers at 1-32 less or say 2 1/2c for May shipment, while a 1-32 mor or say 2 9-16 would be paid for June shipment. Latest reports from

Cuba indicate 119 central factories in operation or 12 less than the previous week and now that we are approaching the close of the campaign it is stated that the final outcome will be up to the the original estimate of 1,300,000 tons. Europe for week declined 3d to 10s, 3d per cwt. While no change occurred in refined prices in New York, Canadian prices declined as stated above. The only apparent reason is the exceedingly slow consumptive demand, but there should be an improvement in this respect in the near future. Meanwhile, the market may be called “unsettled” with no special indications for the time being.

Crystal Diamonds, barre's	5 85
" " half barrels	5 95
" " boxes, 100 lbs.	6 05
" " " 50 lbs.	6 15
" " " 25 lbs.	6 35
" " 5-lb. cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond Dominoes, 5 lb. ctas	8 40
Paris jumps, in 25-lb. boxes	5 75
" " in 100-lb.	5 85
" " in 25-lb. boxes	5 95
Red Seal	7 00
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 40
Redpath extra granulated	4 70
Imperial granulated	4 40
Acadia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls.	4 23
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES.—At the present time sugar syrups are scarce but there is not much of a demand. Wholesalers claim that in recent years the sugar syrups have lost some of their former prestige and glucose seem to be what are wanted. Demand for molasses in light but prices are firm. It is the contention of some that the supplies will be cleaned up.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
Per case.	
2 lb. Tins, 2 doz. in case	2 50
10 " " " "	2 85
20 " " " "	2 75
Barrels	2 70
Half Barrels	0 03
Quarter "	0 03
Falls, 38 1/2 lbs. each	1 80
" " 25 "	1 30
Maple syrup—	
Gallons, 6 to case	4 50
" " 12 "	4 80
Quarts, 24 "	4 80
Fats, 24 "	2 50
Molasses—	
New Orleans, medium	0 31 0 33
" " bbls.	0 29 0 31
Barbadoes, extra fancy	0 45
Porto Bloo.	0 45 0 63
West Indian	0 31 0 30

TEA AND COFFEE.—During the week the tea and coffee markets were quiet, especially the former. A fairly steady demand exists for coffee. Reports from Japan indicate that the picking of the first crop of tea is in progress but nothing has yet been said about prices.

DRIED FRUITS—“I never remember a better season for dried fruits,” remarked a wholesaler in discussing the market. They are still selling plentifully, particularly prunes, apricots and peaches. There is no change in current prices as yet, notwithstanding firmer primary markets. Figs are being given more attention than usual.

Prunes—	Per lb.
3-0's, 25-lb boxes	0 10
4-5 "s, 25-lb. boxes	0 09
50-60's " " "	0 08
60-70's " " "	0 07 0 07
60-70's, 50-lb. boxes	0 07
80-90 " " "	0 06
90-100 " " "	0 06

Apricots—	
Standard	0 12
Choice, 25-lb. boxes	0 13
Fancy,	0 15
Candied and Drained Peels—	
Lemon	0 10 0 11 Citron
Orange	0 10 0 12
Figs—	
Elemes, per lb.	0 08 0 10
Tapnets, "	0 03 0 04
Bag Figs	0 03 0 04
Dried peaches	0 71 0 08
Dried apples	0 07
Currants—	
Fine Filiatras	0 06 0 07 Vostizaa
Patras	0 03 0 08
Uncleaned, to less.	
Raisins—	
Sultana	0 07 0 09
" Fancy	0 11 0 12
" Extra fancy	0 14 0 15
Valencias	0 05 0 05
Seeded, 1-lb packets, fancy	0 08
" 16 oz. packets, choice	0 08
" 12 oz. " "	0 07
Dates—	
Hallowees	0 05 0 06 Fards choicest
Sais	0 05 " choice

NUTS—Little can be said about the nut market other than that there is not much demand at this season of the year.

Almonds, Formigetta	0 12
" Tarragona	0 13
" shelled	0 30 0 32
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 12
" shelled	0 28
Filberts	0 10
Pecans	0 16 0 18
Brazils	0 16
Peanuts	0 10 0 12

RICE AND TAPIOCA—No changes have occurred in these prices and wholesalers have little to report. The usual movement prevails.

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b.,	0 03
" Montreal	2 95
Bangkok	0 03 0 03
Java	0 05 0 05
Java	0 05 0 07
Sago	0 05 0 06
Seed tapioca	0 05
Tapioca, medium pearl	0 04

SPICES—If anything, the spice market is a little quieter than usual and nothing has occurred that would tend to change prices.

Peppers, blk pure	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 50
Cloves, whole	0 25 0 35
Cream tartar	0 21 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 30 0 30
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—Beans seem to be getting scarcer and the probability is that they will be all cleaned up. Stocks among the farmers are getting low. Prices remain stiff, but the same, as quoted last week.

Beans, hand picked	2 25
" prime No. 1	3 00
" Lima, per lb.	0 07

EVAPORATED APPLES—After a dull season evaporated apples seem to be waking up and quite a number are beginning to move. Prices have eased off a little and are now from 7 to 7 1/2 cents. Stocks so far as local dealers are concerned are plentiful.

If you can't stand prosperity, let your wife take care of your money. The merchant who is always dipping into his own money drawer is like the saloon-keeper who stands outside of his own bar too much.

Canada's Trade Revival

Canada has entered upon a new era of business activity. This means a great deal to you as a retail merchant. You have a grand opportunity to help on the general movement and increase your own business by talking good times to your customers. Here are a few facts such as are being published every day showing trade revival:

The custom receipts for the Dominion during April totaled \$3,961,678, an increase of \$511,730 over April last year, and the March revenue showed a betterment of \$391,189.

Gross earnings of the C.P.R. for March were 20 per cent. higher than in 1908 and $6\frac{1}{2}$ p.c. higher than in March 1907.

While the aggregate gross railway earnings of American railways in March showed an increase of 11 per cent over March, 1908, Canadian roads show an increase of 19 per cent.

Toronto bank clearings for April, 1909, were \$111,289,680; for April, '08, \$86,829,124, and for April, '07, \$101,544,017. This year shows also a high increase for the four months to date as follows:

Four months, 1909	\$439,523,472
Four months, 1908	343,051,137
Four months, 1907	413,824,610

A dispatch from Montreal says: Financiers and others who are interested in the progress and expansion of the Dominion have regarded with increasing satisfaction the frequent signs and evidences of financial and industrial improvement throughout the country.

Montreal bank clearings for the month of April show in an unequivocal man-

ner that the progress reported from ocean to ocean is general and sound. Last year the clearings for the month of April amounted to \$111,092,633. This year they reached the large sum of \$135,180,233, which is an increase of \$24,087,600 over the previous year. Figures for 1907 were given as \$117,054,598, which is also considerably smaller than this year's record.

Bankers have reason to feel satisfied at the strength of the figures, and with the opening of navigation the return of normal trade conditions is assured.

Construction for April says: Instead of there being any indication of a let up in the building line, greater activity becomes manifest as the season advances. A remarkable building wave is sweeping over the entire country.

A striking feature of the March reports is the strong upward trend which prevails throughout Ontario. Every city submitting comparative figures has more than doubled the amount of building operations, as compared to the month of March last year.

Failures in Canada during six weeks ending April 29 totalled 154, compared with 201 during the same period in 1908.

How are you going to get your share of the revived business activity?

There are several ways that suggest themselves. Believe that business generally has improved, tell your customers so and increase their confidence. Push the goods you know are the best in their line. Do you know a better article to make a leader of than good tea?

You know RED ROSE TEA is good tea. If you use it in your home you know it is the best tea in Canada.

With that confidence you can recommend it to your best trade. No other tea will do as much to increase and hold your customers. Try Recommending RED ROSE TEA. It brings more business.

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

T. H. ESTABROOKS

St. John, N.B.

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The Grocer's Possibilities in the Month of May

Opening of the Summer Season Gives Opportunities for a Good Business—Merchants Must be Aggressive — Give Prominence to Seasonable Goods—Dried and Canned Fruits Should be Cleared Away Before Preserving Time — Value of Window Display and Interior Decorations.

Again the month of May rolls round, and with it the beginning of a new season for the grocer. During April the weather has been alternately winter and summer-like, and what it has been a good planning month, it has not been at all good for carrying out or building up any set plans for the improvement of the business.

One of the things that should receive first consideration in May is the annual housecleaning, if it has not already been done. The good housewife at this time of year gives her home a thorough overhauling. The grocer, too, should be prepared to do the same with his store and stock. A freshly-painted, nicely-cleaned grocery store will serve as a splendid advertisement and help you to sell the housecleaning lines that should be carried by all grocers who wish to be to the fore in the business world. A bright store front with an attractive window display of tubs, pails, brushes, clothespins, rope, mops, soap, soda, blue, baskets and all the other housecleaning utensils and goods specially called for at this season should greatly assist in selling these articles, and other lines as well, besides making your store better known.

Good Displays Essential.

Too much stress cannot be laid on the importance of window displays—that is, good window displays. There is a story told among the Brantford merchants of a grocer who many years ago was a leader in the trade of that city. Some fifteen years ago, having taken his son into partnership, the grocer placed dependence on the son for dressing the windows. After a couple of years the son, being ambitious, left to make his way in a newer community, and, before leaving, gave the windows a final dressing. That was twelve years ago—and the same displays are shown in that grocer's windows to-day. That grocer, although in the forefront a dozen years ago, is to-day a back number, a "has-been." Don't be a "has-been." Devote some time and attention to your windows. Change the goods and displays frequently—every fortnight at least; every week is none too often. Do not crowd your windows; and only display one line of goods at a time. You will reap a reward and the result will be beneficial to your business.

It would be well to run a series of window pictures by making up the displays from seasonable lines. Besides housecleaning goods the grocer might use window displays of flowers, dried and other fruits and vegetables. A great many grocery stores have double windows. A nice plan in such an event would be to devote one window to a display

of flowers and the other to vegetables. The centre of the windows might be occupied with boxes displaying seeds. Nearly every seed house puts up its product in neat packages and boxes, and these will make admirable centrepieces for your windows. Surrounded in one window with a number of plants and in the other with groupings of greens and vegetables the meaning of the picture would be clear—cause and effect.

Advertise Seasonable Lines.

As well (and this is most important) the displays will tell the passerby that you handle these lines—seeds, vegetables and flowers—and if you show them off to advantage your window pictures will be watched for and will cause comment in the homes of not only your present customers but also in those of many others who may become customers, but who otherwise might not know of your existence. The real object of window-dressing is to attract, to advertise your business and the lines you carry. First, there is the attraction. The passer-by makes the mental comment "that's a pretty window." Next week something new is shown, and the store is commented on for its nice, clean appearance. That fact is mentioned in the home, and little by little the news spreads that "Jones has a clean store; his windows are pretty; the interior is neat, and he carries good lines. He carries, too, lines that we did not know a grocer dealt in."

Everybody knows that all grocers carry certain package, tinned and bulk goods; but everybody does not know that many grocers carry seeds, green vegetables, green fruits, potted and cut flowers, housecleaning utensils, confectionery, fresh fish, cakes, crockery and many other lines which might, could and should be made profitable. And there is only one way to make the fact known that you carry them—and that is, show them. To show them make neat window displays, and the people will prefer to come to your store to buy these things, along with their other grocery needs, rather than lose half a day making trips to a seed store, a vegetable and fruit stand, a flower shop, a house-furnishing store, a candy store, a fish depot, a bakery, and a crockery store.

