

CANADIAN GROCER

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

Montreal: 232 McGill St.

Toronto: 10 Front St. East.

Winnipeg: 511 Union Bank Building.

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

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NO. 12



The prize babies are fed on Robinson's Patent Barley

They are sure winners not only in prize contests but also in the struggle for life and development. It is a line every grocer should handle—It is profitable.

Ask your jobber for it or write.

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

Agents for the Dominion of Canada

Syrup Still Booming

Sales are heavier than ever—Quality superior in every respect to any other domestic or imported brand.

“Crown Brand” Table Syrup

is not a luxury but a necessity now—Its price is the least of its features. Quality, purity, strength, color, flavor, healthfulness are its recommendations.

Demand “Crown Brand” Table Syrup from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



**No Boiling
No Scalding
No Hard Rubbing**

What better assurance than these could you give a woman who asks why **"SURPRISE"** is such a popular Soap.

"SURPRISE" has no padding of filling. It is all soap.

The St. Croix Soap Mfg. Co.
Factory at St. Stephen, N.B.

Branches:—Montreal, Toronto, Winnipeg, Vancouver, West Indies.

Canned Where Caught

The "THISTLE" Brand of CANNED HADDIES, KIPPERED HERRINGS, and HERRING AND TOMATO SAUCE, are canned right where they are caught—at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE.

But that is not all, because Captain Austin has the unequalled skill of a lifetime of experience. THERE'S NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "THISTLE" brand. Buy it and you buy the best.

"THISTLE" BRAND FISH

Arthur P. Tippet & Co.
Agents

"Shell" Brand Castile Soap



"SHELL BRAND"
(LA COQUILLE)



"SHELL BRAND"
(LA COQUILLE)

The "Shell" Brand of Castile Soap is packed only by Couret Freres, of Marseilles, France.

The leading brand in the Dominion.

Sixty-seven per cent. pure oil. Seven per cent. more of pure oil than you'll get in ordinary Castile Soap.

In 1-lb. bars and upwards—also in pressed cakes.

"Shell" Brand Sold by Leading Jobbers.

Arthur P. Tippet & Co.
Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

HAMILTON

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.
Office, Myles' Fireproof Storage Warehouse.
WRITE ME TO-DAY

MOOSE JAW

D. STAMPER
GROCERY AND FRUIT BROKER
AND MANUFACTURERS' AGENT
Goods Stored and Distributed
Warehouse, City Spur Track
P.O. Box 793 **MOOSE JAW, SASK.**

TORONTO

W. G. Patrick & Co.
Manufacturers' Agents
and
Importers
29 Melinda St. Toronto

HALIFAX

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.

NEWFOUNDLAND

T. A. MACNAB & CO.
MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. Highest
Canadian and foreign references. Cable
address: "Macnab," St. John's. Cable
Codes: A, B, C, 5th edition, and private.

MacLaren Imperial Cheese Co.
Limited
AGENCY DEPARTMENT:
Agents for Grocers' Specialties and Wholesale
Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

MONTREAL

FOR SALE
Cheap for cash, Fruit Cleaning
Plant with Date Press. In good
running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

REGINA

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

Don Storage and Cartage Co.
81 Front Street East Limited
PHONE M. 2823
Storage facilities unequalled in
city - Special cartage delivery -
Lowest rate of insurance.

ST. JOHN

W. S. CLAWSON & CO.
Manufacturers' Agents
and Grocery Brokers
WAREHOUSEMEN
ST. JOHN, - N.B.
Open for a few more first-class lines

Wholesale Grocery Brokers
and
Manufacturers' Agents
Connection with Jobbing Trade of Toronto, Hamilton
and London. Foreign and Domestic Agencies Soli-
cited. Best of Storage Accommodation.
LIND BROKERAGE CO.
23 Scott Street Toronto

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.

TORONTO

**FINEST
STORAGE**
in Toronto. Our own warehouse.
Lowest possible rates.
Also lowest insurance rates.
W. H. MILLMAN & SONS
GROCERY BROKERS
TORONTO

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.

J. WALTER SNOWDON

MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one
or two more reliable houses with good
grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

C. & J. JONES
WHOLESALE BROKERS
MANUFACTURERS' AGENTS
AND IMPORTERS
62 SCOTT BLOCK - - WINNIPEG, MAN
Domestic Agencies Solicited
Good Storage Facilities

D. McL. BROPHY
414 St. Paul St. Montreal
Broker and Manufacturers' Agent
Open to represent one more up-to-date house
desirous of utilizing my excellent con-
nection with the grocery trade.
Correspondence will receive prompt attention

W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

WATSON & TRUESDALE
(Successors to Stuart Watson & Co.)
Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

(Continued on page 4).

ONE PROOF

of
the
merit
of
an
article
is
the
number
of
its
imita-
tions



WE WERE THE FIRST

to introduce to the trade of Ontario a fast selling line of PURE TABLE SYRUP, put up in handsome tins--

OUR

“Gold Medal” TABLE SYRUP

Rightly holds first place on account of its quality.

In Purity, Flavor, Body and Appearance—

it is the standard of its legion of imitators.

PUT UP IN

2-lb. tins, cases.....	each 24 tins
5-lb. “ “	“ 12 “
10-lb. “ “	“ 6 “
20-lb. “ “	“ 3 “

THE “MONEY-BACK” KIND

Every tin has our guarantee.

FREIGHT PAID

on
5-CASE LOTS
UP TO NORTH BAY.
SPECIAL PRICES
F.O.B. Winnipeg, Man.

EBY-BLAIN, Limited,

Wholesale Grocers
TORONTO

Tea Market Advances

No doubt you are fully conversant with this fact, that, all grades of Tea have advanced, but Blue Ribbon prices still remain the same, and give the Grocer a better margin of PROFIT than any other well known package Tea on the Canadian market to-day.

TERMS: DRAFT THIRTY DAYS NET. FREIGHT PAID.

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

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

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

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

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

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

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

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

THE BLUE RIBBON TEA CO., Ltd.

266 St. Paul Street,

Montreal, Que.

WINNIPEG

VANILLA BEANS
 DIRECT IMPORTERS
 WRITE
W. H. ESCOTT
 (Wholesale Grocery)
BROKER
 Winnipeg Canada

SASKATOON

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

VANCOUVER

H. S. MACGACHEN & CO.
 27 Manhattan Block VANCOUVER, B.C.
 Commission Brokers and Importers. Warehousing.
 Agencies solicited for this Province.

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



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.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

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

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



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches. Cure Boils, Fistula or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2 per bottle at dealers or delivered. Horse Book 7 D free.

ABSORBINE, JR. for manking, \$1.00 per bottle. Reduces Varicose Veins, Varicocele, Hydrocele, Goutre, Wens, Strains, Bruises, stops Pain and inflammation.
 W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass.
 LYMAN, SONS & CO., Montreal, Canadian Agents.

**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

ESTABLISHED 1849

BRADSTREET'S

Capita. 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.

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— OFFICES IN CANADA —

CALGARY, ALTA.
 HALIFAX, N.S.
 OTTAWA, ONT.

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

LONDON, ONT.
 ST. JOHN, N.B.
 WINNIPEG, MAN.

MONTREAL, QUE.
 TORONTO, ONT.

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

The Case of the Nimble Sixpence

Read Our Next

(4) "LET THE WOMEN VOTE"
(4)

March 26, 1909



Five Roses Flour

PRETTY good customer of ours is Mustavit. Let's see, selling FIVE ROSES now at least fifteen years; takes about two cars monthly, although that's a *lot* more than he did when his *first* order came in.

¶ Had pretty strong opposition, too. One day, while leaning over a barrel of ROSES smoking a cheerful pipe, he was hailed from the "store across the street": "Say, you're a pretty idiot buying FIVE ROSES and pushing it when you could net bigger money on some other flour." Mustavit always replied: "Maybe so, but I've an idea."

¶ Thought it all out years ago, that idea of his. An average retailer on small capital, occupying small quarters and selling at small profits—he *couldn't* afford to take chances, couldn't tie up his small capital in *doubtful-sale* goods. Couldn't afford because of a "confidential" price to have "near-good" flour fall deeply in love with *his* small store space.

¶ First he handled two flours—FIVE ROSES and a bigger-profit brand. Soon found he sold *four* barrels ROSES in *less* time with *less* trouble than *one* barrel of *shop-worn* though bigger-profit stuff. Deducting time occupied making sale, storage cost and general dissatisfaction, he decided *wisely* on handling ROSES exclusively.

¶ Although the profit *per barrel* was a trifle less, experience taught that by selling so many *more* barrels and *saving* so much time and consequent trouble *his capital was turned oftener*—another case of the "nimble sixpence."

¶ If *your clerk's time* is nothing to you, and the flour on which you make a bigger *per barrel* profit is *really* "just as good," go ahead and sell it. It's *our* loss. But, if your *yearly turnover* is more to you than the bigger *paper* profit on *one* barrel—why, *you've got to push* FIVE ROSES.

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

Montreal, Toronto, Ottawa, London, St. John, N.B.

Always the Same

Uniformity in canned goods is harder to secure than it used to be. Labels mean less than formerly. It is important that a merchant should not be in the dark as to what he is sending out. Those who pin their faith to

Old Homestead Brand

Canned Fruits and Vegetables

Are side-stepping unpleasant incidents. One large dealer says: "They give my customers satisfaction. I sold a carload of Old Homestead Tomatoes last year." Join the band of the satisfied, Mr. Grocer

The Old Homestead Canning Co.

Picton

Ontario

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

Growing our Fruits and Vegetables on our own 3,000 acres of garden land has enabled us to produce goods as yet unequalled.

If better are ever packed we will have the doing of it.

The Farmers Canning Company, Limited
BLOOMFIELD, ONT.

The Wise Grocer

is placing his order for 1908 pack and buying

“PEERLESS” Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

GREEN & CO., 25 Front Street East, Toronto.

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury,
Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

Balaklava Sardines

What you want, Mr. Grocer, is perfection in sardines, as near as it is possible to get to it, coupled with a good profit.

In a few words this is what our proposition is when we offer you **Balaklava Sardines.**

Order a Trial Case and See

MONTREAL AGENTS: C. A. CHOULLOU & CO. TORONTO AGENTS: GREEN & CO., 25 Front St. E.

The Eastern Canning Company, L'Etang, N.B.

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES (IN TINS)

2's, 3's 5's, 10's, 20's
1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP (IN TINS)

2's 3's 5's 10's 20's
1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

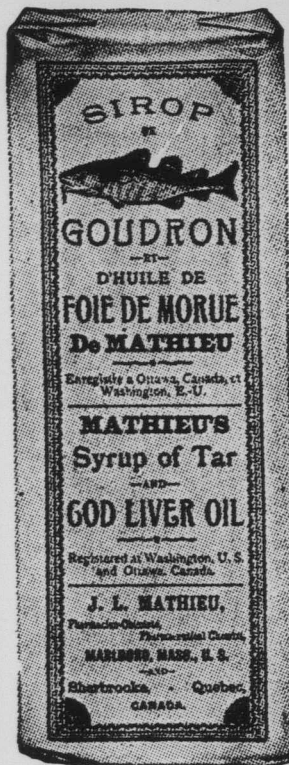
Agents

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

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



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 Nerve 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

The LOBLAW CREDIT SYSTEM

Saves time, expense and mistakes in rendering accounts.
Every progressive merchant should have one.

Write or phone

The CARTER-CRUME COMPANY, Ltd
TORONTO and MONTREAL

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

"Chocolate Bordeaux"

It's easy to give a Confection a snappy name—it's another thing to put "Snap" into the goods.

The original "CHOCOLATE BORDEAUX" are palate-ticklers and unrivalled for their unique flavor. They have never yet lost the name they've earned of "The Chocolate that's it."

They are sure to prove good money makers for you just as they have proved for others.

Try a sample lot. Be the first to stock this specialty; keep ahead of the procession, set the pace.

We shall be pleased at all times to send Samples and Prices.

The Montreal Biscuit Company, Montreal, Manufacturers of "Sweets that Satisfy"

BROOMS

FOR USE IN

Factory, Warehouse, Elevator,
Foundry, Paper Mill, Railway,
Steamboat

Our C.C.C. or Corn, Cane
Cable line will suit You.

Ask for them.

Walter Woods & Co.

Hamilton and Winnipeg

LANGLEY WARE



Egg Poacher



Sauce Pan



Stew Pot



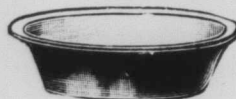
Milk Boiler



Bake Pie Dish



Jelly Mould



Oval Baker



Entree Dish

In Plain, Green and Brown

Sole Agents for Canada

CARVETH and COMPANY Manufacturers Agents

600 Lindsay Building, - MONTREAL

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Don't Experiment With Your Tea Trade

"Trying out" new teas (package or bulk) of unknown merit is an expensive and losing game. The shrewd, practical grocer knowing this, picks out the tea that has ALREADY shown the kind of results he is after. He chooses

"SALADA"

The tea of unsurpassed quality.

The tea with the largest sale.

Consequently the leader.

We had to show results to get and hold our trade.

We can get the same results for YOU.

Canadian Offices

Toronto or Montreal



Our Dry Air Circulation Is Without An Equal

and our experience of nearly a quarter century in the making of refrigerators of all kinds enables us to unhesitatingly add to the foregoing declaration

AND SO IS THE EUREKA REFRIGERATOR

No **GROCER OR BUTCHER** should be without it. We are prepared to supply special sizes to suit any place.

Let us send you our catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED
54 and 56 Noble Street, Toronto, Canada

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA, LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.

A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

Stomach and Intestinal Troubles, Constipation, Indigestion, Nervousness, General Debility, Scrofula, Tuberculosis

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

For Opening Of Navigation

We are booking orders now for California Dried Fruits, and can quote low prices on any of the following lines.

PRUNES, in 50/60, 60/70, 70/80, 80/90, and 90/100, 25 and 50 lb. boxes.
APRICOTS, in 25 lb. boxes, Choice and Standard.
PEACHES, in 25 lb. boxes, Choice and Standard.
HALF PEARS, Choice in 25 lb. boxes.
SEEDLESS RAISINS, in 12 oz. and 16 oz. Cartoons, Choice and Fancy Grades.
LOOSE MUSCATEL RAISINS, 3 Crown.
LOOSE MUSCATEL RAISINS, 2 Crown.

WINDSOR SALT, We can quote in carload lots f.o.b here.

Barrels 100/3's	\$2.40	Coarse and Fine	\$1 05
" 60/5's	2.30	Bags, 200 lbs.	.70
" 42/7's	2.25	" 140 "	.50
" 30/10's	2 20	" 100 "	.40
" 15/20's	2 10	" 50 "	.23

Less than carloads 15c. per bbl. extra.

Help to make Fort William the Wholesale centre of New Ontario by sending us your orders.

Large Stocks, good shipping facilities and prices as low as those of any Eastern Wholesaler. Ask for quotations.

The JOHN KING CO., Limited
 Fort William, Ontario

As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries It was a thirty-mile trip to town and the instructions of Mrs. Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's - naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

CANADIAN SALT COMPANY, LIMITED,
 Windsor, Ont.

**Windsor
 Salt**



Established 1840

See This Basket !

Light, Neat, Strong and Durable

These are some of the characteristics of our splendidly made willow clothes baskets. They sell well, wear well and look well, which accounts for us receiving constantly so many repeat orders. If you are not carrying these baskets in stock you are neglecting one of the most important money making and trade building opportunities. They give satisfaction.

Buy from the Makers

H. W. NELSON & CO., Limited

TORONTO

ONTARIO

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

WHITE SWAN COFFEE

**Must be good
when particular grocers
have increased their
orders**

**ENOUGH TO TREBLE
OUR SALES
INSIDE OF ONE YEAR**

WHITE SWAN COFFEE

**is exactly suited to
HIGH CLASS FAMILY TRADE
where quality is appreciated**

Packed 2 doz. 1-pound tins per case

ORDER NOW

**White Swan Spices and Cereals Limited
TORONTO**

To the Trade:

Do You Know Why
**CEYLON
TEA**

IS SO

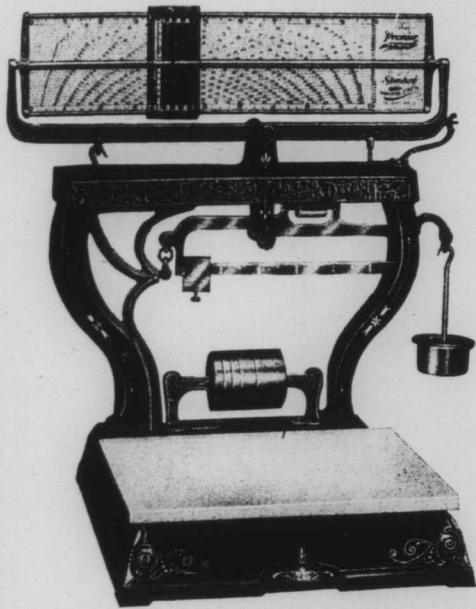
Rapidly Displacing the Thin
Light Teas, Here, in America?

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

- First: Because it Takes 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.

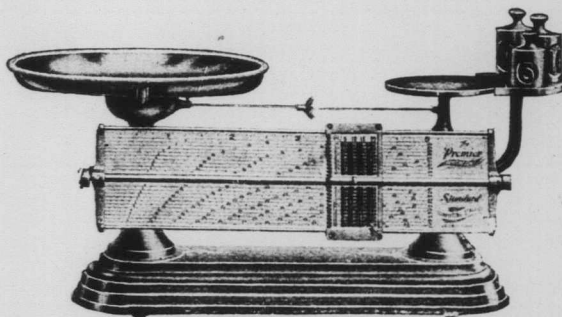
A Pound of Ceylon Tea
"Goes Twice as Far"
as the Light Thin Tea.

Here Is What Grocers Have Been Waiting For



PREMIER No. 3 COMPUTING CHART SCALE.

Full Capacity 120 lbs. Range of prices per lb. 3 cents to 75 cents. One operation gives the merchant both weight and value at any price per pound.



PREMIER No. 1 COMPUTING CHART SCALE.

Full Capacity 30 lbs. Range of prices 4 cents to 70 cents per lb. Weight and Money Value shown with one operation at any price per lb. from 4 cents to 70 cents per lb.

These Scales are strictly high-grade, German Cut Agate Bearings used exclusively throughout, no binding, sticking or friction in weighing parts. We are selling these high-grade Scales at special low prices. Write for our new Illustrated Catalogue and learn why we sell from 30 to 40% less than competitors' prices.

Onward Manufacturing Co.,
BERLIN, - ONTARIO

JOBBERS' HEADQUARTERS FOR

JAPAN TEA

S. T. NISHIMURA & CO.

MONTREAL and JAPAN

LOOK AT THIS SIDE

This bottle, which should occupy a place in the household.

Pre-eminently the Best
because it surpasses all others in strength, and purity. It is unrivalled.

IMPERIAL EXTRACT COMPANY




AND THIS ONE ALSO

This bottle should occupy commanding position on your shelves for

Shirriff's Imperial Extract
has led for the last quarter of a century in excellence, quality and merit.

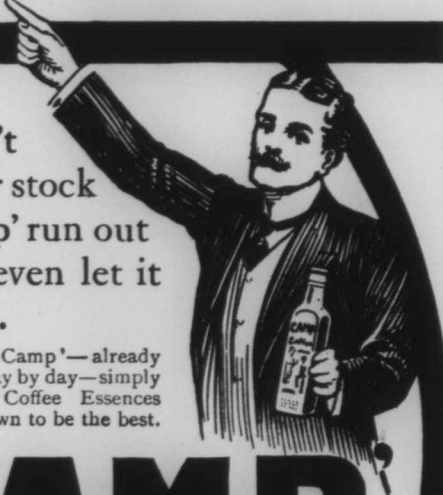
18-22 Church Street, Toronto, Canada



'Camp' Coffee is off your shelves almost before you get it on!

Don't let your stock of 'Camp' run out — don't even let it run down.

The demand for 'Camp'—already big—is growing day by day—simply because of all Coffee Essences 'Camp' is known to be the best.



'CAMP' COFFEE

See your Wholesaler to-day.
R. Paterson & Sons,
Coffee Specialists,
Glasgow

Lines That Will Sell Well Right Now!

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




Queen Quality Pickles
Sweet, Mixed and Chow

Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.

NON-ALCOHOLIC WINES IN PINTS AND QUARTS AND IN BULK IN KEGS
German Sauer-Kraut Pickles in Brine.

Taylor & Pringle Co., Ltd.
Owen Sound, Ont.



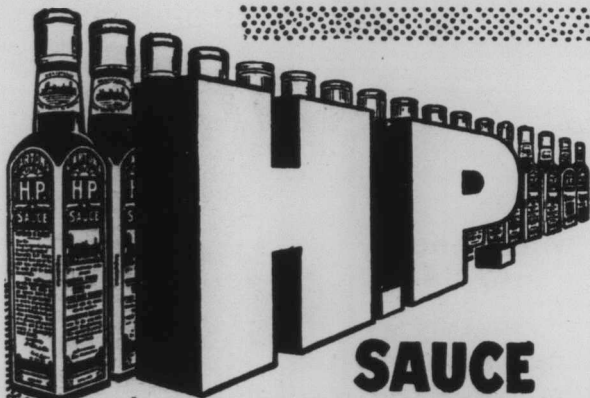
HOLBROOK'S
Worcestershire **SAUCE**

HOLBROOKS LIMITED

MADE AND BOTTLED IN ENGLAND.

CANADIAN BRANCH
40 Scott Street, Toronto
Canadian Manager, H. Gilbert Nobbs

If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.



ENGLAND'S MOST POPULAR SAUCE

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

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

Write for samples and prices.

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

"Sterling" Brand Pickles

in
British Columbia

We have stored with our agents in Vancouver, B.C., a good supply of our Sterling Brand Pickles, so as to promptly meet the call for these goods from any part of the Province.

B.C. Grocers will find no line of pickles that so completely meets the demands of the best class of customers.

THE T. A. LYTTLE CO., LTD.
Stirling Road, - Toronto, Can.

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

MASON'S
O.K.
SAUCE



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

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

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

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

**IS THE BEST
VINEGAR**

MADE FROM FINEST MALT

Commands a Preference Over All Others.

ONTARIO AGENTS: Green & Co., 25 Front St. E., Toronto

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

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

WE ARE OPEN TO DO BUSINESS ON EASY CO-SIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS





There are no complaints when you sell

BORDEN'S BRANDS

They stand for purity and perfection. Fifty years of care and scientific experimenting have made

**"EAGLE BRAND" CONDENSED MILK and
"PEERLESS BRAND" EVAPORATED CREAM**

PERFECT.

Demand Borden's Brands.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



Unsweetened

BANNER BRAND CONDENSED MILK



CLEAN
PURE

WE can show you the best, purest, cleanest Condensed Milk in Canada.

Banner Brand is produced on our own premises. We feed and care for our own stock and so have supervision from start to finish.

WRITE FOR PARTICULARS

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO

Imperial Evaporated Cream



Highest Quality Popular Seller Profit Yields

You Should Stock It

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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



WHY CARRY IN STOCK

Canada First Evaporated Cream?

Because it is Highest in Butter Fat.

SURE TO PLEASE YOUR CUSTOMERS.

EVERY CAN GUARANTEED.

NO DEAD STOCK.

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO



ST. CHARLES CREAM
UNSWEETENED—STERILIZED

THE PUREST AND BEST

Prepared with the greatest care from the highest grade milk obtainable in the famous Oxford County district in Ontario.

Our sweetened brands, Silver Cow, Purity and Good Luck Milk, are the best that science can produce. Persons preferring sweetened milk will find any of these brands of the highest quality and every can guaranteed. A trial will convince you that there is no superior.

We are prepared to make prompt shipment of any of the above brands.

St. Charles Condensing Co.
INGERSOLL, - ONTARIO
CANADA



DO YOU KNOW

That for 10 cents
you can supply your customers
with a quarter-pound
tin of

WHITE SWAN MUSTARD

which for
pungency and flavor

IS UNEXCELLED
BY ANY HIGH CLASS MUSTARD
SOLD IN CANADA

Shows you a profit of 33 $\frac{1}{3}$ %
and gives absolute satisfaction

Packed 4 doz. to the case

White Swan Spices and Cereals Limited
TORONTO

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, Black-
berries, Sour Cherries, Blueberries, Beets, Rhubarb, Etc.

“The Can Without The Tap Hole”
“Bottom Like The Top”

Write for Samples

Sanitary Can Company, Ltd.
Niagara Falls, - - Ontario

FRUIT CANS

All sizes—All kinds.

SYRUP CANS

For products of Maple, Corn
and Cane.

MILK CANS

For Sweetened Milk and Evap-
orated Cream.

MEAT CANS

Bevelled, Round and Square.

BISCUIT TINS

of any description.

BAKING POWDER
AND SPICE CANS

PROMPT SHIPMENT SUPERIOR GOODS

THE
Norton Manufacturing Co.
HAMILTON

THE CANADIAN GROCER

We are offering an exceptionally good value in

CEYLON GREEN TEA

SEE OUR TRAVELLERS.

The Davidson & Hay Limited
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

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs.
Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced:

Ask your grocer for them and refuse substitutes.

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Prince of Wales Pure Extracts

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

S. H. EWING & SONS. Montreal and Toronto

Tartan
BRAND

SIGN OF PURITY

See our travellers. They have some good things up their sleeve or

PHONE 596

BALFOUR, SMYE & CO.