The various lines noted above might be used in rotation for window displays especially if they be seasonable. In May dried fruits, vegetables, confectionery, seeds, housecleaning utensils, cakes and preserving articles are seasonable; and they can be made profitable to handle as well.

Coming of Preserving Time.

The early fruits are beginning to come in now and nearly every grocer can

handle these lines. Bananas and pineapples are the first arrivals, and the grocer who does not handle fruit the year round should now let his customers know he is prepared to meet their requirements in this respect. He should, too, show them that he has preserving bottles, gem jars, etc. More and more every year are the Canadian people preserving pineapples, which is the first fruit to be canned, and towards the end of May is a good time to advocate the preserving of them. The pines are then plentiful; they are of good quality; and they are cheap—all points favorable to making sales to consumers.

Early vegetables and greens are now coming in freely enough to enable all grocers to handle them. They are turned over quickly so the chance of them staying on the grocer's hands is slight. Then there are flowers, which many grocers are now handling all the year round. A great number of florists in all sections of the country are making arrangements with grocers for the placing of their plants. The grocer gives them shop and window room free (which is an expense saved the florist) and on sales he makes a profit of 15 per cent. The plants are renewed and replenished daily at no expense to the grocer. Under such an arrangement he cannot lose; and in the far-off event of not making even a single sale the grocer has the free use of many potted and cut flowers and plants to help make his store attractive.

Push Confectionery.

Confectionery is a line which rightly belongs to the grocer, and he should make an effort to retain it. The up-to-date grocer makes an occasional window showing of confectionery and has a neat display case inside to set off this line. That it is a profitable line when properly handled was proved at a recent salesmanship demonstration held in Toronto when a chocolate representative made the statement that on some milk chocolate lines as high as 100 per cent. could be made by a grocer handling this class of goods, and on some other high-grade confectionery lines the profit was as much as 60 per cent. Many grocers say they can only sell confectionery at Christmas time, inferring that people buy at that season only but there are other seasons, too, and it can be put down as a fact that the person with a sweet tooth is not going to wait for Christmas or any other season to buy confectionery. He, or rather she, wants it now and all the time, and if you have not got it the buyer will go elsewhere.

Cakes are another line that can be handled by grocers profitably and on the same commission plan as flowers. From investigation this line is said to pay about 20 per cent. The margin of profit on any particular bakery article may be small, as the cakes must be put at a popular price, but with care cakes should be a good line, not only for the profit in themselves, but because they may be used as magnets for attracting to the store new buyers, who eventually will

become customers. The summer time is a good time to begin to handle cakes.

Re-arrange Interior Decorations.

Inside the store the shelf goods should be rearranged. Bring to the front more seasonable lines. If there are any quantities of canned fruits and vegetables left make them so prominent that they will figure in frequent sales. The other day a grocer made a display of canned apples at a time when they were reported scarce. The result was the sale of 100 cases of canned apples within a few days. That grocer was wide awake, but not any more so than hundreds of others all over the country. Be a wide-awake grocer yourself. Jelly powders, essences, spices and many other little articles may be used to fill in the spaces in front of heavier goods on the shelves.

They are summer and preserving lines and will be sure to be asked for. Their prominence will certainly inspire the buyer. In fact, the grocer should have this one thing always before him: to help the buyer by spoken word and prominent display to know and see the things which he wants. This can be done by helpful suggestion and bringing to the front the most seasonable, and, therefore most wantable, lines.

Watch Perishable Goods.

The keeping of butter, cheese and eggs will become a serious question for the grocer as the summer advances. If he is wise the grocer will, from the start, put these goods under cover in a cool refrigerator where they can be inspected and viewed without removal from the ice chest.

The interior decorations should now be changed. Perhaps the taking down of the old decorations and the making of a clean store will do for a time. Later on, the many cartons which find their way to every grocery store, may be used to weave into a number of fanciful designs which will greatly enhance the appearance of the interior as well as save the stock from the depredations of flies and the dust and dirt of the hot summer days.

And above all else treat every person who comes into the store, whether buyer or not, as a friend and in polite terms, and you will find that business will not be so very hard, nor so very unprofitable.

RELIC OF THE OLD DAYS.

An interesting old invoice was unearthed by S. H. Ewing & Sons, Montreal, this week, when they were doing some spring housecleaning. It was dated August 1, 1868, and was prepared to be sent out to J. McNiece, a Montreal retail grocer in those days. The invoice charged up 40 lbs. coffee bought in four lots during the month of July, and was made out under the heading S. H. & A. S. Ewing, as the business was being run then. The coffee was sold at 15½c and 17½c lb., and the total amount of the invoice was £1 13s. 9d. It is an interesting relic of the old days in the grocery trade in Montreal.

The Making of Feather Dusters a New Industry

Just Introduced Into Canada—Visitor to the Factory at Toronto Describes the Process of Manufacture—A Market Provided for Turkey Feathers.

The latest industry to invade the manufacturing field in Canada is the making of feather dusters. Strange as it may seem to grocers, hardwaremen, and other merchants who handle these goods, feather dusters until the present have not been made in Canada, if we except a small but unsuccessful effort made some few years ago to start such an industry in a Western Ontario city.

The Canadian wholesale and retail trade therefore, has had to depend on imported lines of feather dusters for their stocks. Naturally, being unable to obtain supplies at home the great bulk of feather dusters entering Canada have come from the United States, where the industry is established for many years.

New Industry Here.

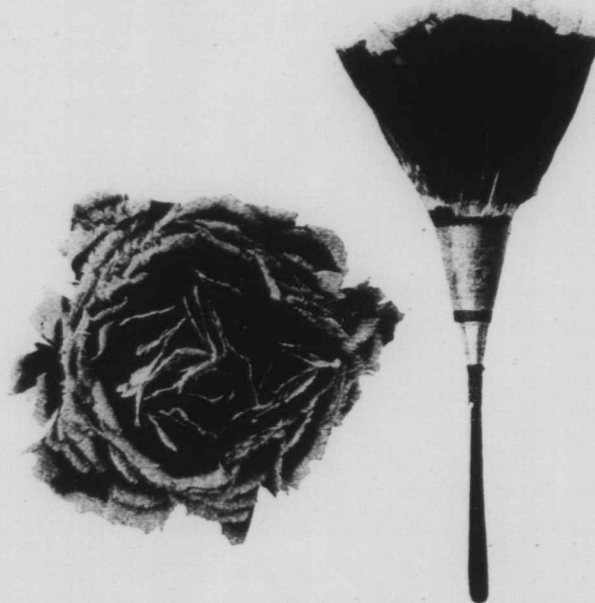
It is but four months since H. W. Nelson & Co., Toronto, manufacturers

of the lines at present made. As demand took concrete form for other wantable lines he would add them from time to time.

Wing and Tail Feathers.

Feather dusters, as everyone knows, are made from the wing and tail feathers of turkeys and they are cleaned, sorted and softened before being made up. Perhaps a description of the process of manufacture step by step will prove interesting and give some idea of how these useful household articles are made.

In the United States the saving and gathering of feathers has proved profitable to the farmer who plucks his own fowl for the market. He sells these feathers with his fowl to the dealers in his section, and through these dealers they find their way to the factories. They arrive, too, in



The First Feather Dusters Made in Canada.

of brooms and whisks, and dealers in woodenware, etc., added to their plant a factory for the making of feather dusters. The beginning was a modest one and the company confined itself to the manufacture of but one grade—the standard—used for household dusting purposes. Now, however, so great has been the success of the original effort that six or seven lines are being made, and the end is not yet.

S. G. Wharin, managing director of the company, showed a representative of this paper over the factory and explained the various processes of manufacture. He said the company was starting in a small way and would follow the lead of demand rather than go before, because the industry was just being built up. However, he was much cheered with the success of the undertaking up to now and was having some difficulty in supplying the demand for

fair shape, for the feathers are tied in bundles of 100 and placed in large sacks containing about 250 pounds. This allows of careful handling and also saves something in the way of freight tolls. In Canada, being a new industry, the feathers do not arrive at the factory in such fair shape; nor, in fact, does the same careful method of marketing, picking and packing obtain the feathers reaching the factory in bulk lots of no particular size. However, this difficulty will be overcome before another year goes by, when the raisers of fowl know that turkey feathers are a merchantable commodity and have a monetary value.

The Cleaning Process.

The feathers are placed in a huge rectangular box, the bottom and top of which are covered with screens. This box will contain probably 300 pounds of feathers. By means of an

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electric motor the box is revolved for some length of time and the dust and grit falling through the screens is entirely separated from the feathers. The feathers next go through two sorting processes, a number of nimble-fingered girls who soon become experts doing this work. The feathers are divided into black, brown and fancy feathers, and these three groups are sub-divided according to sizes, which run from 8 to 14 inches. The brown feathers are used in the standard household size, which is the cheapest and most called for line, the black and spotted fancy feathers being used in the higher grades.

The next stage takes the feathers through a machine which splits the quill, a sharp knife cutting off the rough underpart of the stem, leaving the vane or beard attached to part of the shell of the quill. In this splitting or trimming occurs the only noticeable waste. With the quill unavoidably goes some part of the feather, and as yet no use has been found for this waste. In some of the U. S. factories it is understood that this quill is used in the making of ammonia, but the manufacture and supply of this latter commodity is greater than the demand at present in Canada.

Putting on the Handle.

After trimming they are run between two metal cylinders of a rolling machine which softens the stem and makes them pliable. They now go to another set of sorters who count out twenty feathers, place them in a clothes-pin and put them in baskets containing similar sized feathers. This latter sorting makes it convenient for the men assembling and binding the dusters. Every standard duster contains 100 feathers, so the assemblers taking five clothespins have without any counting on their part the requisite 100 feathers necessary for a duster. Evening and rounding off the ends a circular stub is inserted in the centre, the whole placed on a binding machine, a few twists of which completely and firmly wires the feathers to the stub. A couple of rows of shorter feathers around the lower end of the stub hides the wire and finishes off the brush end of the duster. The remainder of the duster-making process is simple. A paper binding is placed over the feather ends; a leather cuff is next put on and then the handle is inserted by being screwed into the wooden stub. This handle is of black-japanned tan and cherry-colored woods for household dusters, and in the better grades is of imitation ebony and rubberoid. On these latter there is also placed a drawn-steel, nickel-plated ferrule. The leather cuff, which is on all the dusters, is a new idea and the Nelson company use it for displaying the names of the grade, the firm, and the "bull dog" trade mark of the manufacturers.

Many Varieties Made.

As before mentioned, while the factory was started primarily to manufacture the standard household feather duster, of late the making of the higher grade parlor, picture, janitor and carriage dusters are important additions. The factory while yet conducted on a small scale is as complete as any in the United States. It is impossible to say what amount of feathers are available for manufacture in Canada, but for

purposes of estimating last year Great Britain imported 916,122 pounds of feathers of all kinds from all parts of the earth, and valued at £981,459. Of these 26,383 pounds valued at £82,422 were for the purpose of manufacture into dusters and similar goods.

GROCERY COST EVOLUTION.

Some Ups and Downs in Prices Since 68 Years Ago.