QUICK SHIPPERS

Wholesale Grocers,

HAMILTON, ONT.

"Fish for Lenten Season"

*Barrels and half barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel,
Sardines, etc., etc.*

Thrift is the Basis of all Prosperity

Whether in a personal or national sense. It is the foundation of all opulence, even of the colossal fortunes we hear of in America,

Says Lord Rosebery, Britain's Former Premier

Read what this great economic advocate has to say on a subject of such intense interest in these spendthrift and somewhat extravagant times

In Busy Man's Magazine for March

ON SALE ON ALL NEWS STANDS

20 CENTS A COPY, \$2.00 A YEAR

BUSY MAN'S MAGAZINE

MONTREAL

TORONTO

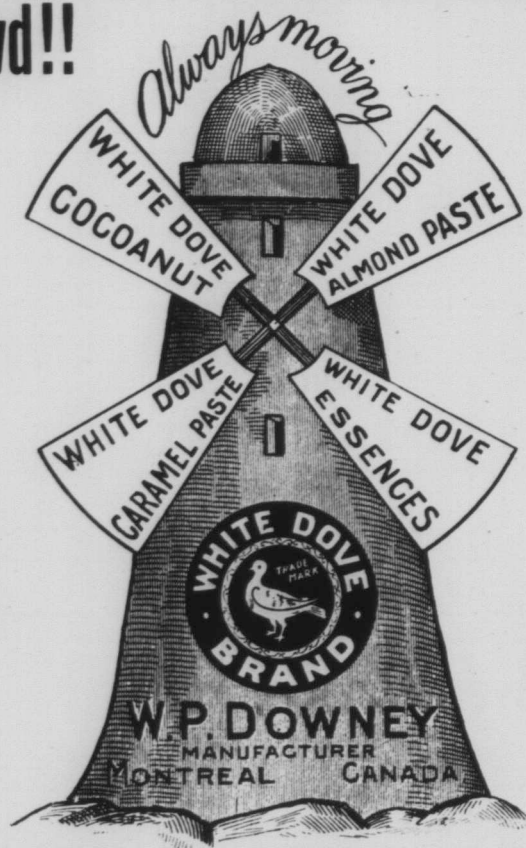
WINNIPEG

Those Who Wish to Rent or Hire

stores or departments, sell or buy businesses or stocks, place or acquire accounts, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Advertisement Page of **THE CANADIAN GROCER**. It is the central office of the grocery, fruit, provision, canned goods and foodstuffs trade of Canada.

Follow the Crowd!!

You make
no mistake
in buying
WHITE DOVE
products



Price Right
Quality Right
Order Right
and you can
Sell Right.

Manufactured by
W. P. DOWNEY
Montreal

Absolute Purity Guaranteed

in the

E. D. S. Brand

They are the standard of
quality and merit



Jams & Jellies

They preserve the original
flavor of the fruit

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 Cart Before the Horse

(By A. B. Lever)

The calendar is all right in its place.

Its place, however, is not substitution for trade, magazine, or ordinary newspaper advertising.

The calendar as an advertising medium is supplementary only to these.

Even the circular letter ranks higher in importance.

If, after the proper mediums have been judiciously provided for, there is money to spare for artistic calendars which are designed to please, not to sell, well and good.

But don't put the cart before the horse in advertising.



25c. Package Teas

We are offering special values in Black, Green, Japan and Mixed Package Teas to retail at 25c, buyer's name on labels.

If our travellers don't call, write for samples and labels.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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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Education to Consumers Included in the Advertising

Advertising is rapidly becoming an important part in the advancement of sales in a grocery store. Herewith are reproduced two advertisements from newspapers in Dartmouth, N.S., and Elora, Ont., showing to what advantage printer's ink may be put in the arrangement and effectiveness of advertisements.

The one is that of Forsyth, Jr., of Dartmouth, whose ads. are always interesting and which always impart information beneficial to the housewife. The original ad. covered half a page of the newspaper and its general appearance as will be observed from the reproduction is neat and attractive.

The educational value of an ad. should always appeal to the interested reader and that of Forsyth seems to be along the proper lines. For instance, when it is said of herring: "Fine, fat, New-

Important Points in Forsyth's and Campbell's Ads., Which are Reproduced Here—Attractive Talks to the Readers the Feature of Former—Recipes in the Latter Highly Commendable—Improvements Suggested.

feature, as it lends strength to the drawing power.

Campbell's Orange Ad.

The reproduction of the other advertisement, which occupied a space 9 ins. by 6½ ins. in an Elora paper, also shows an ad. which should have brought good results. There are some particularly

One of the features of this ad. is the introduction of the two recipes on how to make orange jelly and orange marmalade. These should be read with interest by every housewife who picks up the paper, and should necessarily make her think of Campbell's oranges. Another splendid idea is the education given as to the different varieties of the oranges sold. The prices which follow would probably catch the eye more rapidly were they printed in a little heavier type. The advertisement is a good one and its selling ability should have also been good.

Lowrey's Department Store.

Advertisements used by Chas. Lowrey, proprietor of a department store at St. David's, Ont., have also been received for criticism, but as they covered various lines of goods sold it was not con-

SPECIALS FOR THE LENTEN SEASON.

<p>Fish Fish will talk very large on the bill of fare for the next six weeks, and it is well that it is so, for a change from a cold diet is certainly very beneficial. We can offer you such variety that you need scarcely leave the same fish two days during Lent.</p> <p>Shore Cod Very clean, thick and white, suitable for anything that requires salt cod. In a pound SHREDDED COD-FISH For fish cakes etc. 10¢ a pk.</p> <p>Herring Fine fat, Newfoundland herring, of good size and excellent flavor. Try soaking these mild hearty fish and drying and broiling them. They are very tasty. 20¢ a dozen</p> <p>Mackerel Large white and fat. Nothing more for a fish dinner, and very tasty also for breakfast or supper. 10¢ a pound</p>	<p>Tongues and Sounds We would like to impress upon our patrons what a fine fish food tongue and sounds are. They are really prepared in a delicious and palatable manner. Try them next fish day. 2¢ a pound</p> <p>Haddies Can you imagine anything more delicious than the flavor of a properly cured and well cooked herring haddie? It is something to linger in the memory. 8¢ a pound.</p> <p>Bloaters The Englishman calls the bloaters and no wonder for they have a delightful flavor and taste and make any other fish. We have some good ones. 20¢ per dozen</p> <p>Digby Chickens A tasty fare for breakfast or supper. 20¢ a box</p> <p>Sardines Too well known to need any recommendation by us. Canned Brand 15¢ New Brand 15¢</p>	<p>CANNED VEGETABLES There will be a big demand for canned vegetables during Lent, and to start the ball rolling (in our direction) we offer for one week only and for SPOT CASH the following:</p> <table border="1"> <tr><td>3 TINS TOMATOES</td><td>25¢</td></tr> <tr><td>3 " PEAS</td><td>25¢</td></tr> <tr><td>3 " CORN</td><td>25¢</td></tr> <tr><td>3 " STRING BEANS</td><td>25¢</td></tr> </table> <p>Don't Forget One Week Only and</p> <p>SPOT CASH</p> <table border="1"> <tr><td>Canned Fruits</td><td></td></tr> <tr><td>Apples per tin 10¢</td><td></td></tr> <tr><td>Pineapple " " 10¢</td><td></td></tr> <tr><td>Strawberries " " 10¢</td><td></td></tr> <tr><td>Oranges 12, 10, 8, 5¢</td><td></td></tr> <tr><td>Leaches 2 " 5¢</td><td></td></tr> </table> <table border="1"> <tr><td>Dried Fruits</td><td></td></tr> <tr><td>Apples per lb 10¢</td><td></td></tr> <tr><td>Pears " " 10¢</td><td></td></tr> <tr><td>Apricots " " 10¢</td><td></td></tr> <tr><td>Pineapples " " 10¢</td><td></td></tr> </table> <p>Jams Hartley's Fruit Jams all kinds. 10¢ 1 1/2 size each 20¢</p>	3 TINS TOMATOES	25¢	3 " PEAS	25¢	3 " CORN	25¢	3 " STRING BEANS	25¢	Canned Fruits		Apples per tin 10¢		Pineapple " " 10¢		Strawberries " " 10¢		Oranges 12, 10, 8, 5¢		Leaches 2 " 5¢		Dried Fruits		Apples per lb 10¢		Pears " " 10¢		Apricots " " 10¢		Pineapples " " 10¢		<p>Kippered Herring An old country method of preparing herring. Place one of these fish over the hot coals for a few minutes and the odors that will emanate from it will make your mouth water. 20¢ a dozen</p> <p>Scallops Scallops make a very nice stew and can be cooked in a variety of other ways. They deserve to be much better known. 20¢ a tin</p> <p>Salmon Although well known, is not half appreciated. When you can order that for 12 1/2¢ or 15¢ a tin you can get delicious fish already cooked, every ounce of which is edible, it is certainly worth considering. 12 1/2¢ and 15¢ a tin</p> <p>Clams The lingule clam is beginning to assert itself and claim its right to place, and no wonder for the delightful stews, soups and chowders that can be concocted from him entitles him to an important place. 12¢ a tin for "Blue Point"</p>	<p>Oysters It don't matter whether there is an "R" in the mouth or not the oyster stew for supper on a cold night is something not to be despised. 15 and 20¢ a tin</p> <p>Canned Mackerel This is a nice article of diet particularly when the fresh article is not to be had. 10¢ a tin</p> <p>Kippered Halibut This is something new in the fish line. You had better try it. 15¢ a tin</p> <p>Tinned Finnen Haddie It is really remarkable what a fine art the curing of trout and fish is. Tinned Halibut tastes as if it were just "new drawn from the sea." Per tin 15¢</p> <p>Tinned Kiprid. Herring is also a good illustration of the canners art, no need to be without fresh fish now. Per tin 12¢</p>
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FORSYTH JR., The man who makes good his ads.

foundland herring, of good size, and excellent flavor. Try soaking them and drying and broiling them. They are very tasty," it makes one feel like trying them.

Again, "An oyster stew for supper on a cold night is something not to be despised," should be a good drawing card for oysters. The other departments of the ad. ring with the same effective sound, and from a theoretic point of view the whole advertisement should be a good seller. The adding of the phrase at the bottom of the page, "The man who makes good his ads.," is a good

feature about it which deserve close attention.

There are one or two parts to it that might probably be omitted, but on the whole it seems to be a splendid advertisement. For example, the question and assertion, "Did you ever hear an orange? Listen! hear about them now," while not at all objectionable, does not appear in theory to have a great deal of interest to the reader. Also in the latter part of the ad. the words, "Who says so? Campbell's," and, "Who will say so? Everybody," might also be eliminated without losing much of the effect.

considered advisable to have them reproduced. They possess a bright appearance, being nicely illustrated and attractive. The prices in the grocery and crockery departments are plainly shown so as to catch the eye. Probably some short educative talks about each of the articles advertised might prove of a little more benefit. The talk given at the top of one of them is interesting.

The Canadian Grocer invites its readers to send in samples of their advertisements used and it will be the duty of the ad. critic to tell how, in his opinion, they may be improved.

Development of Refrigerators in Grocery Trade

Essential to the Grocer Carrying Food Stuff Who Wishes to Be Abreast With the Times—Perfection Seems to Have Been Secured—Results of Cold Storage Examinations.

In view of the ever increasing demand of the public for a greater variety and a larger volume of perishable goods the refrigerator has become an absolute necessity to every store which carries food stuffs. The value of ample cold storage facilities cannot be too strongly urged. In many cases the amount of stock which perishes every year for want of refrigeration is sufficient to buy the plant many times over. In any case it is essential to keep goods in a fresh condition even though there is no chance of them deteriorating before sale.

In the days before the modern refrigerator was developed a cold cellar was the only place available but it is for many reasons inadequate for the purposes. At first when refrigerators began to make their appearance in the smaller towns they were useless on account of no general ice delivery. Those who were progressive, however, soon overcame this difficulty, by putting ice for themselves. It was not long though before someone saw a little money in an ice delivery and now they are an integral part of the economic life of the smallest villages. In this way a difficulty which largely precluded the use of refrigerators has disappeared and they are a part of every well ordered store.

Perfection Secured.

Some of the latest models are about as perfect as human ingenuity can make them. The chief point of a good refrigerator seems to be accessibility and in this respect they have gone far. So sanitary have they become that one which is not absolutely so has only a meagre chance among its competitors.

Another salient feature is the impossibility of anything becoming contaminated even in case the ice used is impure. The development of the refrigerator has been so rapid and has now reached such perfection that it is an absolute necessity to every up-to-date grocer. The heat of our Canadian summer makes it absolutely necessary that some cool place be provided for butter, lard, fish, eggs, milk, etc., and the refrigerator handily fills the bill. Its use has become widespread and is continuing so.