Some one has discovered an old copy of the Philadelphia Courier, printed in 1841, from which he has gleaned certain comparative quotations for foods in the United States, which will be read with interest by the retail grocery trade. There appears to have been a marvelous readjustment in values in the lapse of 68 years, some up and some down. Just to what extent they are the result of natural evolution or how much they come from artificial influences, set up by men and laws and the natural development of invention and economies, is difficult to trace, but it is a subject possibly worth studying. Here are a few of the comparisons:


	1841.	1909.
Coffee, lb. ....	.9½	.25
Butter, lb. ....	.7	.34
Codfish, lb. ....	.2½	.18
Flour, bbls.	\$ 5.00	\$ 6.80
Wheat, bushel	1.08	1.25
Corn, bushel ....	.55	.80
Oats, bushel ....	.38	.65
Hops lb. ....	.20	.13
Hay, ton	12.00	12.00
Molasses, gal. ....	.20	.60
Nails, lb. ....	.10	.3½
Salt, bushel ....	.28	.35
Rye whiskey, gal. ....	.23	4.00
Port wine, gal. ....	.90	2.25

A NEW PACKAGE.

The demand for West India arrowroot which is specially suitable for the use of invalids and children, has prompted White Swan Spices and Cereals, Limited, to place on the market a quarter pound package of pure West India arrowroot to retail at ten cents and at the same time show the grocer a handsome profit. This new air-tight package should create a favorable impression. It gives directions for its use in preparing dainty and health-giving dishes.

The Easiest and Best

Women know the Fels-Naptha way is the easiest and best way of washing clothes. That makes Fels-Naptha Soap the easiest and best soap for you to sell them. Have it always where they can see it.



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from \$1,000 to \$10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip." Address our nearest office.

Dept. 287 National Salesman's Training Association
 New York Chicago San Francisco
 Kansas City Minneapolis

Name _____
 P. O. _____
 State _____ R. F. D. _____
 287

The BOECKH BROS. COMPANY, Ltd.

TO THE TRADE

WE beg to announce having resumed the business formerly carried on by Boeckh Bros. & Co. at Toronto and Montreal, as manufacturers of Brushes, Brooms and Woodenware. This business is now under the same management as formerly carried on by Boeckh Bros. & Co., and the Trade are assured that personal attention and supervision will be given all orders entrusted to us.

Our Factories are equipped with the very latest improved machinery, and our goods are known from the Atlantic to the Pacific, and the well-known high quality of our manufactures will be rigidly maintained. We guarantee all our goods to be strictly as represented.

We take this opportunity of thanking you for your valued business in the past, and trusting to be favored with a continuance of same, we remain,

Yours very truly,

THE BOECKH BROS. COMPANY, LTD.

Toronto, May 1st, 1909.

Make a showing in
window or on counter
of
**Sterling Brand
Pickles**

and you'll attract the custom of
best class of people in your com-
munity.

It will pay to keep "Sterling"
Brand goods always in the front.
Their merit gives them a front
position.

Manufactured by

THE T.A. LYTLE CO., LTD.
Sterling Road, - Toronto, Can.

MASON'S O.K. SAUCE

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



GEO. MASON & CO., LTD.

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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

Let Us Market Your Goods in the West!

The Manufacturers and Shippers of Eastern Canada, Great Britain and elsewhere have a splendid opportunity for trade extension in the Western Provinces of Canada. It is practically a virgin field for many lines of grocery specialties.

Our facilities for properly covering the market are positively unequalled. We maintain large warehouses in the three main centres of Western commerce—**Winnipeg, Calgary and Edmonton**, and we are in close touch with every branch of the trade from Kenora, Ont., to the Rocky Mountains.

This market is getting more important every week.

Now is your opportunity to get in. We shall be glad to correspond with interested parties.

Write us about the matter

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG

CALGARY

EDMONTON

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

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

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

We make a specialty of distributing car lots. Goods stored at reasonable prices. Our facilities are unequalled. Warehouse situated in the wholesale district. Consign your cars to us, and we will look after everything. This is our business, having been established for years. If interested, we will gladly furnish you with a list of satisfied customers.

Reference—Bank of Ottawa, Winnipeg

COUNTER

CHECK BOOKS

"Get The Best"

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd
TORONTO and MONTREAL



Don't Gamble

You have to

Take Chances

on a lot of things in the grocery business. Lard is a staple where a little waste wipes out the profit - you know that.

But

"Easifirst" Lard Compound

Is something you can bank on.

No waste, taste or smell.

It fills the bill in price.

Made under Government inspection.

Try a sample lot

GUNN'S Limited

West Toronto - - Ontario

LARD

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

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

F. W. Fearman Co.

LIMITED

HAMILTON, CANADA.

Every

Man, Woman and Child in Canada

Knows

REINDEER

It stands for the Purest, Richest Condensed Milk.

It carries the most Businesslike and attractive proposition.

It will pay you to get it.

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



Your Provision Business

can be mightily "gingered up" by handling goods that are "wanted" again. That's the distinguishing characteristic of

Ryan Brand Pork Products

They prove so delicious that your customers want them continually. And, remember, the government food inspector has put the stamp of approval on them.

GET OUR PRICES NOW!

The Wm. Ryan Co.

LIMITED

70-72 Front St. East

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Produce and Provision Situation of the World

Scarcity of Hogs Still Deplored by the Packers—English Butter Market Quiet—Weather Conditions on the Continent Favorable—Advance in Cheese Probable.

The scarcity of hogs continues to be the great trouble in the provision trade. The packers claim that they are paying so high for the hogs that they have no margin left for themselves. In an article in the Farmers' Advocate, a farmer considers that the hog industry is in a "deplorable condition," and asks, "Where lies the fault?" and then goes on to recommend a commission of competent farmers to go to Denmark to find the remedy. While he admits that they might bring back some good ideas of breeding and feeding, he places the most stress on the importance of co-operation in placing the products on the market. This answers his question from his viewpoint, and places the fault on the packers. This is not fair, neither is it true. The packers are doing their part right and well. They turn out the best possible product from the hogs, and are realizing from the patient public good prices for it, and are turning nearly all the money to the farmer and yet he thinks the hog situation is in a deplorable condition, and also that the Government should, in addition to the high price of bacon, tax the people to give some farmers a free trip.

There are enough packing houses in operation to take care of all the hogs the farmers will produce, even if they raise five times as many as they do now. It is not many years ago, since co-operative packing houses were started in many places of Ontario, and in every case they have failed. Why, then, again waste the people's money to make experiments in the interests of the farmers? The farmers, no more than any other class, are entitled to the whole earth, and it is unfair to expect the Government to assist them in matters of business which are entirely for themselves. The only remedy to lift the situation out of this deplorable condition is for the farmer to do his part and be satisfied to raise hogs at a reasonable profit.

Reports arriving from England state that the butter market is quiet, but steady, with a tendency towards a weaker tone if anything. Buying has not been very large, and holders are not any too sanguine of a turn of the market in their favor. Advices from Ireland and points on the continent, state that weather conditions are highly favorable, so the probability is that the market will decline rather than advance. Supplies from home sources are also increasing. Prices have not altered materially, but a drop in the near future is inevitable, unless something extraordinary occurs. With these conditions existing, both buyers and sellers are interested spectators, but scarcely any business is transpiring.

Advices from England state that the cheese outlook is favorable, and an ad-

vance is a strong probability. It is thought that the new make is sufficiently far off to assume that the market will be fairly bare before the new make becomes a factor. In view of these conditions, the holders are waiting for better terms than can be obtained now. Stocks of Canadian are very small, and imports are nil.

MONTREAL.

PROVISIONS—A strong feeling prevailed in the local live stock situation at the latter end of last week, owing to a keen demand from packers for supplies, and prices advanced with sales of selected at \$8.45. But owing to larger offerings on Tuesday than was anticipated, an easier feeling developed in the market, and prices reacted with sales at \$8.25 to \$8.35 per 100 lbs. weighed off cars. The market for dressed hogs was unchanged, prices being firm under a good demand at \$11.25 to \$11.50 per 100 lbs. No changes in lard prices have been recorded.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 09½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases.	0 09
Heavy Canada short cut mess pork, in bbls.	23 00 23 50
Selected heavy Canada short cut clear boneless pork	24 00 24 50
Very heavy clear pork	25 50
Flax beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 13½
Boxes, 50 lbs., grained.	0 13½
Tubs, 50 lbs.	0 13½
Pails, wood, 20 lbs., parchment lined.	0 13½
Tin pails, 20 lbs., gross.	0 13½
Cases, tins, 10 lbs. each	0 13½
" 5 "	0 14
" 3 "	0 14
Dressed hogs, fresh killed.	10 50 10 75
Manitoba	10 00 10 25
Country dressed	9 01 9 51

BUTTER—The butter market in the country rules at about 23½c, but it is expected that this will shade off during the week as the prospects for a large make are good. Stocks of fall creamery are in extremely small compass and prices are firm on this line. Total receipts of butter for the season have been 430,970 packages against 418,325 packages for the previous season.

Fresh creamery prints	0 26
Fresh creamery, solids, lb.	0 24
Fall creamery, solids.	0 21 0 22½
Dairy, tubs, lb.	0 14 0 15
Fresh large roll	0 17 0 18

CHEESE—Prices in the country are 11½ to 11¾ with a strong preference shown for colored. Exporting will commence immediately as the ocean boats are in dock now. Locally prices have not changed. The total receipts of Canadian cheese since May 1, 1908, have been 1,963,051 boxes against 2,056,351 boxes for the previous season.

New cheese, large	0 25 0 25½
twins	0 12½ 0 13
Old cheese, large	0 15½ 0 16
twins	0 15½ 0 16
small	0 15½ 0 16

HONEY—Some small trade has been done during the week in strained honey, but other lines have been practically

at a standstill. No changes have been recorded in prices.

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

EGGS—Country storekeepers are buying for 16½ to 17 cents. Supplies are fairly large and it is expected that prices will soon decline considerably, as present figures are much too high for storage purposes.

New laids	0 19 0 19½
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TORONTO.

PROVISIONS—The hog market shows no indications of weakness, but continues a determined firmness which is likely to rule for some time. Cured meats are firm, but there has been no apparent advance this week. Local demand is good and business is brisk.

Smoked breakfast bacon, per lb.	0 12½ 0 13
Bal bacon, per lb.	0 16½ 0 16
Light hams, per lb.	0 11 0 11½
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13½
Shoulder hams, per lb.	0 10½ 0 11
Bacon, plain, per lb.	0 16½ 0 17
pea meal.	0 17 0 17½
Heavy mess pork, per bbl.	20 00 21 00
Short cut, per bbl.	23 50 24 00
Lard, tierces, per lb.	0 13 0 13½
" tubs	0 13 0 13½
" pails	0 13½ 0 13½
" compounds, per lb.	0 08½ 0 11
Dressed hogs	0 10 0 11½
Live hog, f.o.b.	7 25 7 30

BUTTER—Butter is a little more plentiful and while on the whole the market shows signs of weakness, real choice butter is in good demand, and some favorite brands of creamery are bringing a cent a lb. more. Butter is however expected to be lower.

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

CHEESE—There is very little old cheese left on the market, which will all sell at a good price regardless of what the price will be for new. The cheese factories are opening up with good prospects. The cows have wintered well, and are in good condition. New cheese is arriving freely, and finds ready sale.

Cheese, large, prime	0 14 0 14½
twins	0 14½ 0 14½
new	0 12½ 0 13

EGGS—The high price of eggs does not at all suit our egg men. They are too dear to put down for next winter. With the present price of 19 to 19½c laid down here, together with the cost of handling and storing, it will make very dear eggs for next winter's use.

Fresh eggs	0 19 0 19½
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MAPLE SYRUP—The usual few weeks' rush in this delicious article of food so far as the jobbers are concerned, is about over. It is principally in the hands of the retailers and is rapidly finding its way to the consumer.

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

POULTRY—The market is quiet and receipts are small. Outside of hotel and restaurant trade, and with the exception of a few calls here and there, there is practically no demand.

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

Lack of Salesmanship the Cause of Small Sales

Why Evaporated Apples are not Moving as Rapidly as in Former Years—Grocers Neglect to Push Sales at Proper Time—Export Trade to Germany not as Great as Usual—The Consensus of Opinions.

The attention of the Canadian Grocer was recently called to the fact that evaporated apples have not been selling in quantities as large as could reasonably be expected under existing conditions. Green apples are very dear, and as, evaporated apples can be used instead for a good many purposes there should naturally be a larger sale for them as they are much cheaper than green fruit.

Representatives of the Grocer in various parts of the Dominion were instructed to inquire into the matter, and the conclusion arrived at is, that it is owing to lack on the part of grocers to know how and where to present certain lines of goods to their customers.

The art of salesmanship is simply a thing unknown in many of our grocery stores. A good salesman is not only one who can run up the highest daily sales but a good salesman must lead and direct his customer to buy the right things at the right time, and consequently to the best advantage to the customer. Clerks in grocery stores according to many proprietors are as a rule waiters but not salesmen. They simply give the people what they ask for, without having an idea of what to lead the customer to buy, and if they do, they are apt to ask them to buy evaporated apples when green apples are in season. To offer anything to a customer which is out of season at once shows ignorance and want of business training. A good salesman should be a help to a customer to buy to the best advantage. He ought to know what to recommend, and the customer will soon see the value of it, and appreciate it.

Salesmanship Necessary.

Since nearly all the groceries are now done up in packages, the principal training a clerk requires is to handle his customers properly, but not to load them up with goods they do not want; to sell the kind of goods that will give them the best satisfaction at the lowest cost.

For instance if a lady not in the best of financial circumstances, were to ask for green apples at 60c a peck to make pies, it is the duty of a good salesman to direct her attention to evaporated apples which answer the same purpose, and which can be bought for much less money. If she finds that the advice was correct and that the clerk saved money for her she will be a customer that will stay.

Supposing a lady goes into a dry goods store to purchase the material for a dress, and she had no assistance from the clerk who should be far better qualified than herself to select the proper blending of colors, she would in nine cases out of ten not be pleased.

Good salesmanship has a great deal to do in making satisfied customers. Now

is the time to sell all kinds of evaporated fruits before the summer berries and fruits come in, and these should be kept prominently before the customers, not only to get rid of them, but because they are the most economical things to buy. A grocer must realize the fact that he is not only in business for his own interests but to give the best possible service to the people who deal with him. They pay their money and they have a right to expect good service, not only in the quality of the goods, but also in directing them wisely in spending their money to their own best advantage.

No Export Demand.

A broker who handles evaporated apples extensively states that several things are due to the small sales this year. Usually a good export demand comes from Germany but this year there was little call from that country in comparison with some previous years. Why this was the case was difficult to answer.

Another item which he believed has contributed to the lack of sales of evaporated apples is the cheapness of California dried fruits. This year peaches, apricots, etc., were not very expensive and they sold well. Their appearance when placed beside evaporated apples probably catches the eye of the purchaser and detracts from the apples.

At any rate, he said they were not selling according to expectations but it was difficult to get at the real reason, if it was not that grocers were not well enough acquainted with the goods to advance their sales.

HUGE FINE AFFECTS BANKS.

New York bank statistics for last week show that a loss in cash of \$2,638,400 occurred partially resulting from the enforced payments by the American Sugar Refining Co. of their huge fine to the Government customs department. These enforced payments amounted to \$2,269,897, which, it will be remembered, was the sum necessary to balance the alleged fraud the company practised in weighing sugar importations.

Latest reports from New York regarding the latter case state that it is not yet over and that the Government is aiming to implicate men in the Federal as well as in the city employ. Harry L. Stimson, special assistant to the United States Attorney-General, intimates that the proceedings have as their object the indictment of certain officials of the corporation. The Government's intention is to get after individuals responsible for the fraudulent actions as far as the law will allow.

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.**

White Swan Coconut and Spices

Purity and Quality our motto.

WRITE

W. H. ESCOTT
(Wholesale Grocery)
BROKER

Winnipeg

Canada

BARRELS

For Flour, Butter or packing any kind of merchandise, manufactured and for sale by

H. CARGILL & SON
CARGILL, ONTARIO

SALT

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

SPRAGUE

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

**USE OVAL WOODEN
BUTTER DISHES.**

THOMAS BROS., St. Thomas, Ont.



Your Store Is Known

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

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



Magic Baking Powder

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

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



ESTABLISHED 1852.

Food products that are produced in clean factories are best.

The Trade's Co-operation

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

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

My present advertising campaign is now on. It includes

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

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

WM. CLARK
Manufacturer
MONTREAL

ROWATS'

still hold the Premier
Position for

Imported Pickles and Olives.

Enquire of your wholesaler for our
New 12 oz. Bottle Pickles
which retails at 10c.

ROWAT & CO.
GLASGOW SCOTLAND

AGENTS IN CANADA :

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

OUTLOOK FOR TOMATO PACK.

Opinion of Packer Who Disagrees on Prospects of Big Available Stocks.

R. W. Messenger in Journal of Commerce, N.Y.

The writer was certainly very much surprised to note in your issue of yesterday that "some of the market wise" thought a break in the price of tomatoes was due and based their opinions upon "estimates of a carry-over from the last season's tomato pack of at least 5,000,000 cases—some make it nearly 7,000,000 cases—with a new packing season approaching and every indication that the coming pack will be as large if not larger than it was in 1908."

Now, as for expecting a break in the price of tomatoes, if one is due, let it come. The lower that article is now for the next thirty days the better for the business next fall and the higher they will be one year from now, as this is planting time and a discouraging prospect such as we have right now, even without any further break, is going to cut the "Tri-States" acreage 25 per cent. We will say no more about that.

Let us play fair on "estimates of a carryover" though. On November 12, last, positive statistics made canneries in Maryland, Delaware and New Jersey, which packed 4,228,000 cases of toma-

atoes, have on hand 2,125,000, and a close estimate made the entire amount then held in the three States 3,150,000. These three States packed, according to the most exhaustive statistics ever compiled, 6,307,000 cases of tomatoes, and, as that would mean that nearly half of the tomatoes packed in that district had already passed out of the canners' hands, the market was considered by those holding blocks to be in a very healthy condition. The buyers, however, entirely refused to see it that way and, in spite of the fact that 13,500,000 packed the year before, according to very incomplete statistics, (it is likely that as searching an inquiry as was made in the fall of 1908 would have developed close to 15,000,000 cases) were almost entirely cleaned up, saw fit to consider 11,500,000 cases packed in 1908, according to remarkably complete statistics, a very dangerous amount, and have only bought from hand-to-mouth since they learned the size of the pack. If the same proportion was carried out all over the country nearly half of the pack was out of first hands on November 12. It is fair to assume that such was the case, and farther, it is fair to assume that sales since that time have been, the country over, about on the same ratio that they have in this section, for while most of the States making small packs are probably holding a larger proportion it would seem from the amount of Eas-

tern tomatoes selling for shipment to the Middle West, that that large producing section was better sold out than we are and have on hand a smaller proportion of their pack. Canners in this section have sold around half of the tomatoes they had on hand November 12, and followed out in the same proportion this would mean 3,000,000 cases now in first hands, which I am firmly convinced is nearer right than 5,000,000. Then, again, stocks in second hands are probably 2,000,000 cases smaller than they were eight years ago.

I don't anticipate any advance of consequence before packing season. If a man don't want to buy a thing he can't be made to do it, and as the distributors have some very good reasons for not wishing to carry stocks of canned goods of every kind, and especially tomatoes.

As for acreage, it is bound to be smaller than in 1908. Somebody is certainly mistaken when they say that there is every indication that the coming pack will be as large, if not larger, than it was in 1908. On the contrary, the seed salesmen, the label salesmen, the can salesmen and others all unite in saying that preparations are nothing in comparison to what they were last year. If nothing happens to encourage the canners and farmers too much in the next thirty days the acreage will be small and canned tomatoes will immediately become a good investment.

At a recent meeting of the directors and shareholders of the Young-Thomas Soap Company, E. Marshall Young was appointed general manager, and the sales management of the business was given to Philip Gershel, late of Chicago, who is an expert salesman and has had wide experience in handling men in specialty lines. The change was made owing to the increasing business of the firm. Mr. Gershel, who has become a stockholder in the firm, will have his forces in hand at an early date and intends branching out extensively in Western Canada, the company having heretofore confined their efforts principally to Saskatchewan.



"Always The Same"

Milled from the very best wheat, with every advantage given by intelligent use of modern equipment,

ANCHOR BRAND FLOUR

is "always the same," of uniform excellence, the highest standard of flour quality.

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

OPEN TO BUY
From 5 to 10 Cars Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain House.
C. A. PARADIS, Dalhousie St., Quebec

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

SUOHARD'S COCOA
This is the season to push SUOHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUOHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

The Quality of Christie's Biscuits and what it means to you—

IN buying goods there are three cardinal points that you consider carefully. They are:

1. How quickly can I turn these goods over and get my money out of them?
2. Are they the best that I can buy?
3. Do I get a fair margin of profit?

The merit of the goods very properly takes precedence over the matter of price, although, of course, the latter is important.

However, quality has more to do with profits than some merchants think.

Fundamentally, quality determines the success of any article just as the success of every merchant depends upon the quality of the goods he handles.

Christie's Biscuits measure up to the very highest quality standard. There is no acceptable substitute for them on the market. Therefore, Christie's Biscuits are as staple as sugar and salt in the grocery stores that cater to particular trade.

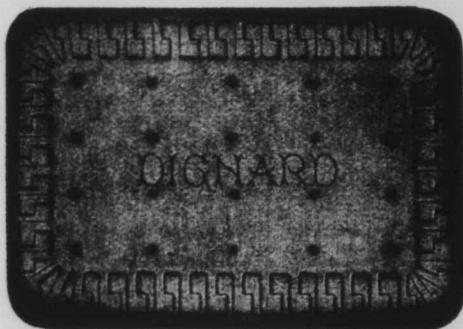
The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits, have come to realize, through experience, just what Christie Quality means to them.

These merchants have proved that Christie's give them a larger turn-over, and greater aggregate profit in their biscuit departments; also that they build up the paying trade and hold it.

They have proved, too, that Christie's Biscuits sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURERS

[MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

"Gentlemen, It's Quality!"

The Best Trade in Canada Know it and Stock



No other maple syrup is so delicately blended, having that new sap flavor just in from the bush.

Sugars & Cannery Limited, - Montreal

The Demand for

Cowan's

**Chocolate Confections
Maple Buds, Cream Bars
and Milk Chocolates**

is steadily growing. Are YOU
supplying this demand, or are
you leaving this trade to your
competitor?

====
The Cowan Co., Ltd.
Toronto, Canada



SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

Right--Always Right--

It has never been anything else since
we first turned out the goods (over 25
years ago).