Revolution to the Trade.

What cold storage equipment has done for the shipment of goods by rail and steamship, the refrigerator has done for the grocer. The introduction of this valuable assistant into the store has proven practically a revolution in the trade during the past couple of decades.

Apropos to this question the report of the Bureau of Chemistry of the U. S. Department of Agriculture, on the effects of cold storage upon eggs and chickens will be interesting. It shows how long these commodities can be held without much deterioration.

Eggs Change Rapidly.

The general conclusions given are that eggs in storage for one year show a 10

per cent. loss of weight, largely in water from the white. Eggs after storage for 16.5 months lose their power of cohesion, and emit a characteristic musty odor a few hours after opening. The work also indicates that the eggs begin to deteriorate considerably after the first three months of storage. In fact, at the end of six or eight months, it is stated, "there is an entire change in the character of the eggs, the yolk

fowls were subjected to a microscopic examination before being cooked. When the chickens had been in storage for 6.5 months, the verdict was that both externally and internally the undrawn bird was better in odor and appearance than the drawn cold-storage bird. After 15.5 months of cold storage the undrawn bird again presented a better appearance generally than the drawn one, both internally and externally. The flesh of the two fowls was somewhat discolored, but the odor was not bad. The liver, the lungs, and the muscle tissue were all in better condition in the undrawn chicken. On January 23rd, 1908, when the chickens had been in cold storage for 18.5 months, they were again examined. There was practically no disagreement as to the inferiority of

O R A N G E S

An Orange is a delicious species of Fruit—appreciated by Four out of the Five senses

SEEING. TOUCHING. SMELLING. TASTING.

Did you ever hear an Orange?

LISTEN! HEAR ABOUT THEM NOW

Valencia Oranges come from Spain. CAMPBELL'S sell 2 dozen for 25c.

Mexican Oranges come from Mexico, are lighter in color, milder in flavor. 2 doz. 25c

Bitter Oranges come from Italy, are solely for marmalade. CAMPBELL'S sell 30c dozen

Navel Granges come from California—science has aided nature and produced a hybrid fruit that is seedless. Navel Oranges are sweetest of all. CAMPBELL'S sell 25c doz.

CAMPBELL'S sell Jumbo Navels 40c dozen.

CAMPBELL'S MAKE A SPECIALTY OF ORANGES

Proved

TWO RECIPES

Tested

ORANGE JELLY—Grate rind of an orange into a basin, squeeze over it the juice of five oranges and one lemon and put into a pan with six ounces of loaf sugar, the whites of two eggs, whip lightly together, add a pint and a half of hot water and one ounce of gelatine; let the mixture boil up, then pass through the jelly bag; pour into a mould that has been soaked in cold water.

ORANGE MARMALADE — Half dozen sweet oranges, half dozen bitter oranges, half dozen lemons.

Take seeds out of all, put seeds in separate dish, cover with cold water and let stand over night, then boil for ten minutes, strain and put in with oranges. Quarter oranges and put through mincer, quarter lemons and put in with oranges. (Do not mince lemons) Then add one quart of cold water to one pound of fruit. Let all stand over night. Then let boil two hours. Let cool and squeeze out lemon peel. To every four pounds of juice add five pounds white sugar. Heat before adding sugar. Then boil half an hour and pour into glasses.

DEMONSTRATION

YOUNG'S make the best Jelly Powder in the world. Who says so? Campbell's.

CAMPBELL'S invite every lady in Elora and vicinity to visit this store on **Monday 22nd, Tuesday 23rd and Wednesday 24th February.** Miss Wilson will demonstrate the superior qualities of **Young's Jellies and Cake Icings.** Come and lunch with us. Bring your friends. After 24th February, 1909, Young's Jellies will be the best in the world.

Who will say so?

EVERYBODY

Campbell's Cash Counters

Elora, February 16th, 1909.

Established 1878

and white having blended so that it was necessary to examine the total egg rather than its constituent layers."

Drawn Versus Undrawn.

The much-discussed question of whether drawn or undrawn poultry for cold storage has interesting light thrown on it in the report which, discussing chickens, says, besides the table tests,

the undrawn bird in this test, both the internal and external appearance, and also the odor, showing clear evidences of degeneration. The conclusion drawn from the examination of the uncooked chicken is that after 12 or 15 months of cold storage the undrawn chicken appears better than the drawn, while after 18 months in storage the undrawn chicken is in the worse condition of the two in every respect.

Breakfast Food Window of Immense Proportions

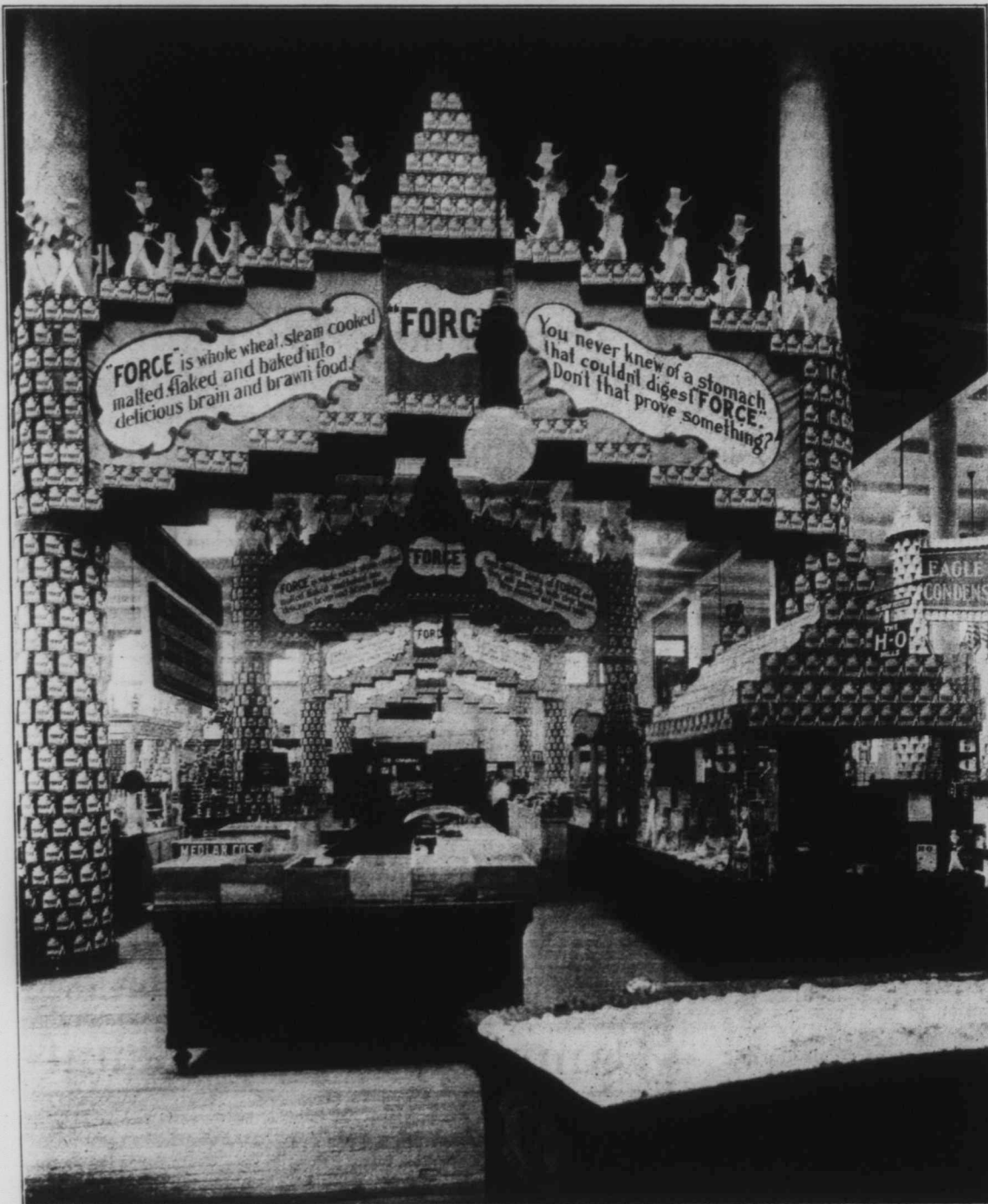
Grocers Have Splendid Opportunities in Making Artistic Displays—Fifteen Thousand Cartons Used in Window Illustration.

In the dressing of windows grocers have a splendid article to work with when it comes to breakfast foods in cartons. The display can certainly be made an artistic one, and the more

splendid example of what can be done in the way of breakfast food display. The article shown is "Force" and the window is one that appeared in the grocery department of Gimel Bros., Philadelphia.

Company in their advertising campaign.

The display consists of four large arches—as shown in the picture—and the number of cartons used in the construction of the columns is about 15,000. The distance between the columns is 28 feet and the center of the arch is 22 feet above the floor, which will give readers a small idea of the size of this mammoth grocery department, which, by the way, is located on the ground floor of their Philadelphia store.



A Window Display Used in Philadelphia, Pa., Showing What Can be Accomplished in the Use of Breakfast Food Cartons.

love the window dresser has for the observation of the beautiful, the more artistic will be the display.

The illustration on this page is a

Philadelphia, Pa. This display has been commented on as one of the finest cereal displays ever constructed. It is one of the methods being adopted by the H-O.

Almost any of the breakfast foods could be handled in a similar manner and could be used as a splendid advertisement for any grocer.

The

By

Chick subject printer chewing used p and the to cars is to b Domini ever th new f onto r ceasing

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The Method of Advertising Chiclets in Canada

Several Thousands of Dollars Spent With Good Results—
Factory Facilities Had to be Enlarged After the First Year
—Street Car and Billboard Campaign.

By Paul Lewis, in Printers' Ink.

Chiclets is a peculiarly appropriate subject for this particular issue of Printers' Ink because this popular chewing gum is one of the most-advertised products in Canada at this time and the advertising is confined wholly to cars and billboards. A Chiclets card is to be seen in every street car in the Dominion, and boards are used wherever there is a bill-posting service. A new factory has been erected in Toronto recently to supply the fast-increasing business.

According to Mayer Swaab, Jr., secretary and general manager of Frank H. Fleeer Co., Inc., makers of Chiclets, this factory represents the difference between what advertising and Chiclets together were expected to do and what they really did.

When the then new candy-coated gum was first introduced into Canada four years ago, a fair-sized factory, considered large enough to supply all demands for many years, was erected. Within a year it was running to capacity. Another year brought the necessity for enlarged facilities and a new factory was planned. This structure, one of the most thoroughly equipped chewing gum factories in the world, was completed last fall.

The first year's advertising, after a system of distribution had been perfected, was strictly a newspaper campaign, chiefly centered in the larger cities. Several thousands of dollars were spent in the newspapers and good results were realized. For the following year it was resolved to lay aside the newspapers temporarily and go outdoors. Two and four-sheet posters and some paint work were used and board space was taken in every town in Canada where a regular service was to be had. Response to this campaign was so immediate and returns so great that Chiclets have remained on the billboards of Canada for the last three years and are likely to stay there for some time to come, though newspapers still, of course, still be used.

Last year the outdoor display campaign was extended to street cars and now, as mentioned before, every car in Canada carries a Chiclet card.

Mr. Swaab was asked which, in his opinion, had proven most valuable, newspapers, billboards or car cards.

"That is impossible to say," he replied. "The newspapers did their work of introduction and did it most satisfactorily. Without the newspapers, I do not believe we could have gained our foothold in the larger cities, notably Toronto and Montreal.

"But for the continued campaign, we have found that on this particular proposition, in Canada, the cars and billboards are somewhat more effective than newspapers at less cost, for a localized campaign outside of large cities.

"Between the cars and the boards, of course it is impossible to distinguish in the matter of results. They are coordinate branches of outdoor publicity

and we consider both very valuable in promoting Chiclets."

The poster and card work for Chiclets has been of exceptionally high grade. From the very first it has been the care of Mr. Swaab to emphasize daintiness and tastefulness in the advertising of this product. No art work which could even suggest coarseness or vulgarity has been accepted. Chiclets are a chewing gum in a dainty form which makes them a sort of confection, and they are bought largely by a class of persons who would never be associated with gum-chewing. The packages are most inviting. One of these is the only twenty-five cent packet of chewing gum on the market. Large boxes, in which bulk goods are displayed by the retailer having inner lids of glass to protect the contents from dust and germs and small green bugs in the store go with each box. Such features have been rightly considered as a part of the advertising.

The finickiness which characterizes posters and car cards includes of course all the store display cards and signs which are furnished to retailers in great numbers. No art talent is too good to make Chiclets display cards.