MOTT'S
"DIAMOND" and "ELITE"
brands of

Chocolate

Are for this very best of reasons the most
satisfactory brands to handle.

At Every Jobber's

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

SELLING AGENTS:

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

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 MILLE, 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.

Flour,

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Flour, Cereals and Confectionery Department

Grocers Breaking in on the Trade of Confectioners—Use of Show Cases Enhances Their Sales — Rapid Progress Being Made—Bleaching of Flour Prohibited in United States.

"A few years ago," remarked a traveler recently, "you would scarcely find a grocer throughout the country who handled high-class confectionery. There were usually a few bulk and gross goods kept on hand but the better class of candy wasn't touched. To-day scores of grocers who cater to the best trade in their own towns carry these goods."

At that time the traveler declared that the confectionery stores did not consider grocers as rivals but now they have come to the conclusion that they are contenders in the confectionery trade and are attracting considerable business. The lines formerly carried were of an inferior quality, often dirty looking and not conducive to extensive buying.

"Grocers are now installing handsome glass show-cases and are beginning to realize there is money in the business," continued the knight of the grip. "Their show-cases attract the eye and keep out the dust and dirt and some are even going so far as to put in ice cream counters."

The truth of the assertions of the traveler is borne out by many store interiors shown in The Grocer from time to time. The grocers who have taken up confectionery as a side line and who are giving their business some attention are finding it of double value—an attraction in the store and a paying investment.

The bleaching of flour referred to a few weeks ago is a violation of the United States Pure Food law. Justice Stafford, of the Supreme Court of the District of Columbia, in giving a decision recently, declared that Secretary of Agriculture Wilson was right in deciding that the bleaching of flour was contrary to law.

The court's decision was made in the case of the Alsup Process Co., of St. Louis, manufacturers of flour bleaching apparatus. The company sought by mandamus proceedings to have the secretary of agriculture reverse his ruling that the use of nitrogen peroxide in bleaching flour renders it unwholesome and deleterious. Secretary Wilson's order forbidding the bleaching of flour becomes effective in June, at which time it is expected millers on the other side will begin further court proceedings.

The advance in the price of flour in the United States has compelled shippers there to repurchase flour which they had previously sold to China some three months ago. It is stated this was the first time flour was ever imported from the Orient.

MONTREAL.

FLOUR—Ontario winter wheat is scarce and a firm feeling prevails locally for these lines of flour. Millers are offering practically nothing. Inquiries

continue to arrive from Egypt for low-grade flours but there is nothing of this kind offering as the market is practically bare. The big millers report business dull, very little new trade offering. Some fairly decent orders are being completed now for South Africa, and other orders taken some time ago, to await the opening of inland navigation, are being sent forward.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Household.....	3 50
Golden.....	6 00
Manitoba spring wheat patents.....	5 80 6 00
" strong bakers.....	5 30 5 50
Five Roses.....	6 10
Harvest Queen.....	5 60

ROLLED OATS—Millers and jobbers state that the trade is well filled up, so it is very difficult to make sales just now. The exports from St. John, N.B., last week, were 2,375 sacks against 1,262 sacks, for the same period of last year. Prices have not changed.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Golden oatmeal, 98-lb bags.....	2 10
White oatmeal.....	2 00 2 05
Rolled oats bags.....	2 55
" bbls.....	5 35

FEED—Bran is arriving in small supply, and the market continues firm. The demand is very limited and of the hand-to-mouth character. Dealers are fighting shy of anything not required to supply immediate wants. Shorts are unchanged, under a fair demand. Mouillie is showing a stronger tone, although the price has not changed any. Altogether, the feed market is decidedly dull.

Ontario bran.....	22 00 23 00
Ontario shorts.....	25 00
Manitoba shorts.....	25 00
" bran.....	28 00
Mouillie, milled.....	25 00 27 00
straight grained.....	22 00
Feed flour.....	1 55 1 65

TORONTO.

FLOUR—All that can be said of the wheat and flour situation this week is that the market is strong, which means an upward tendency. Very little wheat is offered on account of the bad roads, as well as the busy time being here for the farmers in putting in their crops. One of the strange features in the flour market is the small difference between Ontario wheat flour and Manitoba hard wheat flour. Millers who have not been fortunate enough to lay in a good stock of wheat before the advance, have considerable trouble to get their supplies. One miller declared that he did not know where he could lay his hand on a single car of Ontario wheat at the present time. Wheat is running at \$1.20 to \$1.23. Seeding operations are progressing favorably in the Northwest, which has a quieting effect on the market. ,

Manitoba Wheat.

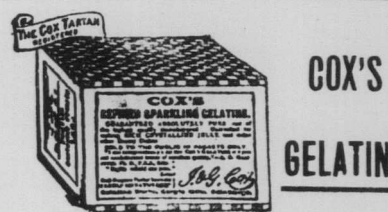
1st Patent.....	6 10 6 20
2nd Patent.....	5 80
Strong bakers.....	5 60

Quality is the Basis

of the upbuilding of permanent business.

Mooney's Perfection Sodas

are made of quality. They are perfectly baked, neatly packed, and retain their fresh, crisp toothsome taste. These sodas possess many other features which commend them to the public. This is why you should always handle the box, the front of which is like this



COX'S GELATINE

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

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

Forceful Flour

What does it mean—to you?

NO MAN'S selling talk is better than the goods he carries, for *good* salesmanship is founded on thorough knowledge of his wares.

¶ To get a first mortgage on good trade, you require not so much the spur of ambition as of faith and enthusiasm. These are qualities which take effect in the salesman, but find their origin in *good* merchandise.

FIVE ROSES STRENGTHENS SALESTALK

¶ No retailer is at his best when he *knows* his flour may prove him a —well, “gay deceiver.”

¶ This power behind the salesman. How many flours possess it besides FIVE ROSES?

¶ We want *you*, our logical distributor, to know FIVE ROSES as we know it and to engraft in your mind

merits possessed by no other flour designed to serve the housewife's *every* purpose. Twenty years have been spent in perfecting a good thing, twenty years spent (not wasted) in *progressive* study to find out what good cooks like best and need most in flour. When it involved top-notch men, methods, materials—*cost was slighted*.

¶ It costs you more, but pays you *better* — pays your customer better.

If the other fellows could make FIVE ROSES they would charge *more* than we do and would have to cut the price.

¶ When he comes to *know* FIVE ROSES either through actual use or through *his own profits*, the alert retailer anxious to serve his customers right simply *cannot* prefer any other brand. We defy YOU to do it.

Lake of The Woods Milling Co.

Limited

MONTREAL TORONTO WINNIPEG KEEWATIN VANCOUVER ST. JOHN, N.B.

The Grocer's Encyclopedia From Week to Week

Cloves are Flower Buds of a Plant — Word Derived From French Word for Nail—Where Our Supply Comes From — Cloves Used as a Stimulant and Condiment—A Valuable Condiment for Culinary Purposes.

CLOVES—The clove tree belongs to the botanical family known as the Myrtaceae. It has opposite long, oval, shining, leathery stalked leaves, and a short terminal cluster of flowers. The flower stalks are green; the calyx consists of a brownish-red cylindrical tube, terminated by four ovate teeth; there are four small greenish concave petals, and a large cluster of yellow stamens. The fruit is an oblong, one-seeded purple berry, crowned by the persistent teeth of the calyx. All the parts, as in other true myrtaceous plants, are covered with dots containing the essential oil peculiar to the species.

The clove was first discovered in the Moluccas from whence it has been carried to all other tropical parts of the world.

Flower Buds of the Plant.

The cloves found in spice shops and of commerce, are the flower buds of this plant, gathered before they open and dried in the sun; the round ball at their ends is the corolla, enclosing the stamens; the quadrangular part below is the tube of the calyx, and the four teeth are divisions of the calyx.

The word clove is a corruption of the French word clou, meaning a nail, which comes from its obvious suggestion of a nail. The clove tree is a native of the small group of islands in the Indian Archipelago, called the Moluccas or Spice Islands; but has been cultivated for a long time by the Dutch in Amboyna, and two or three small neighboring islands.

Western adventurers were in a measure led on to greater exploits in the hopes of finding the habitat of cloves, as they were in the early ages extremely valuable, and trade in them was a lucrative one.

Introduced by Portuguese.

To those intrepid navigators of the middle ages, the Portuguese, belongs the honor of first bringing them to the European markets and they obtained possession of the clove plantations of the Moluccas, and retained them until expelled by the Dutch in 1605. This latter power made a vain attempt to monopolize the trade by destroying largely the trees in the Moluccas, and cultivating them in Amboyna, and two or three neighboring islands. In 1770 the French, after many difficulties, introduced the tree into Mauritius, and subsequently they were introduced into Guiana, and at the end of the eighteenth century, they were planted in Zanzibar.

Sources of Supply.

The chief commercial sources of supply are now Zanzibar, and the neighboring islands of Pemba, on the East African coast, and Amboyna. Cloves are

also grown in Java, Reunion, Sumatra, Guiana and the West Indian Islands.

Cloves of commerce are a deep brown in color and have a powerfully fragrant odor, with a hot acrid taste. They contain a volatile oil, with which they are charged to the large proportion of 18 per cent. This oil is obtained by a process of repeated distillation. It is a pale yellowish liquid which becomes darker the longer it stands.

Uses as Medicine.

The chief uses of cloves are in medicine, and for culinary purposes. When taken into the stomach they are powerful stimulants and promote digestion by increasing the flow of the juices of the stomach, when taken with insipid food or that which is difficult of digestion. Though the action is generally limited to the stomach, yet if taken in excess, or the use long continued, it extends to the brain, causing giddiness, and other inconveniences.

Cloves are sometimes administered in powder form along with gum in very moderate doses, but the infusion is the best method. Infusion of cloves is often used as a gargle by people too much salivated by the use of mercury. Alone, or when made the vehicle for carbonate of ammonia, nothing so effectually and safely removes the feeling of coldness and weight about the stomach experienced by hysterical or gouty persons, and renders recourse to alcoholic stimulants unnecessary.

Oil of cloves is largely used to drop into decayed teeth, and also is given with many purgative and other medicines, to correct their griping effects. Cloves are regarded as one of the most useful and pleasant condiments that find use in a culinary way.

Tell Your Customers That :

SHAMROCK
BIG PLUG
SMOKING TOBACCO

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

CLAY PIPES

Those made by **McDOUGALL** are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY from

JOS. COTE

Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.

Office & Store - - - 188 St. Paul S
Warehouse - - - 119 St. Andre St
Branch - - - 179 St. Joseph S

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE RELIABLE ICE CREAM FREEZER



Makes ice cream
in 5 minutes with 1-2
the ice, 1-4 the time and
1-8 the labor.

Retails at \$1.00 and shows a big profit to the dealer.

Everybody wants one at that price.

Every grocer can sell them.

Write us for full particulars and prices.

HOWARD BROS.

Canadian Agents

Brantford, Canada

YOU HAVE SOME Surplus Cash

Is it working for you and earning a reasonable return, or is it practically rusting out? You can learn how to

Properly Invest Your Money by subscribing for a reliable, popular and progressive publication like **The Financial Post**.

Every week it has readable and practical articles, written in a clear, comprehensive and impartial manner on various forms of investment, bond issues, security situation, etc.

The Financial Post gives the facts. It's a weekly journal on which you can depend.

Single copies, 10 cents, at all news stands. 5 cents to the trade.
\$3.00 per year.

THE FINANCIAL POST

10 Front Street East TORONTO, Ont.
Montreal, Winnipeg, New York, Chicago, Paris, London.

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

withdrawn and the export demand has vanished, and the market is easier with a decline of from 10c to 15c a bag. That the "American" buyers were mistaken in their own market is shown from the fact that they resold some of the potatoes they had bought to Canadian buyers, at a loss. With the large quantity reported in the hands of farmers, both in Ontario and the Eastern Provinces, we may count with some degree of certainty that prices will not be any higher. At the same time it should not be overlooked, that all kinds of grain are higher and hogs are dear. So that the farmer is not obliged to sell his potatoes at a low price, because he can feed them and realize a good price for them in pork. Cabbage is arriving in large quantities, and is cheaper. Owing to the ill effects of the recent rain storms in Florida the tomatoes now coming to this market show that they have gone through the storm, and consequently are somewhat inferior in quality.

Beets, Canadian, old, per bag	1 00	0 30
" Florida, new, per dozen	1 00	1 20
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel	3 00	3 00
" " per barrel	8 00	8 50
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 55
" Bermuda, per case	2 25	2 50
" Egyptian, per sack of 112 lbs	4 00	4 00
Tomatoes, Floridas	3 00	3 25
" small	75	75
Carrots, per bag	0 45	0 50
" new, per bunch	1 20	1 20
Cabbage, Florida, new	2 50	2 75
" Canadian, old, per barrel	2 25	2 25
Cauliflower, per case	4 00	4 00
California celery, per case	6 00	6 50
Florida celery, per half case	2 75	3 00
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel	2 75	2 75
Spin ch, per barrel	2 75	2 75
Egg plant, per doz	3 00	3 00
Green peppers, per doz	1 00	1 00
Cucumbers	0 40	0 45
Asparagus	0 58	0 60
Green onions	0 25	0 25
Rhubarb	1 20	1 20
Beans, green	1 75	1 75
" wax	2 50	2 50

FISH—The fish market is unsettled. The real season for fresh caught fish has scarcely arrived and the frozen stock is out of date. One firm who seemed to be more fortunate than the rest received a good shipment of fresh fish in splendid condition, and were busy in filling the orders which were waiting for them. They, of course, reported that business was brisk, and as they were able, on account of their scarcity in other houses, to realize a good stiff advance, every one around the place was cheerful and glad to supply the "fisher for news" with the information he was looking for. In another place, for the first time, a usually jolly Englishman was down in the mouth, and had very little to say except that business was dull, very dull. However, things will soon change. Contracts with the fishermen only begin May 1 and this is only the 4th, so that we may look for better things within a week.

Merring, medium, per lb, fresh caught	0 05	0 07
" sea, per 100	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout	0 09	0 10
Whitefish fres caught	0 14	0 15
Trout	0 12	0 14
" fresh caught	0 09	0 09
Halibut, fresh caught	0 12	0 12
Haddock, frozen, per lb	0 07	0 07
" fresh caught	0 08	0 08
Sea salmon, Silverside	0 09	0 09
" Steelhead	0 13	0 13
Pike	0 06	0 06
Pickarel, yellow	0 06	0 09

STRAWBERRIES

Direct cars arriving from North Carolina.
Will have Daily Supplies of Best Fruit.

PINEAPPLES

Preserving time at hand. 2,000 crates Finest Fruit.

FOR THIS WEEK:

BANANAS, TOMATOES, ORANGES,
LEMONS, CABBAGE, Etc.

WHITE & CO., Limited

TORONTO and HAMILTON



RESOLVED

That nothing succeeds like success. Only 11 weeks in Canada, yet the Largest sales of any one brand of Lemons—Why? Because they're good. My pack is new in Canada but long established in other markets. My name is easy to remember. Order my Lemons.

BUSTER BROWN

FOLLINA BROS.
Packers, Italy.

W. B. STRINGER
Can. Agent: Toronto.

PINEAPPLES

Fancy Colored Fruit, All Sizes
PLENTIFUL and CHEAP

FANCY { RIPE TOMATOES
 RIPE BANANAS

NAVEL and MEXICAN ORANGES

Quality Excellent

Send us your orders. PRICES RIGHT.

HUGH WALKER & SON

GUELPH

ONTARIO

THE CANADIAN GROCER.

Herring, Digby, smoked, bundle 5 boxes.....	0 85
Oysters, Long Island.....	1 50
" " medium selects.....	1 75
" " extra.....	1 85
" " shell, per 100.....	1 50
Finnan Haddie, smoked, 15-lb. package	0 08
Boneless cod, quail on toast.....	0 05 1/2
" " imperial.....	0 05
" " steak.....	0 07
Shredded cod, doz.....	8 90
Acadia, 24 packages, 1 lb. box.....	3 12
" " 12 packages, 2 lb. box.....	3 40
Acadia cod, crate.....	2 40
" " tablets, box.....	1 60
Bloaters.....	1 15 1 25
Quails.....	0 08 0 09
Gold eyes.....	0 5 0 06 1/2

THE FRUIT OUTLOOK.

First California Fruits Will Not Ripen as Early as Expected.

In a circular issued by the California Fruit Distributors, the following information on the fruit crop outlook in California is given:

Since our last letter to the trade dated March 11th, the fruit trees have passed the blossoming period and the fruit is set so that we can now give more definite information in regard to prospects for the coming crop. Our expectations of the ripening of fruit being earlier than last year will not be realized on the first fruits, but with good weather may be on those coming later.

Cherries—The early varieties will be rather lighter than last year. Black Tartarians, Royal Annes, Bings, etc., generally promise a fair crop. The first box of cherries is expected to go forward daily, but carlots can hardly be expected to move before the middle of May.

Apricots will be light in the early sections, but there will be enough for shipping purposes.

Peaches are generally looking well, and there will be an abundance of all shipping varieties. Muirs, generally used for drying purposes, and some varieties of Clings will not be as heavy as last year.

Plums and prunes will be in good supply.

Bartlett pears are generally looking very well.

Grapes—The vines are now well advanced and we anticipate a fine crop.

Brand, which is one of the most attractive lines he has yet offered the trade. The package is a very pretty one, and the quality of the beans has been the subject of considerable study on the part of the firm, with the result that it is something out of the ordinary. Wm. Clark is endeavoring to increase the consumption of pork and beans in Canada, which is not very large per capita, considering the nutritious value of the food. The firm is concentrating all their advertising along these lines, and they are asking the co-operation of the grocery trade in the movement they have undertaken.

NEW PACKAGE OF BEANS.



Wm. Clark, Montreal, is putting up a new line of pork and beans, Chateau

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

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

We ask you to see our car of FRESH CABBAGE just arrived. Also BEANS, CUKES and TOMATOES. Some new arrivals of VALENCIA and CALIFORNIA NAVEL ORANGES, PINEAPPLES, Etc.
YOUR ORDERS SOLICITED.
THE DAWSON COMMISSION CO., TORONTO

"A Rose by any other name may smell as sweet"

may be all right in poetry but if you didn't call it a **rose** you couldn't get the price.

So With Imitation Sardines.

The Famous **"KING OSCAR"** Brand

Norwegian Sardines has established his reputation as the purest, sweetest, finest and best packed Sardine on the market.

By Special royal permission.

That is all, but it's enough to make them sell.
STOCK "KING OSCAR" SARDINES.

J. W. Bickle & Greening
(J. A. HENDERSON)
Canadian Agents, HAMILTON, ONT.

"Mephisto"



BRAND
Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quality you require, no other packer can.

1909 prices now out.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S.

NEW PACK SARDINES

REPUTATION MEANS A GREAT DEAL

When packed by genuine merit and quality it cannot be shattered and you have the whole three in



THE BRUNSWICK BRAND

which are the standard of excellence, wholesomeness and sanitation.

We have spared neither time nor money in the manufacture of these goods and our plan is of the most modern character.

Mr. Dealer—Are you handling our $\frac{1}{4}$ Oil Sardines? They are leaders in their line and have a quality reputation that makes their sale decidedly easy.

A trial will bring conviction—Get Busy

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

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

A TALK ABOUT LOBSTERS

There is no line of canned goods in which people want the BEST more than in Canned Lobsters.

Many people ask us: "Why do Lobsters turn dark?"

There are two reasons.

One is that the goods may not be properly handled at the packing factory. Another is that they may be fished from a muddy or sandy bottom. The Lobster that will ALWAYS remain perfectly white comes from rocky fishing grounds, and this is where

ICE CASTLE LOBSTERS

come from. They are backed by 30 years experience, and are packed immediately when caught. Each can contains nothing but selected claws and tails of the lobster.

We guarantee every can far superior to any lobster on the Canadian market to-day. Every can warranted good to keep forever.

If your wholesale dealer cannot supply you, write us direct.

J. W. WINDSOR

- - -

Montreal

**THE IMPORTANCE OF
GOOD GROCERY FIXTURES
IS SECOND ONLY TO THAT OF
A WELL-SELECTED STOCK**



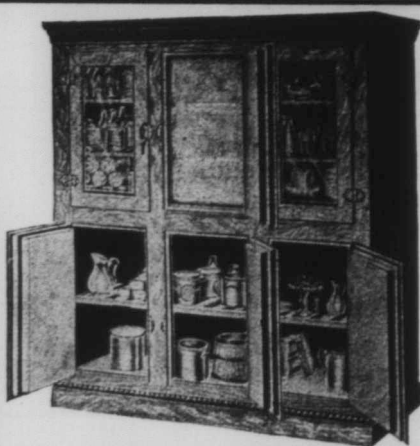
WALKER BIN FIXTURES will

Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
Designers and Manufacturers of
Modern Store Fixtures
Berlin, Ontario

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba: Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.



OUR GROCER REFRIGERATOR

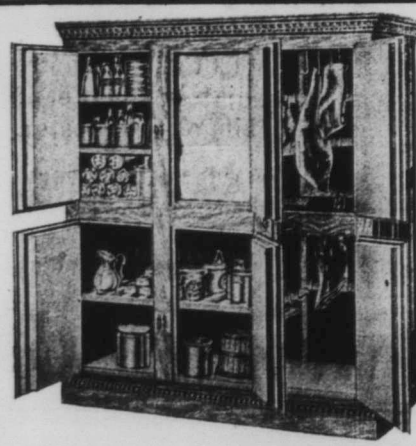
REFRIGERATORS

We manufacture the best line of
Refrigerators for Grocery Stores,
Restaurants, etc., on the market.
Prices the lowest.

Ask all leading Hardware Mer-
chants about them, or write us
direct for circular.

We are the largest makers of
Refrigerators under the British
Flag.

The Ham & Nott Co., Limited
BRANTFORD, - CANADA



COMBINATION GROCER AND BUTCHER

**Bad Bills--Slow Collections
Something's Wrong**

When a grocer fails his reason is usually:
"bad accounts," or "couldn't collect." What's
the use of such talk, when there's a way to
prevent the trouble?

**ALLISON
Coupon Books**

Enable the grocer to keep all credit customers
"under his thumb." And the best part of it is,
the customers like the plan. Allison Coupon
Books not only save many a dollar, but they
SAVE MANY A BUSINESS.

How They Work

A man wants credit:
You think he is good:
Give him a \$10 Alli-
son 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.