Words for the copy are chosen just as carefully as the pictures. This description: "The dainty pearl-gray, mint-covered, candy-coated Chewing Gum," and the slogan, "Really delightful," are employed in all the advertising—newspaper, street car and billboard. They come pretty near to telling the whole story and little else is needed. The chief talking-point, when any is used, is the value of Chiclets as an aid to digestion and breath-sweetener. About fifty per cent. of the ads used in the Province of Quebec appear in the French language, by the way.

All the distribution is through jobbers—the company does not sell to retailers.

In the United States, the present advertising of Chiclets consists of some street car work in Brooklyn, Philadel-

phia and St. Louis territory. A campaign of large proportions will be started in April, involving the use of thirty-five monthly magazines and eight weeklies, newspapers, street cars and billboards in all sections of the country. The magazine appropriation will be duplicated in the newspapers and an amount equal to double this sum will be spent on car cards and billboards. The magazine copy will vary from quarter to full pages. The business will be placed by Arnold & Dyer, Philadelphia.

This campaign is designed wholly to stimulate consumption and not to open up new territory, as the country is thoroughly covered by the system of distribution. The United States trade is supplied from the Fleeer & Co. factory in Philadelphia, which is the largest chewing gum factory in the world.

8 AND 9 CENT DUTY ON TEA.

Just before going to press it was announced that the duty on tea as recommended by the Ways and Means Committee of the U.S., will be 8 cents coming direct from the country in which it is produced, and 9 cents coming through another country. This, of course, has yet to pass Congress. G. Larkin, of the Salada Tea Co., states that if this goes through, it simply means an advance of 10 cents to consumers.

PERSONAL NOTES.

D. Greig, representing D. MacDougall & Sons, Glasgow, is calling upon the Canadian trade.

F. E. Parry, the province of Quebec representative of Comfort Soap, was in Toronto this week.

Jas. Ryan of Ryan Bros., commission merchants, Winnipeg, went west last week on a month's business trip.

Wm. Colville, northern and western Ontario traveler for Comfort Soap, has been ill for a few weeks with a severe attack of la grippe. He is now rapidly recovering.

Bert. Robertson, of Geo. Robertson & Sons, Kingston, accompanied by his wife, sails from New York to-morrow for Bermuda, where he is going on a health and pleasure trip.

How to Hire, Train and Supervise Salesmen

By a \$72,000 a Year Man

This article will appear in the April issue of the Busy Man's Magazine, and is written by Mr. Hugh Chalmers, of the Chalmers-Detroit Motor Co. When he was with the National Cash Register Co., he received a salary of \$72,000 a year, and was then considered underpaid.

The sales department of a business is undoubtedly one of the most important and Mr. Chalmers, who is recognized as the greatest sales manager on the Continent, brings out the successful sales methods he has adopted.

Do not miss this! It contains information which may be the means of bringing you thousands of dollars in the future.

You should have a copy of the Busy Man's Magazine every month, as it contains the most up-to-date and instructive articles appearing in the leading publications of the world.

The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN PRESIDENT

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

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

OFFICES	
CANADA	
MONTREAL	232 McGill Street Telephone Main 1255 J. J. Gallagher
TORONTO	10 Front Street East Telephone Main 7324 W. H. Seyler, Manager
WINNIPEG	511 Union Bank Building Telephone 3726 F. R. Munro
VANCOUVER	R. Bruce Bennett 1737 Haro Street W. E. Hopper
ST. JOHN, N. B.	
UNITED STATES	
CHICAGO, ILL.	933-935 Monadnock Block J. P. Sharpe
NEW YORK	622-624 Tribune Building R. B. Huestis Telephone 4335 Beckman
GREAT BRITAIN	
LONDON	88 Fleet Street, E.C. Telephone Central 12960 J. Meredith McKim
FRANCE	
PARIS	Agence Havas, 8 Place de la Bourse
SWITZERLAND	
ZURICH	Louis Wolf Orell Fussli & Co.

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

PUBLISHED EVERY FRIDAY

RATHER PRESUMPTUOUS.

It was rather presumptuous of E. M. Trowern, secretary of the Retail Merchants' Association, to appear before a committee of the Ontario Legislature on Tuesday and oppose Phillip H. Bowyer's amendment to the Pharmacy Act.

It is quite true that the Retail Druggists' Association is one of the affiliated organizations of the Retail Merchants' Association, and is opposed to the amendment, but as the membership of the latter association is largely composed of retail merchants who are adversely affected by the act passed by the Legislature last year, it would have been much better and much more in the interests of his general association if Mr. Trowern had not obtruded himself upon the committee when the amendments were under consideration, and the rebuke he received from the members of the committee who are also merchants was by no means undeserved.

When the Legislature last year allowed to slip through at the instigation of the druggists a provision which prevented general merchants selling harmless medicines it certainly went beyond its province, and Mr. Trowern must know this as well as anybody else.

A general merchant is just as competent to sell patent medicines in package form as a druggist, and if general merchants are prevented from handling them they can be just as easily obtained, without question, and in just as dangerous form from a druggist as from the ordinary general merchant.

It is to be hoped that the Legislature will adopt Mr. Bowyer's amendment.

Could there be a better illustration of the necessity of separate organizations for the different lines of trade than Mr. Trowern's unwise, though perhaps unintentional, action on Tuesday last?

BUSINESS MEN, NOT PARTIZANS, WANTED.

With the transference of the man who is now at Leeds to Shanghai, there will be two vacancies in the Canadian Commercial Agency service in Great Britain. The other vacancy is at Birmingham.

It is to be hoped that in filling these positions none but experienced business men will be appointed. While there are some good men on the staff of the Canadian Commercial Agency service, it is on the whole weak. Little else could be expected as most of the men have been appointed, not on account of their business ability, but on account of service to party.

Efficient service can no more be expected from the ward type of politicians, than can grapes be gathered from thorns or figs from thistles.

Some of the commercial agents are the laughing stock of the business men among whom they are located, and it is not to be wondered at that such organizations as the Canadian Manufacturers' Association should exert themselves in trying to improve the service.

This service costs the country over \$50,000 a year, and the business men would not begrudge a much larger sum provided adequate service was given. What is wanted is good service. This we are not on the whole getting at present.

By comparing the consular reports which are sent out by the United States Government at Washington with the weekly reports of the Canadian commercial agents the weakness of our reports is painfully obvious.

BRIGHT PROSPECTS.

In an endeavor to determine the opinions of some of the large manufacturers in the grocery line as to business prospects for the coming year, The Grocer interviewed a number of them during the week. The manufacturers at least are all unanimous that the year 1909 will bring that revival of trade which we looked for last summer after the year of depression before. Trade is brightening up, they claim, and good times are anticipated.

The proprietor of a large Toronto milling concern was one of those interviewed. The farmers, he said, had good crops last year and they are now getting the top prices for their products so that there is plenty of money in the country. Flour is in good demand and

with the opening of navigation, accompanied by lower transportation rates, the demand will be increased.

A manufacturer of a breakfast food viewed the situation similarly. In fact, the business he represented had never been slack during the depressing times. Not being a luxury there was always a demand, but he believed the prospects for the coming year would be particularly bright. This feeling of optimism is in the air and everything points to much better times than we have had during the past couple of years.

FAILURES FOLLOW FAST.

Almost within a week of each other the failures of two companies injurious to the business of the retail trade were announced. These were the Toronto Co-operative Equitable Society and the Dominion Co-operative Association, both of which, although entirely separate concerns, were operated along similar lines.

The Canadian Grocer has always taken a stand against the Dominion Co-operative Association and on several occasions we have opposed and exposed its tactics as our readers are aware. We have urged the retail trade to be on the lookout for the establishment of such concerns and the advice has proven profitable. These two companies have proven failures and the money of the shareholders has practically all been lost. Their stores are closed, so far as they are concerned, and their stockholders who were to get "cheaper goods" and make "six per cent on their money invested," are out of pocket and have to purchase their provisions elsewhere.

WILL PROVISION PRICES DECLINE?

If present indications count for much, and if the opinions of packers and grain men expressed in their interviews in this number of The Grocer are worth anything at all, then the answer to the above query is that prices will not come down in the near future.

Grain men and those conversant with the conditions of this country's, and the world's food products aver that while the present prices of wheat, oats, barley, corn and peas are unduly inflated and outrageously high when compared with the average of the past twenty years, there does not appear to be any prospect of relief. True, there is a surplus of corn in the United States amounting to \$85,000,000, but Argentine went below the average last year, and both export and home consumption are rapidly pulling down this huge visible supply. It will be August before another harvest is garnered.

Oats are being imported into the U.S. from Canada and South America, and

those stockmen unable and unwilling to import, pay the duty, and the consequent high price must perforce turn to some other feed. Corn seems to be the readiest obtainable. Corn is about 5 cents lower than at this time a year ago, and barley seems to be the most reasonable gain. All the others command too high a price to feed to cattle; This was also the condition last year when many farmers in Ontario slaughtered their cattle because they could not afford to pay the high price for feed.

Provision men say supplies—both cattle and hogs—are short, and just now they are paying top-most prices to farmers for their animals. This, taken into consideration with the fact that feed is so very high, leads them to believe that it will be some time before meat and provisions come to a lower price level—and the argument appears to be a good one.

THE HANDLING OF FISH.

There are at the present time a large number of grocers in Canada who deal in the fish trade and who find it profitable. There are also some who find that their business has not been what they desired and expected, and it is up to them to determine the reason why.

As will be observed in the news columns of this week's issue, the views of scores of retail grocers throughout Ontario are presented by a number of our correspondents and a perusal of their experiences in carrying lines of fish will prove of much interest, and, we hope, of benefit to our readers.

It is shown that where a little special care and attention is exercised, the handling of fish has proven profitable. It is a recognized fact that the consumption of fish has rapidly increased in Canada during the past twenty years, and that the industry is an important one for the Dominion.

In the correspondence from St. Catharines it will be seen that a store there gave some special attention to the handling and displaying of fish by means of a galvanized pan installed in the window. The manager states that the gross profit amounts to from twenty-five to thirty-five per cent. Also in the correspondence from other places grocers affirm that where care is shown they have profits. On the contrary where a merchant does not attempt to advance his sales or display his products he must necessarily have little demand for them. This phase of the situation is well exemplified in the correspondence from Barrie, where a merchant once purchased two kegs of pickled fish, put them in his cellar and went down for them on demand. No person could possibly make a profit while doing business in such a manner.

TAKE STOCK OF YOURSELF.

The reason that some men do not succeed in business is simply because they do not deserve success. They are so intent on chasing the almighty dollar that they never take time to indulge in a little self examination. They may be very particular about talking stock of their goods and chattels every year to find where they stand financially, but it never dawns on many of them to make use of a few minutes in taking stock of themselves. And what does taking stock of one's self mean? Broadly interpreted it is an effort to see yourself as others do. More specifically defined it means, are you strictly honest? Honesty is a comprehensive term and implies more than simply paying your debts and meeting promptly monetary obligations. The majority of men do that but, are they honest with themselves, their conscience, and their convictions? Too many make promises—rashly, thoughtlessly—which they evidently do not intend to fulfill. They will promise to give a traveler an order the next time that he calls. They will tell a customer that a certain line of goods is equally as valuable as the brand called for. They will inform a housewife that they are "just out of a particular thing but that they expect a fresh arrival in to-day without fail," and lastly, but perhaps the worst and most annoying of all, they will solemnly agree to have a job completed by a specific date, or to have goods delivered in time for dinner or tea, knowing full well that their delivery outfit cannot possibly get around to the house within the time mentioned. They regard all this as clever, diplomatic or "part of the business" as one merchant recently put it. They may think that such subterfuges retain custom, but they are very much in error. There is nothing which will in the end drive patronage away more effectually than failing to perform what was promised. The non-arrival of butter, sugar, or meats, etc., in time for dinner or tea is enough to set the temper of the best natured housewife on edge, and her order being placed she cannot always readily cancel it or she would.

A Hamilton woman has, in a measure, brought her delinquent grocer to time by saying "I will take the goods C.O.D. providing they reach my house by 11 a.m." If the delivery is later than the hour stipulated she positively refuses acceptance. The plan has worked admirably.

The faults and short-comings, the trials and perplexities, spoken of so freely in business, are not all on the outside of the counter. The reason why some merchants do not succeed is be-

cause they do not merit success and a few of the causes are those already referred to. The public is not as gullible as it may at times appear. The memory of a disappointed customer is not as short as many imagine, while patience at times ceases to be a virtue.

THE OLD BEFORE THE NEW.

It is a lamentable fact that in the running of a grocery store a great deal of waste is incurred just because the grocer neglects to sell off the older goods before he begins on his stock of new. A system has been adopted by certain manufacturers and packers whereby they make it compulsory upon the wholesaler and retailer who handle their goods to dispose of all their old goods before they start the new. Their idea is a good one and is a benefit not only to themselves but to the others who handle their products.

When such a system is carried out the manufacturer and packer know that their goods are received into the homes of the consumer in a comparatively fresh condition and if such is the case they create a demand from that consumer again. The manufacturer, the jobber and the retailer all reap the benefits.

If this plan is adhered to by the jobber and retailer a great many losses and complaints will be avoided. The stocks should be carefully looked after. When they are low they should be replenished and care exercised in the proper piling on the shelves so that the older goods will be sold before the new are touched.

This system has been adopted by the Salada Tea Company, which marks the date of packing on every package. E. W. Gillett Company absolutely insists upon jobbers and retailers selling old goods before the new. They have men who visit the warehouses to see whether the stocks are old or not. This has been the case in connection with their yeast for several years.

The shorter the time between the preparation of most goods for market and the sale for consumption, the better will it be for everybody concerned.

BUSINESS MAXIMS.

By Plato, Jr.

Courage with caution is essential in business as well as in warfare.

The lucky man is he who grasps opportunities when they come to him.

The rut which business men fall into becomes deeper and more difficult to get out of the longer it is followed.

He who reads a good trade newspaper possesses a guide which will keep him from falling into ruinous ruts.

He who is satisfied with the "good enough" way of doing things is just bad enough to prevent his securing high marks in the world of commerce.

Honesty and Fair Dealing Wins Him Success

John Goos, in Business Only Two Years, and Has Now a Well-Appointed Grocery Store—Making a Success in the Trade by His Methods of Doing Business.

Among the grocers who have made successes in a comparatively short period of time is John Goos, Walkerton, Ont. An interior view of Mr. Goos' store appears here and when it is considered that he has only been in Canada for seven years and that he just began business for himself in March, 1907, he has certainly been a successful merchant.

Seven years ago Mr. Goos came across the Atlantic from Germany to follow his fortune in this country. Readers of the Grocer will recollect his success as a window-dresser when a few years ago he captured first prize in the display contest. In the month of March, 1907, he purchased the stock of J. W. McIntyre, of Walkerton, and in February, 1908, he bought the business of N. Crawford, combining the two into the present one. He began without a cent of his own money and to honest and fair dealing with his patrons he attributes his success.

A glimpse at the illustration on this page immediately indicates cleanliness, an essential to the good management of

ers on the road taking orders both for the present needs and the new crop. The assortment of teas this firm carries, especially the "Princess Louise" and "Victoria" Brands, are unrivalled qualities for the money. They also offer special bargains in Currants, Shelled Walnuts, Loose Dates, all in the pink of condition. Get their prices also on Pink Salmon, Keystone Brand and Ozo Cat-sup or Pickles. It will pay you.—Advt.

THAT PHARMACY ACT.

Philip Bowyer, M. P. P., Proposes Amendment to Allow Storekeepers to Sell Harmless Household Medicines.

The proposed amendment to the Pharmacy Act to assist country merchants, introduced by Philip H. Bowyer, M.P.P., came before the Municipal Committee of the Ontario Legislature on Tuesday morning, March 16th, with



An Interior View of John Goos' Grocery Store, Walkerton, Ont., after two Years in the Business.

any grocery store. It is roomy, but nevertheless is well stocked and in general appearance is certainly inviting.

HINTS TO BUYERS.

It is advisable to order now your canned goods of the coming 1909 crop, in order to get the best prices and a choice from the most select output. Replenish your stock of "Soleil Brand" Canned Vegetables and Fruits. Laporte, Martin Co., Limited, have their travel-

ers on the road taking orders both for the present needs and the new crop. The amendment proposes to allow country storekeepers to keep for sale certain harmless household drugs and remedies now prohibited by the Pharmacy Act.

Mr. Bowyer repeated his argument made in the House some days ago, as to the hardships caused farmers through the prohibition of the sale of things required in everyday use on the farm, and in the home. Mr. Bowyer wanted such things as turpentine, ep-

som salts, cream of tartar, senna, alum, borax, castor oil, sulphur, glycerine, etc.

G. E. Gibbard, president of the Pharmaceutical Association, referred to the danger that might occur from indiscriminate selling of certain drugs. He produced figures to show the number of deaths due to poisoning in Great Britain through indiscriminate selling. He did not wish favoritism for the druggists, he said, and he had not been lobbying.

"Well, have you any suggestions to make?" interjected W. J. Hanna. "The prosecutions in Kent made the recent amendment look unreasonable. Without unnecessary talk, tell us what your suggestion is."

Mr. Gifford submitted as his opinion that schedule "A" of the Pharmacy Act, which contains the list of scheduled poisons which nobody but a druggist may sell, might be enlarged, but objected to the free sale of quinine, which he said, was frequently used improperly.

"You shouldn't have said that. Everybody will want it now," said Mr. Studholme.

"All I want is to allow a man to go to a country store and buy five cents' worth of quinine or cascara or castor oil, if he wants it. He knows what he wants," said Mr. Bowyer.

"Yes, but the storekeeper doesn't," protested H. Watters, a vice-president of the College of Pharmacy. "How many country storekeepers know that cascara should never be administered before two years of age? That's the point I want to make. The seller is ignorant of the stuff he sells."

"As coming from the other part of Kent from my friend Bowyer where these malicious prosecutions were made. I may say that if Mr. Bowyer had flooded the country with misleading pamphlets like Mr. Gibbard did, the country merchants would have been down here in such numbers that the Parliament Buildings would not have held them. We want this amendment very badly."

The meeting got very hot over the question, and Mr. Hanna's suggestion that a sub-committee be formed went to a tie vote, which was broken by Mr. Hanna himself.

The sub-committee is to be composed of Daly, McKay, Bowyer, Macdiarmid, and Nicol, and will meet representatives of the College of Pharmacy, and try to strike an agreement.

TRADE NOTES.

J. E. Fissette has opened a general grocery store in Cayuga.

David Rush has purchased the grocery business of John T. Lamonby, Wingham, Ont.

It is stated that the sugar consumption of the United States is increasing at the rate of 50 per cent. in every ten years.

A new building is being erected in Macleod, Alta., for the soap company recently formed there. All grades of soap will be manufactured.

The sale of brandy chocolates is not lawful over the confectionery counter according to Provincial License Inspector Ayearst, but he states they can be sold by hotel keepers over the bar and only to adults.

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Talk of Burning Its Coffee Arises in Brazil

Suggestion That 20 Per Cent. Additional Duty Be Paid With Coffee Which is to be Destroyed in Order to Make the Tax Least Burdensome—The Problem of Restricting Shipments to 9,000,000 Bags.

New York, March 17.—There is considerable speculation here as to whether or not the Sao Paulo law in Brazil restricting shipments of the berry to 9,000,000 bags for the year ending June 30, 1909, will prove effective. So far as the payment of the ordinary export tax is concerned, the full 9,000,000 bags have now been arranged for and will in due course come forward. But the interesting question is whether means will not be found to bring forward further supplies, with or without the payment of the additional tax of 20 per cent. that the Sao Paulo law imposes after the 9,000,000 bag limit has been reached.

The 20 p. c. ad valorem is upon the export price at Santos and not upon the warehouse price in New York, which is the basis of New York Coffee Exchange transactions. There has already been a sharp decline in New York prices from the pinnacle reached under the stimulus of duty talk, so that, it is argued, the additional 20 per cent. tax would not necessarily prove prohibitive.

Mail advices received yesterday from Brazil, however, indicate quite a general determination to fight the law, even going so far as to pay the extra tax by a payment in "kind"—viz. in low grade coffee to be destroyed. This is a plan that is quite frequently talked of in Brazil. Incidentally, it would bear rather severely upon the big roasters whose package coffee comprises low grades and who will not improve their grades, even when they can purchase better grades at the same cost as the poor grades. Their policy in this respect is that if they should improve their grades they would be compelled to maintain the improvement when normal relations existed between the low and finer grades.

A Sao Paulo correspondent describes the situation under date of Feb. 8 as follows:

"There remained still to be shipped on Saturday morning 1,116,823 bags. (We hear that the Sao Paulo coffee shipped via Rio is not going to be counted.) The stock on hand is \$1,139,479 bags, so that almost every bag of coffee in existence here would be required to fill the 9,000,000 complement. This, however, is impossible, as a large percentage of the stock in hand consists of coffees unsuitable for shipment in their present state (low and lowest qualities). Another quantity, about 50,000 bags, is held under special agreement; in short, we estimate the whole quantity thus available at 250,000 bags, which would have to be supplied from the interior, but as selections there are poor, as far as quality goes, probably double that quantity will be required to give shippers the necessary stuff to fill the 9,000,000

bags open for export, and that would carry us far into the month of March. Besides, the putting on board is going on very slowly, because the coffee carriers have now claimed day's wages, and do as little as they possibly can for that amount, saying quite rightly, 'the more coffee we carry the sooner we shall be out of a job.' Thus Government interference with economical and commercial matters brings its influence to bear even on this merely manual operation.

"It is alleged, first, the stock existent here on July 1, 1908, cannot be included in the export restriction of 9,000,000 of bags, as no law can constitutionally be retroactive; this would set free about 700,000 bags more. The law is promulgated on August 25. It is further suggested to impose the tax in kind (elimination of low grades) in preference to a tax ad valorem of 20 per cent. If tax there must be, it is, of course, the duty of the executive power to make it least burdensome, and it is a matter of calculation only to find that out.

"A tax in kind would bring about speculation in, and consequent retention of, low grades, enhancing their value, and making the value of exportable goods, to a certain extent, dependent upon the price at which the goods to be destroyed can be acquired and would, therefore, bring about a new element of uncertainty into the coffee trade, which would affect both consumers and exporters. Moreover, it would not bring any grist to the mill (the Treasury), but eliminate only a certain quantity, presumably 200,000 to 300,000 bags of low grades by which our neighbors, Rio, Minas and Victoria, would benefit.

Up to the Government.

"Everything," concludes the correspondent, "since the public conscience, so to say, woke up, is in suspense again, and it depends upon the decision the Government will at last arrive at, unfortunately at so late an hour that further uncertainties can hardly be spared to the trade.

"The consuming markets are firm and advancing, but business has become extremely difficult, as all the steamer room available for about 650,000 bags to Europe, 500,000 bags to the States, has been engaged or taken on hand, and so it is risky now to make offers on present basis. Under these conditions it is next to impossible to give any quotations."

VISIT TO LONDON OFFICE.

London, Eng., March 6.—E. D. Smith, Esq., M.P., of Winona, Ontario, was a recent visitor to the London office of

The Canadian Grocer. Mr. Smith, accompanied by Mrs. Smith and daughter, came on a health trip to the Old Country a few weeks ago, the intention being to spend a quiet time in one of the south coast resorts, but the fascinations of London, commercial and otherwise, appealed so strongly to Mr. Smith's many interests, that the stay in the capital has been somewhat prolonged. By the time he reaches home again, however, a number of the principal points of interest both in England and the Continent, will have been visited, and it is hoped that change may have as invigorating an effect as rest. Like other Canadians who visit London at this time of year, Mr. Smith finds the cold, damp atmosphere very trying. He speaks with pleasure of the way in which his products are being shown in some of the grocery shops and was agreeably surprised by the very fine display and prominent position given to his bottled fruits in the windows of the Ontario Emigration offices in the Strand.

WOMEN MAKE PROTESTS.

They Are Induced by Grocers to Sign Petition Against Tariff on Coffee.

New York, March 17.—Dealers in coffee and tea who are making a fight against the proposed tax on coffee and tea importations have appealed to the women to aid them. Many of the retail stores in Greater New York have petitions prominently displayed, urging Congress to refrain from imposing what is termed the "unjust and unnecessary tax," and customers are requested to affix their names to the appeal. The women are told that any tariff imposed by the government on coffee and tea must in the end result in an extra charge to the consumers, and consequently it requires no great effort on the part of the grocers to convince their female patrons of the logic of their argument.

The petitions are almost invariably signed without hesitation. These petitions will be forwarded in a day or two to the ways and means committee of the house of representatives, and it is safe to say when the protest reaches Washington thousands of housewives of the greater city will have recorded their objections to the proposed tariff.

The paper which the women are signing reads as follows:

"A special session of Congress will be convened March 15 to revise the tariff. It is proposed to place a tax of five cents on each pound of coffee and 10 cents on each pound of tea. If you want to avoid paying this unjust and unnecessary tax sign immediately the petition to Congress displayed in our store."

Geo. E. Maybee, Napanee, one of the oldest travelers on the road in connection with groceries and soaps, died very suddenly in Montreal from acute indigestion on Thursday of last week. Mr. Maybee represented the Dominion Soap Co., Hamilton, and was one of the best known travelers on the road.

Grocery Trade From the Atlantic to the Pacific

Business Items From the Western Provinces

Edmonton Packing Plant Will Need 1,000 Beeves Per Day—
Many Fruit Orchards Being Laid Out in British Columbia—
Settlers Arriving in Calgary District—Winnipeg Grocers Dine
Travelers.