ABSORBINE

Cures Strained Puffy Ankles, Lymphangitis,
Poll Evil, Fistula, Sores, Wire Cuts, Bruises
and Swellings, Lameness, and Alays
Pain Quickly without Blistering, removing
the hair, or laying the horse up. Pleasant
to use. \$3.00 per bottle at dealers or deli-
vered. Horse Book 5 D free.

ABSORBINE, JR., (mankind, \$1.00 bot-
tle.) For Strains, Gout, Varicose Veins, Var-
icocoele, Hydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.O.F., 294 Temple St., Springfield, Mass.
LYMAN'S Ltd., Montreal, Canadian Agents.

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

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Buy
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ISLA
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Canadian

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ready for us
PATE
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TEA LEAD

Best Incorrodible

Buy "PRIDE of the ISLAND" Brand

as extensively used for years past by most of the leading packers
of Tea in Canada

ISLAND LEAD MILLS LIMITED,
Tel. Address: "Laminated," London. **LIMEHOUSE,**
A.B.C. Codes used 4th and 5th Editions. **LONDON, E., ENG.**

Canadian Agents: **ALFRED B. LAMBE & SON, TORONTO.**
J. HUNTER WHITE, ST. JOHN, N.B.
OCIL T. GORDON, MONTREAL.

Are YOU

"In the Shade of the Old Apple Tree"?



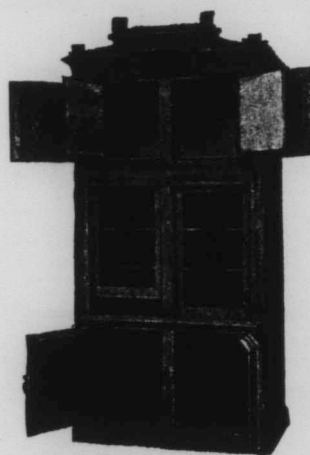
Or have you an up-to-date awning like other progressive merchants?

If you have no awning you should get one at once. It saves you money by protecting your window and front-store stock, and it also attracts trade.

NOBODY CAN PLEASE YOU BETTER THAN

THOS. SONNE, Sr.

193 Commissioners St., Montreal



Cold Storage

of perishable goods has become a fine art. The Arctic Refrigerator will solve the greatest problem in this line. We guarantee our goods to give satisfaction in every respect.

WRITE FOR CATALOG
REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:
JOHN HILLOCK CO., Limited
TORONTO, ONT.



The Elgin National Coffee Mills

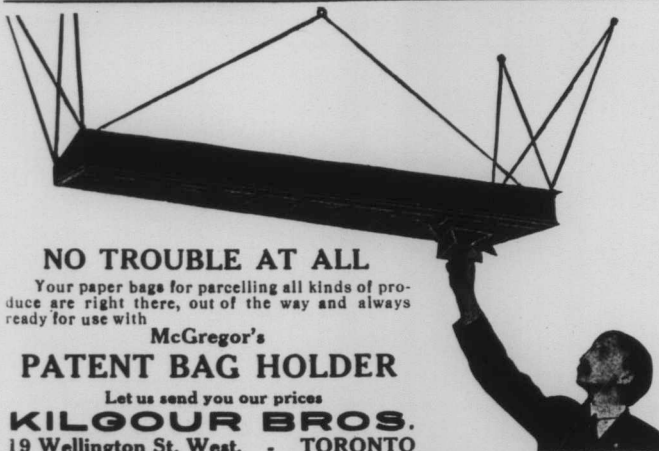
40 Sizes and Styles

They are the
Fastest Grinders
Easiest Runners

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS
ELGIN, ILLINOIS, U.S.A.

NO TROUBLE AT ALL

Your paper bags for parcelling all kinds of produce are right there, out of the way and always ready for use with

McGregor's
PATENT BAG HOLDER

Let us send you our prices
KILGOUR BROS.
19 Wellington St. West, - TORONTO

—BUY—

Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better.
For Sale by All Wholesale Dealers.
SEE THAT YOU GET THEM.

Fisher Electric Coffee Mills



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

Manufactured by
The A. D. Fisher Co.
Toronto Limited

Wolverine Show Case



The best show case made in America for the money.

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

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

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

Made by
Michigan Show Case Co., Detroit, Mich.

"ENTERPRISE"

Grocers testify that when they install the

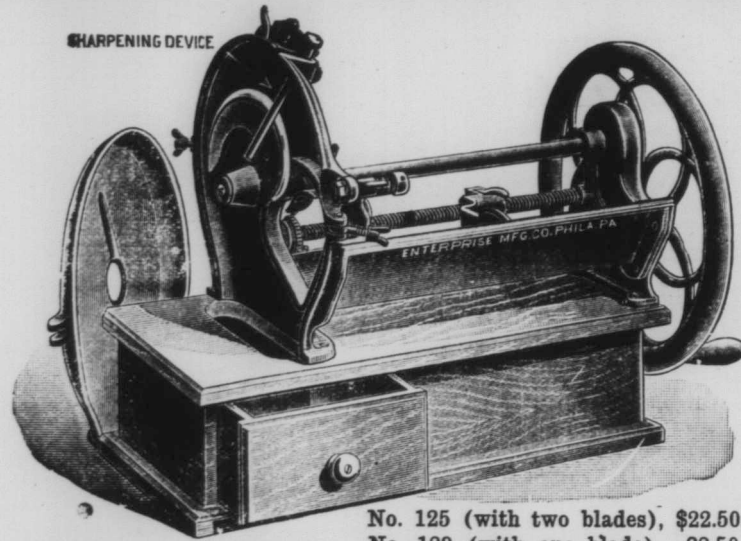
"ENTERPRISE"

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 438 Market Street

BUILDS BUSINESS

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

It will give satisfaction to your customers and satisfactory profits to you.

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Diamond-
1-lb. tins, 2 c
1-lb. tins, 3
1-lb. tins, 4

Cases.
1-doz.
3-doz.
1-doz.
3-doz.
1-doz.
3-doz.



OLEVI
Cleveland s
"
"
"

barrels - W
cent. d

Crown Bra
1-lb. tins, 2
1-lb. " 3
1-lb. " 4
WHITE SW
White Sws
1-lb. tins,
1-lb.

Keen's Oxi
In 10-b
Gillett's M

H-O.

Force, 36s.
Korn-Kin
Presto, 36s
Pancake,
Tapioca, 3
Hominy, 3



White Sw
White Sw
White Sw

Oil
z



London F
Special
kegs, etc.
Unsweets
Plain Roc
Perfection
boxes

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.
W. B. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 "		1 75
1-lb. tins, 4 "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	8-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	2-lb.	10 50
4-doz.	5-lb.	19 75

MAGIC BAKING POWDER

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	5 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	12 "	1 45
2 "	16 "	1 70
1 "	24-lb.	4 10
1 "	5 "	7 80
2 "	6-oz.	Per case
1 "	12 "	\$4 55
1 "	12 "	

ROYAL BAKING POWDER

Cases	Sizes	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	5 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	12 "	1 45
2 "	16 "	1 70
1 "	24-lb.	4 10
1 "	5 "	7 80
2 "	6-oz.	Per case
1 "	12 "	\$4 55
1 "	12 "	

CLEVELAND'S BAKING POWDER.

Cases	Sizes	Per Doz.
Cleveland—		
1-lb.		1 35
2-lb.		1 90
3-lb.		4 45
4-lb.		3 70
5-lb.		4 65
6-lb.		13 20
7-lb.		21 65

White Swan Spices and Cereals Ltd.

White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.		2 10
1-lb.		0 8
1-lb.		0 8

Cereals

H-O COMPANY ROCHESTER, N.Y.		
Per case.		
Force, 36s.	\$1 50	Gusto, 36s. \$3 85
Korn-Kinks, 3s.	1 45	H-O oatmeal, 24, 3 10
Presto, 36s.	3 40	Buckwheat, 36s. 3 50
Pancake, 36s.	3 50	Corn Starch, 36s. 2 50
Tapioca, 36s.	2 85	Farina, 24s. 1 70
Hominy, 36s.	2 50	

White Swan Spices and Cereals Ltd.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00	
The King's Food, 2-doz. in case, per case, \$4.80	
White Swan Barley Oats, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolates and Cocoas.
THE COWAN CO., LIMITED

Cocoa—		
Perfection, 1-lb. tins, per doz.		\$4 50
Perfection, 1-lb. per doz.		3 40
Perfection, 1-lb., per doz.		1 30
Perfection, 10c size 5-lb. tins		0 90
per lb.		0 37
Soluble, bulk, No. 1, per lb.		0 20
Soluble, bulk, No. 2, per lb.		0 18
London Pearl, per lb.		0 22
Special quotations for Cocoa in blis., kegs, etc.		
Unsweetened Chocolate—		
Plain Rock, 1/2 & 1/4, cakes, 12-lb. boxes		0 36
Perfection chocolate, 20c size, 2 dozen boxes, per dozen		1 80

Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90

Sweet Chocolate—
Queen's Dessert, 1/2 & 1/4, 12-lb. boxes, per lb. \$) 40
Queen's Dessert, 5/8, 12-lb. boxes 0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb. 0 35
Parisian, 5/8, " " " " 0 30
Royal Navy, 1/2 & 1/4, boxes, per lb. 0 30
Diamond, 7/8, 1/2-lb. boxes, per lb. 0 24
" 1/2 " " " " 0 25
" 3/4 " " " " " 0 28

Lozings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, 10 1/2-lb. pkgs., 4-doz. in box, per dozen 0 90

Confections— Per lb.
Milk chocolate wafers, 5-lb. boxes 0 36
Maple buds, 5-lb. boxes 0 36
Chocolate wafers, No. 1, 5-lb. boxes 0 30
Chocolate wafers, No. 2, " " " " 0 25
Nonpareil wafers No. 1, " " " " 0 30
Nonpareil wafers, No. 2, " " " " 0 25
Chocolate ginger, 5-lb. boxes 0 30
Milk chocolate, 5c bundles, per box. 1 35
Milk chocolate, 5c cakes, per box. 1 35

Chocolate—
Maple buds, 5-lb. boxes, lb. 0 33
Vanilla wafers, " " " " 0 35
" " nonpareils, 5-lb. box 0 28
" " 2s, 5-lb. boxes, lb 0 28
" " 2s, nonpareils " " 0 28
Ginger, 5-lb. boxes, lb. 0 30
Milk sticks, box. 1 35
Milk cakes, 5c. size, box. 1 35

BENSDORF'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.
10c. tins, 4 doz. to case..... per doz. \$ 90
" " " " " " " " " " " " 2 40
" " " " " " " " " " " " 4 75
" " " " " " " " " " " " 9 00

EPSS'S.
Agents, O. E. Colson & Son, Montreal.
in 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. 0 35
8 smaller quantities " " " " 0 25