WINNIPEG.

March 16.—A post-bonspiel banquet given by the retail grocers of this city to their successful competitors, the travelers of Winnipeg, was held in Manitoba Hall last Wednesday night. The grocers lost in the curling contest and according to agreement they supplied the things for the banquet table. It was a merry event, replete with many good stories, jests and songs by some of the best local artists. E. B. Nixon as chairman and leading host, offered his most sincere congratulations to the victors of the games, saying that it was the intention of the grocers to get square with them at the banquet table for the defeat suffered on the ice. A. R. Christie proposed the toast to the victors. S. M. Sreaton in response said that as a traveler he was disappointed in Winnipeg, after having been in the city for six weeks. He had come west with the idea of teaching the people how to do business, but found that he himself was the pupil. Instead of antiquated methods which would stand much reforming he had found the most modern, and most attractive stores he had seen in Canada. Instead of being a reformer, he was in the position to return east as a missionary and teacher. E. Tugwell, his companion on the toast list gave a brief address filled with humorous skits and funny stories. The toast to the vanquished was couched in wholly complimentary terms great emphasis being laid on the friendly relationship which existed between the grocers and travelers. The desire to beat each other seemed confined entirely to the sports division. Upon J. A. McKerehar fell the greater portion of the burden of the response. The wholesale trade was well represented, A. McDonald, as dean of the business in Winnipeg, giving the younger generation some exceedingly good advice. He had been in the city for 38 years, and while there had been a great many changes since then, the opportunities for the man ready and able to grasp them had increased in proportion. To-day they were ten to one to what he had found them. Push and perseverance would develop them. It was an excellent idea for the different branches of the trade to get together, and the idea might be still further expanded among the different branches. In a reminiscent mood he told of some of his early experiences, pointing his remarks with some telling statistics. R. R. Scott paid a tribute to the character of the wholesale men of Winnipeg, their integrity and fairness and the high standing of the retailers as a whole. H. Emery went briefly into the rise and growth of the wholesale fruit business of the west. In

1908 the prairie provinces had purchased 600 carloads of oranges, and this year would take about one-third more. Of bananas they had taken 129 cars and of other fruits in proportion. Modern shipping facilities were such that the products of South African, Australian, or South American farms were placed on the Winnipeg markets in excellent condition, and this had been the growth of but recent years. The banquet broke up with many expressions of good fellowship and mutual esteem engendered by contact in business and sport.

CALGARY.

March 16.—Business in grocery lines is quite good, and all are looking forward to the approaching spring.

The Provincial Government of Alberta was dissolved last Saturday, and the date for the new elections has been set for March 22nd. Many of our good business men are strong politicians, and there is with all more or less suppressed excitement until the result is finally proclaimed.

Settlers from the east and south are already arriving, and indications are that 1909 will see Alberta's population largely increased. The cities will, as usual, attract many of the newcomers, all of which should benefit the tradesmen. Calgary's city council at Monday's meeting passed estimates for \$234,459.50. There are several items not included in this amount, one of which is the completion of the street railway line, and altogether it is estimated that the city council will spend, roughly, about \$1,700,000 on public works this year. This amount distributed will certainly benefit the retail merchants, and with trade at present good there is every reason to look forward with confidence to the future.

VANCOUVER.

March 16.—J. J. Ferguson, B.S.A., assistant manager of the Swift Company, Chicago, was in the city this week, on his way to Winnipeg, after having inspected the branches of the company on the Coast north of the Mexican border. Mr. Ferguson, by the way, is a graduate of the Ontario Agricultural College, of Guelph, and is now confidential man for the big meat packing firm. He will not visit Edmonton on this trip but will come back there, and in the summer will make an extended report on the possibilities of that district. With the packing plant of the Swift Company at Edmonton in operation, the question, Mr. Ferguson says, is whether there will be enough cattle in that neighborhood to supply the plant, which will

take 1,000 head of beeves alone per day. When asked, if the Swifts were laying lines to make war in the territory of P. Burns & Company, the firm which long has practically had a monopoly of the meat business in the West, and which still has control in the interior and western Alberta cities, he stated that plans were not that way at present. While that may be, P. Burns & Company are making every effort to be ready if an attempt is made, and it seems that it will keep competitors busy to oust them from the premier place. In Edmonton, they have bought out the large retail establishments of the Williamsons, and rumors are that they are negotiating for the abattoirs, farms and other interests of the same people. The price paid was \$22,000. Other companies which have fairly large interests in Western Alberta are the Hull Co., Gairner Co., Vogel Meat Co., Swift Co., and Gallagher. In British Columbia, Blake Wilson, P. Burns & Company's best manager, has moved to the coast. This strengthening of position would indicate that something is in the wind.

The Maundrell Meat Market is a new butcher shop in Revelstoke in the interests of the Swift Company, the stock being supplied from Edmonton.

Jack Richards, who has been with the Cariboo Trading Company at 150-Mile House, has joined W. B. Bailey & Co., of Ashcroft.

G. S. McKenzie has withdrawn from McKenzie & Martin, of Vernon, having sold his interest in that business, and has joined his brother, A. P. McKenzie, in the produce and commission business.

Mr. Laidlaw, who has charge of the grocery department of the Fink Mercantile Company, of Cranbrook, B.C., comes in for a good word from the Cranbrook Herald of last week. He says: "The grocery window of the Fink Mercantile Company is a dream. Mr. Laidlaw is an artist in window dressing, and each time he changes the contents of the window it is to try and surpass the decoration previous. It is wonderful where he gets his new ideas from, but get them he does, and he certainly puts up some of the most handsome window displays in the West."

An indication of the growth of the nursery business in British Columbia may be seen in the fact that the Fraser Valley Nurseries, which was established near this city a year ago has paid a dividend, besides carrying a substantial sum forward to the reserve fund. F. J. Hart, one of the directors of the company, stated to the Grocer that last year 200,000 trees were grown on the property, and this year the spring deliveries alone will amount to over \$100,000. One order was received this week of 12,000 apple trees from one man. Because of the expansion, a large tract, probably 100 or 200 acres, will have to be secured. The directors of the concern are J. J. Jones, F. J. Hart, C. F. Spratt, L. C. Hill, G. E. Clayton, C. R. Gordon, P. W. Cranshaw.

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Notes From the Maritime Provinces and Quebec

Nova Scotia Gets Ontario Poultry — Pamphlet on the Fisheries Attracts Government Attention — Pork Products Higher—Montreal Grocers May be Prohibited From Selling Milk.

MONTREAL.

March 16.—The milk question seems to be a live issue again, and there is another rumor, that milk will be prohibited from sale in grocery stores. This, however, does not worry the grocers much, as they say there is very little profit in it, and it is kept practically as an accommodation for customers. There is a very general expression of opinion that it is more trouble than it is worth. The whole milk business has suffered during the year.

D. F. Carter, with Thos. Lipton, has returned to the city, from a trip to the Eastern Townships, and Quebec city.

John Robertson & Son, St. Catherine St., are showing a fine window display, of Jell-o this week.

Fraser, Viger are continuing their Orange Drive. They met with such success last year, that many others have this year instituted similar sales. In discussing the matter with Mr. Davidson, the manager, he stated that the success of such a sale depended largely on the time it was started. It would be quite easy to commence too early, owing to the desire to be first in the field. Such a course invariably was a mistake, as the oranges were not ripe and instead of creating a desire for more, it would do precisely the reverse.

The Thomson liner "Fremona" will be the first boat to take a cargo from the ruined city of Messina. A cable has been received at the local agency of the company recently, which states that the "Fremona" leaves Palermo with a part cargo, and arrives at Messina on March 27. There, she will load green fruit, and after touching at Catania and Sorrento, will proceed to Montreal. She will arrive shortly after the opening of navigation, and will be one of the first if not the first to arrive in the season of 1909. W. A. Coates, of the Thomson Line, who was recently in New York, heard there that the Messina fruit merchants were commencing to do further business in an attempt to build up the trade again.

E. W. Gillett Company, Limited, are running a demonstration in the window of R & M. Kerr, St. Catherine Street, hardware merchants. A chef is there, making biscuits and other things, with the aid of Magic Baking Powder. Lake of the Woods flour is being used, and Regal gas ranges are supplying the heat, so it is somewhat of a three-barreled demonstration. Mr. Murray, the Gillett representative in Montreal, is on hand to help things along.

Brouillet & Guay, corner of Berthelet and University Streets, have discovered a neat way of displaying their oranges. The window is filled with a series of willow baskets, which are always well stocked with the different varieties of the fruit. While this may not appear extraordinary to those who have not seen it, the customer inside the store is impressed especially with this neat

row of clean willow baskets, full of fine fruit, and it is certainly attractive. It is a case where simplicity and neatness tells.

Among the buyers in Montreal during the week were: J. R. McLaurin, Vankleek Hill, Ont.; S. Holdengraber, Bathurst, N.B.; L. Massicotte, Batiscan, Que.; A. Meloche, St. Genevieve, Que.; G. Daoust, Ste. Anne de Bellevue, Que.; T. Huet, St. Julie de Vercheres, Que.; N. Monchamp, St. Philippe, Que.; C. J. Gervais, St. Constant, Que.; F. Lamarche, St. Henrie de Mascouche, Que.; E. Lahaie, St. Eustache, Que.; G. Parent, Pointe Claire, Que.; J. N. Ledoux, Marieville, Que.; H. Tourangeau, Varennes, Que.; F. Gravel, St. Rose, Que.

ST. JOHN.

March 16.—There was no change in the price of staples last week. Eggs are cheaper in the produce market and dealers say there is every prospect of still lower prices. The butter market is considerably off, the quotations being lower than for some years at this season. According to reports from outside there is an over-supply of butter and considerable cold storage stock from last fall is offering. Potatoes are lower, being quoted at \$1 to \$1.25 a barrel.

In provisions pork and pork products are higher on a firm market. Veal is coming in quite freely and is selling at 10c to 20c a pound. Turkeys are offered at 30c a pound and chickens and fowl are quoted at \$1.25 to \$1.75 a pair.

Frozen stock predominates in the fish market this week. Rough weather in the bay has handicapped many of the fishermen and few boats ventured out. Many of the lobster traps have been inaccessible for weeks and the only crustaceans available at present are small-sized, selling at 15c each.

Business on the whole had a better tone last week. The country roads are now fairly good and the farmers are arriving in the city in large numbers.

An agitation was started recently about the weight of bread with the result that the bills and by-laws committee of the common council will prepare a bill to make the standard weight of a loaf of baker's bread, two pounds and will also probably fix the weight of "fancy" bread at a pound and a half or one pound ten ounces. A suggestion that may also be considered is that the weight of every loaf shall be plainly marked and a penalty provided for false markings. The question was brought up by the discovery that loaves which were supposed to weigh two pounds would only tip the scales at a little over one and a half pounds, while fancy loaves were found to weigh from a pound to a pound and a half.

Some time ago it was stated in these

columns that the creameries in this province were not putting full weight in their so-called two-pound prints of butter. In weighing a number of these prints a few days ago, by various dealers, all were found to be of full weight. It would appear that the protest raised has had the desired result.

The grocery store of W. D. Baskin, on the west side, was broken into last week but the alleged culprits were landed by the police and will be tried under the "Speedy Trials Act" by Judge Forbes this week.

Surrey M. Holder, who has been employed with W. F. Hatheway Co. as cashier and city traveler for the past eight or ten years, has made a new departure. He started out on the road this week and will cover the territory in Nova Scotia. Mr. Holder has shown himself very efficient in his work here and should make a success of his new work.

The Provincial Dairy School at Sussex opened on Wednesday of last week with a class of five pupils. The butter course is now being carried on and this will be followed by the cheese course. Dairy Superintendents McDougal and Daigle are in charge.

Chipman Trites, of Moncton, for many years in business as a meat dealer, died on Thursday last at the age of 67 years.

HALIFAX.

March 16.—The indications are that some of those who have been holding butter back will be hard hit this season. In some cases butter can be purchased at retail at lower prices than the wholesalers are asking. This week dealers on Argyle Street were selling choice blocks for 26c a pound, and another dealer in the same block was offering small tubs of fresh dairy butter at 26c. Butter seems to be in good supply, and there will not be any record prices paid this season. Near the close of last year it was predicted that butter would soar when the spring arrived, but the opposite conditions now prevail.

There has also been a drop in the price of eggs. This is mainly due to the more regular steamship service between Prince Edward Island and the mainland. When the steamers are running, the produce is shipped from the island to the mainland, and as a result prices usually drop. Some conditions in the local market are rather puzzling. Butter can be bought cheaper from retailers than from some wholesalers, and the same thing applies to eggs. This week some retailers were selling eggs at 25c per dozen, while the wholesalers are asking 27c by the case.