MOTT'S DIAMOND CHOCOLATE
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.
Etc., 10c size (for cooking), doz. 0 90
Prepared cocoa, 1/2 & 1/4 0 28
Prepared 1/2 s " 0 28
Mott's breakfast cocoa, 10c size 90 per dz. 0 38
" " " " " " " " " " " " 0 38
" No. 1 chocolate, 1/2 s. 0 32
" Navy " " " " " " " " " " 0 29
" Vanilla sticks, per gross. 1 00
" Diamond chocolate, 1/2 s. 0 24
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.
Premium No. 1 chocolate, 1 and 1/2-lb. cakes \$0 38
Breakfast cocoa, 1-5, 1/2, 1 and 1/2-lb. cakes, 5-lb. boxes. 0 41
German Sweet chocolate, 1 and 1/2-lb. cakes, 5-lb. boxes. 0 38
Caracas Sweet chocolate, 1 and 1/2-lb. cakes, 5-lb. boxes. 0 25
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6-lb. boxes. 0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins. 0 47
Soluble cocoa (hot or cold soda) 1-lb. tins. 0 38
Cracked cocoa, 1-lb. pkgs., 5-lb. bags 0 34
Caracas tablets, 100 bundles, tied 5s, per box. 3 00
The above quotations are f.o.b. Montreal

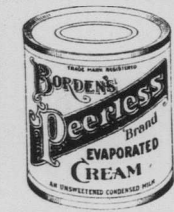
Cocoonut.
CANADIAN COCOANUT CO., MONTREAL.
Packages—5c, 10c, 20 and 40c packages packed in 15 lb. and 30 lb. cases. Per lb.
1 lb. packages..... 0 26
" " " " " " " " " " " " 0 27
" " " " " " " " " " " " 0 28
1 and 1/2 lb. packages assorted 0 26 1/2
1/2 and 1/4 lb. packages assorted in 5 lb. boxes 0 27 1/2
1 lb. " " " " " " " " " " " " 0 29
" " " " " " " " " " " " 0 30

Bulk—
In 15 lb. pails and 10, 25 and 50 lb. boxes. Pails. Tins. Blis.
White Mass. Cocoa, 1 1/2 " 1 1/2 " 1 1/2 " 0 17
Best Shredded..... 0 18 " 0 16
Special Shred..... 0 17 " 0 15
Ribbon..... 0 19 " 0 17
Macaroon..... 0 17 " 0 15
Desiccated..... 0 16 " 0 15
White Moss in 5 and 10 lb. square tins. 2c.

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Cocoonut—
Featherstrip, pails. 0 16
Shredded..... 0 15
In packages 2-oz., 4 oz., 8-oz., lb. 0 28

Condensed Milk.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)		\$8 00 \$1 50
"Gold Seal" brand (4 doz.)		5 00 1 25
"Challenge" brand (4 doz.)		4 00 1 00
Evaporated Cream—		
"Peerless" brand evap. cream	4 70	1 20
hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.
"Jersey" brand evaporated cream per case (4 doz.)..... \$4 80
Reindeer brand per case (4 doz.).... 5 60



Individual size jars, per doz. 1 00

Imperial holder—
Large size, doz. 18 00
Med. size " " 17 00
Small size " " 12 00

Roquefort—
Large size, doz. 2 40
Small size, " " 1 40



Confections
THE COWAN CO., LTD.
Cream Bars, 60s, assorted flavors, box 1 80
Milk Chocolate Sticks, 36 in box, " 1 35
" " " " " " " " " " " " 2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb. 0 33
" " " " " " " " " " " " 0 36
Maple Buds, 5-lb. boxes, lb. " " " " 0 35
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb. 0 40
These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD
Imperial Peanut Butter "Bobs," the Perfect Confectionery.
Large size, cases, 25 cartons..... \$3.50 each
Small " " " " " " " " " " " " 3.60
Assorted, cases, 26 small, 12 large 3.55
Net 30 days.

Coupon Books—Allison's.
For sale in Canada by The Ely Blain Co. Ltd., Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.
All same price one size or assorted.

UN-NUMBERED
Under 100 books..... each 04
100 books and over..... each 08
500 books to 1000 books..... each 03
For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner

Per doz.	
4-oz. cans	\$ 0 90
8-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 25
Gallon " "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & GLE, LTD.
"Vita" Pasteurized Extract of Beef, Per case.
Bottles 1-oz., case of 2 doz. \$3 20
" " " " " " " " " " " " 3 00
" " " " " " " " " " " " 4 50
" " " " " " " " " " " " 4 75
" " " " " " " " " " " " 9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food
Robinson's Patent Baby Food 1-lb. tins. \$1 25
" " " " " " " " " " " " 1 35
" " " " " " " " " " " " 1 85
" " " " " " " " " " " " 2 25

"Mephisto" and "Purity" Canned Lobsters.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " " " " " " " " " " 3 00	
Rep. quarts, 1 " " " " " " " " 6 50	
Imp. " " " " " " " " " " " " 9 00	

Flavoring Extracts
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " " " " " " " " " " 1 75	
3 " " " " " " " " " " " " 2 00	
4 " " " " " " " " " " " " 3 00	
5 " " " " " " " " " " " " 3 75	
8 " " " " " " " " " " " " 5 50	
16 " " " " " " " " " " " " 10 00	
32 " " " " " " " " " " " " 18 00	

Discounts on application.

Jams and Jellies.
BUTLER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladoume, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz. per doz 2 20
THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case..... per lb. 0 7 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb. 0 07
7 wood pails, 6 pails in crate, per lb. 0 07
10-lb. wood pails..... per lb. 0 08 1/2

Compound Fruit Jellies—
12-oz. glass jars, 2 doz. in case, per doz. 1 00
2-lb. tins, 2 doz. in case per lb. 0 7 1/2
7 wood pails, 6 pails in crate, per lb. 0 07



IF EVERY MAN IN A FACTORY or skilled workmen presses all his energy into making the best, something is going to be done and done right. That's why *Rising Sun* Stove Polish in Cakes and *Sun Paste* Stove Polish in Tins are right every time you sell them and bring the customer back for more. Every man in the factory does his best and that best is backed with forty years experience. It is worth while to push the Stove Polish that is right.

MORSE BROS., Props. - Canton, Mass., U.S.A.

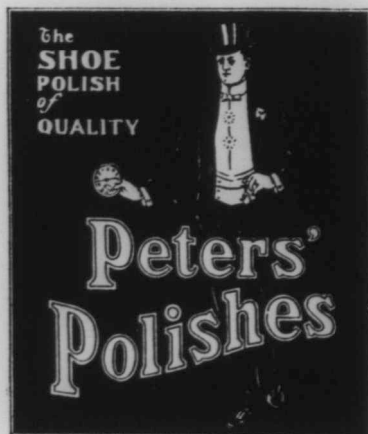
YOU CAN ALWAYS DEPEND

on the old original

JAMES DOME BLACK LEAD

to give entire satisfaction. The safest and best form of Stove Polish that can be used. Sold by all jobbers

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



PETERS POLISH

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

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

M. Peters,
617 Queen St., West
Toronto

Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.



The Greatest Seller of Them All

The World's Best Shoe Blacking

2 IN 1

We tell all Canadians who wear shoes that every up-to-date grocer can supply him. Are you handling this widely advertised Shoe Polish or some inferior and unknown brand?

Sold by all Jobbers

The F. F. DALLEY CO., Limited,

HAMILTON, CANADA
BUFFALO, N. Y., U.S.A.

THEY
Sell
Well

Show
a Nice
Profit

Give
Satis-
faction.

WHY?

Because they are
CANADA'S BEST
Rose & Laflamme, Limited, Montreal and Toronto

WAGSTAFFE'S
Fine old English
Pure Orange Marmalade
Season 1919, now ready.

WAGSTAFFE'S
Jams, Jellies and
Sealed Fruits
are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.
Pure Fruit Preservers
HAMILTON

80-lb. wood pulp..... 0 06
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



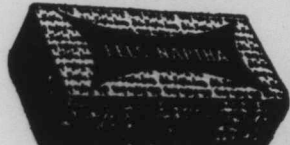
Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co. Limited



Assorted Case, Contains 4 doz., \$8.60
Assorted Case, Contains 2 doz., \$1.80
Lemon (Straight) Contains 2 doz., \$1.80
Orange (Straight) Contains 2 doz., \$1.80
Raspberry (Straight) Contains 2 doz., \$1.80
Strawberry (Straight) Contains 2 doz., \$1.80
Chocolate (Straight) Contains 2 doz., \$1.80
Cherry (Straight) Contains 2 doz., \$1.80
Peach (Straight) Contains 2 doz., \$1.80
Weight 7 lbs. to case. Freight rate, 8d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... \$ 35
Five cases, or over..... \$ 15



THE ROBERT GREG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price
"Shirriff's" (all flavors), per doz. 0
Discounts on application.

Lard.

H. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tie cases..... \$0 10
4-bbls..... 0 10
Tubs, 60 lbs. 0 10
20-lb. Pails. 2 20
" 5-lb. 0 10
Cases 2-lb. 0 11
" 10-lb. 0 10



F. O. B. Montreal.

Licorice
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper.... per lb. \$0 40
Fancy boxes (26 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 60) per box 1 50
Tar licorice and Tolu waters, 5-lb. cans..... per can 2 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" " 20 5-lb. cans..... 1 50
" Parity " licorice 10 sticks..... 1 65
" " 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....

Lye (Concentrated)

GILBERT'S PERFUMED. Per case
1 case of 4 dozen..... \$3 00
3 cases of 4 dozen..... 8 00
5 cases or more..... 2 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. " " " 3 00
4-lb. tins, " " 4 45
7-lb. " " " 7 25
"Bredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box..... \$0 95
Parrot Food, 1-lb. pkts., 1 doz cartons 1 45
Parrot Food, 2-lb. pkts..... 0 35
Bird Cage Sand, about 14-lb. bags, 1-gross cases..... 0 30
Bird Cage Grit, about 14-lb. bags, 1-gross cases..... 0 30

Mince Meat

Wethy's condensed, per gross net.. \$12 00
" per case of 2 doz. net..... 2 00



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream-family size, per case..... \$4.70
Ditto, hotel. 4.90
Silver Cow Milk 5.00
Purity Milk.... 4.70
Good Luck.... 4.0

Mustard

COLMAN'S OR KEENS
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

Olive Oil

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts. 24's..... 6 50
" 1-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 5 doz., per doz..... 0 80
pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application

Soda

COW BRAND



Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00
Case of 50 pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND

Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " "..... 2 75
No. 3, " 60 1-lb. " "..... 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 25
5 cases..... 2 75

SALT

full lines, all
high grade
prompt delivery

ex **NEW ARRIVALS**

Write

VERRET, STEWART & CO.

LIMITED

MONTREAL

Apples are gone and your customers
are at a loss to find something
to fill the void.

Suggest

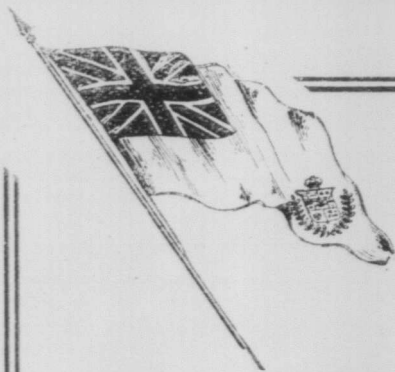
WETHEY'S MINCE MEAT

(IN CARTONS)

"Most Economical Pie Filler Made"

All Wholesalers Carry It

INSIST ON THIS BRAND



Empire Brand

4

Free Phones

Use them freely

Specials

Salmon, Empire

" Red Cohoes, 1's tall, retails 15c.

" " " 1/2's, Flat " 10c.

Bulk Pickles

" Empire

Pineapple, Singapore; Favorite Molasses
in cans, 10c. and 15c. Tins Ideal
Catsup, retail 8c.—2 for 15c.

GEO. E. BRISTOL & CO.

Hamilton,

Ontario