Apples of a better quality can be bought now than at any time for several months. Some very choice Northern Spys of fine flavor and highly colored have been marketed recently, and they

THE GROCER A NECESSITY.

C. A. Phair, General Merchant, Lillooet, B.C., writes:—"Enclose \$1.00 in full to February 23rd next year. Your publication is certainly improving and I do not know what I would do without it. Wishing you success."



Aylmer 1-2 Pints Tomato Catsup

YOUR WHOLESALER is in a position to make you a special offer on Tomato Catsup. See him before placing your order.

Our Aylmer Catsup is positively the best value on the market

YOUR WHOLESALER is in a position to make you a special offer on Tomato Catsup. See him before placing your order.

Our Aylmer Catsup is positively the best value on the market

Aylmer Catsup has been for years, and still is, the Standard for all Catsups.

“Just as good” is *not* as good.

Buy Aylmer Only.

Place Your Order At Once.

Canadian Cannery, Limited.

sold for five dollars per barrel. The local dealers were glad to get them at any price, as there was only the poorest kind of apples to be had in the city.

Poultry is very scarce and the only stock now offering is from Ontario. The turkeys are of an inferior quality, but the fowl and chickens are first-class stock. The turkeys retail from 20c to 21c, and the chickens are selling at 22c. At these prices the demand is not very heavy.

The pamphlet recently issued by the fisheries committee of the Board of Trade and the work in connection therewith appears to be bearing good fruit, as it has awakened an interest in the fisheries all over the province. Early this month a communication was received from a member of the Prince Edward Island Legislature asking that sufficient copies of the pamphlet be sent to allow of one being placed in the hands of each member, and stating that he

wished to assist in the matter by having the Island Government make representations to the officials at Ottawa. A fish merchant of Digby has written for a package of the pamphlets to distribute among the fishermen there. Letters from St. John and other parts of New Brunswick show considerable interest is being taken in the matter in the fishing districts of that province. It is possible that a conference on the fisheries will be arranged with the Nova Scotia Government.

The commercial committee of the City Council, and a special committee of the Board of Trade met this week to consider cold storage matters. Two propositions were considered, but nothing definite was arrived at. The two companies are the Arcade Cold Storage Co. and the Nova Scotia Cold Storage Co. The city's representatives are opposed to the granting of any of the concessions asked for by the companies.

perintendent, Mr. Graham, has been re-engaged.

The Dominion Meat Market, Wallaceburg, owned by Harvey Duchene, was visited by a small blaze last week, the damage being about \$75, fully covered by insurance.

Del Davis, who recently purchased the stock of Hargrove Bros., grocery and general store at Sombrá, took possession last week.

F. R. Gregory of Leamington, representing the Imperial Tobacco Company of Canada, has been arranging for the erection of a 40x60 warehouse at Blenheim this spring.

There was a general upward trend in meat prices last Saturday, possibly due to bad roads. Live hogs brought from \$6.90 to \$7 per cwt., and dressed hogs from \$8.50 to \$8.75. Potatoes brought 85c a bag—a slight increase. Eggs are plentiful, and the price went down to 23c though butter remained steady at 25c. Grocers, however, are able to sell at 23c.

TORONTO.

March 17.—That the Toronto Retail Grocers' Association is steadily growing was evidenced at their regular monthly meeting on Monday night, March 15th, when some half-dozen new members were added to their list. The officers of this year have begun a membership campaign and their brethren in the trade are joining them rapidly. President T. Clark occupied the chair. One of the principal things considered was the annual excursion which always proves such a splendid success. David Bell reported what the committee had done so far and the matter was left with the executive committee to make final arrangements. A communication was received from W. B. Clemen conveying his thanks to the Retail Grocers' Association for the wreath of flowers they sent at the time of his brother's death. The Co-operative Association was referred to and the question was asked what should be done to see that it was not re-organized. The majority of the members, however, considered it best to allow it to die a natural death. No action was taken regarding the formation of an Ontario Retail Grocers' Association as the members thought it advisable to wait until they hear from London and Hamilton as to plans made by one of the Association there. They expressed their desire to aid in the project as soon as their assistance was requested. Some of the grocers are becoming experts on the bowling alley and all are very enthusiastic over the game. They have arranged a tournament—for association members only—to take place on the first Monday in April. Any grocer who is a member of the Association may compete, the admission fee to be one dollar and prizes will be given to the winners. The tournament will be a handicap one and a committee consisting of Fred Thorne (captain), Thos. Clarke and J. C. Beaumont was named to make all arrangements including the handicapping of the bowlers.

C. Moore, 80 Gladstone Ave., has bought Maloney's business. He came from Kingston and took possession on March 3rd.

"No, I do not want the Grocer," remarked one member of the trade recently, "I have learned all I want to

Some Interesting Ontario Grocery Correspondence

- Guelph Grocer to Explain Collection System in Brantford—
- Oil Hold-up Case in Brantford Dismissed—Merchants in
- Peterboro Interested in Delivery System at St. Mary's—
- Hamilton Grocers Want to See Change in Pharmacy Act—
- Plan for collecting Debts Under Discussion in Chatham.

CHATHAM.

March 17.—The devising of a feasible scheme for dealing with bad debts was the chief subject of discussion at the meeting of the Retail Merchants last Tuesday evening. The subject was brought up as a result of an article in the Canadian Grocer some time ago with reference to the system in vogue in Guelph. W. M. Murdock, a former grocer, made a proposition to do all the collecting required for members of the association, charging therefor at a rate of 50c or 75c per member per month. He asked that the system be tried for a couple of months as an experiment, on lines somewhat similar to those at Guelph; adding that he would not only look after the dead beats, but also present accounts to other customers who were good but slow pay, thus saving the expense and time involved in sending out clerks with collections. The proposition came in for considerable discussion, one member urging that instead of leaving the collections entirely in the hands of the collector, his first move would be to induce debtors to call on the merchant and make arrangements directly with him. If this failed, then more decisive measures could be employed. Harry Andrew declared that the only accounts he would feel like placing in the hands of the collector would be those against people whom he didn't want to come back. He was strongly opposed to utilizing the collector in dealing with customers other than proven dead beats, as he felt that by handing over accounts to the official collector, good customers might be driven away. After a considerable discussion the matter was referred to a committee comprising P. Cunningham, T. W. Poile and H. G. Hodges, to look into and report at the next meeting. An interesting address

was given by Barrister J. G. Kerr on the law of bargain and sale. The meeting was probably the best attended in the organization's history, and more than usual interest was shown.

N. H. Stevens, president of the Canada Flour Mills Co. and a large bean dealer in this section, was recently elected honorary president of the West Kent Liberal Association. D. J. O'Keeffe, of the Triangle Grocery, Thames St. and Grand Ave., was elected a vice president.

J. F. Cairns, an old Chatham boy, now located in Saskatoon, Sask., visited here last week. Mr. Cairns a few years ago started a small grocery and bakery in Saskatoon. He is now owner of the largest departmental store in the west, outside of Winnipeg.

Mitton & Cameron are opening a grocery in Ridgetown in the premises lately occupied by the Northway Company.

Allison Allen, proprietor of the Comber Creamery, has taken up his residence in that town. The creamery is now being erected, and will likely start operations by May 1.

D. H. Newcomb of Alvinston has erected a new block which he has just opened up as a general store.

Ed. Mayhew, who for several years has carried on business in Thamesville, has purchased the general stock of S. J. McCreery & Co. of Glencoe.

Jack Edgecombe, for the past two years in charge of Tilbury and Belle River canning factories, has been appointed manager of the Dresden factory for the Canadian Cannery.

Changes are reported in the Essex canning factory. Mr. Ball has disposed of most of his stock to M. J. O'Brien, the millionaire contractor. Coincident with the removal of the head offices to Essex, Mr. Gray of Belleville has been engaged as manager. The present su-

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know." The appearance of his store tells the remainder of the story.

J. Trotter, 127 Northcote St., has purchased the business of Spence and took possession recently.

W. H. Woods, 182 Dundas St., has bought out Baker.

Some grocers are complaining that bakers sell bread to private customers at the same price as to merchants.

George H. Helson, grocer, died on Saturday at his residence, 1094 Bloor street west, at the age of 54 years. He had been in business in Toronto for the past twelve years, but had been confined to his bed for the past two years. The remains were buried at Brantford on Tuesday.

James Jarvis, who came from Teeswater, and who bought out W. Brack, 218 Annette St., West Toronto, last December is building up a good business, and is well pleased with his trade.

A. Dyce is the happy owner of a fine new store on Roncesvalles Ave., where scores of new houses are expected to go up this summer. He struck it right.

E. S. Bullock moved into his new store at the corner of Roncesvalles and Garden Sts., which is fitted up with up-to-date new fixtures. He feels as happy as a bird in a new cage.

A. W. Johnson, 195 Parkdale Ave., is doing a good business and wears his usual smile.

W. J. Brown, 161 Parkdale Ave., is pleased with the "Canadian Grocer," and also with his business. One helps the other, he says.

BARRIE.

March 17.—Barrie's first annual seed show was held last Saturday and attracted quite a large crowd of people, principally farmers, which, by the way, made quite as additional amount of business in the town. The show in itself was fair and the directors will have quite a few new pointers to improve it for the next year. One of their weak points was in advertising. Had the show been advertised extensively the exhibits would have been more numerous.

Business in general in town has improved in the last week or two with very rapid strides and no one would now think that there had been any stringency in the past. Green stuff is beginning to move, such as celery, green onions, radishes, etc., and the amount of this that is being offered reminds one of summer. Oranges, pineapples, bananas, etc., are also being readily sold and with the good sales of general groceries and fish the merchants are now wearing that sunny smile.

Stan. Hinds, of Hinds Bros., is in Gow Ganda for a few days. We would not be surprised to see a branch established there if Stanley finds that country tempting.

As has been long looked for, the prices of butter and eggs tumbled on Saturday and were sold as low as twenty cents all round, eggs selling in some cases at 21c. Poultry remains very high fowl selling at 12c to 13c, while chickens sold at 14c to 16c and turkeys, 16c to 17c.

Maple syrup has been offered this

week is very small quantities. The price being asked for by the farmer is \$1.25 a gallon. But with the splendid maple syrup weather that we are now having there should be a bumper crop and prices much lower.

BRANTFORD.

March 17.—The oil case was dismissed on Monday. Mr. Powers who represents the Liberty Drug, Oil and Chemical Company, of New York, was in the Division Court suing Wm. Tipper & Son, to collect an account for oil ordered from the above company, last October. Brewster, Muirhead and Heyd appeared for Mr. Tipper, while Mr. Powers pleaded his own case. Last October Mr. Powers visited Brantford and representing the above company, secured about one hundred orders for oil of different kinds from the merchants here. At that time Mr. Powers stated that if the oil was not satisfactory after being tested, it could be returned to him at Hamilton and would cost them nothing. In January invoices were received from the company for large quantities of oil delivered in Brantford and the price was in nearly every case \$3.00 per gallon. The merchants considered this too much, as oil that would answer the same purpose could be purchased here for about 60c per gallon, and besides, the orders were to be only trial ones, and if the goods were not satisfactory they could be returned without any expense on the part of the merchants. The merchants all joined together and decided to fight the case. Mr. Tipper stated that the oil was sold to him for a trial and the price quoted was \$5.00 for three gallons. He said the oil was about the same as he usually used which cost him about 60c per gallon. Mr. Brewster asked Mr. Powers what he paid for the oil and where he secured it. Mr. Powers refused to answer, but after considerable argument on the matter, the judge said it was necessary that Mr. Brewster's questions be answered. Mr. Powers said that he did not know just exactly what was paid for it, but not more than 50c. per gallon and that he purchased it from the Crown Oil Co. of Hamilton. Judge Hardy therefore dismissed the case.

That Brantford grocers are in earnest to do away with the bad debts, is evident. The local papers contain notices to the effect that on and after the 5th of April all delinquents will be listed. They also expect to have with them for the next regular meeting Mr. Occomore, the secretary of the Guelph association and perhaps one or two others to discuss the methods in vogue in that city.

A. L. Vanstone left last Thursday to spend a week or more in New York City.

Fred Corey, who on the first of February, changed his business from a credit to cash basis states that he is highly pleased and would not under any condition go back to the old system. His former customers have been very loyal, and collections on the old accounts were exceptionally good.

Local bakers with one or two exceptions have recently decided on a reduction in the weight of the bread loaf. The loaf in future will weigh 1½ lbs. instead of 1¼ lbs. as formerly. The

high price of wheat and the consequent advance in the price of flour have accounted for the reduction in the loaf.

Most merchants report that last Saturday's business was the best this year there was a large market and considerable difference in the prices which prevailed. Eggs sold from 23c to 30c per dozen; butter 26c to 28c; potatoes 65c bag, and chickens, 90c to \$1.25 per pair. Apples are becoming scarce at 40c to 50c basket.

GUELPH.

March 17.—Secretary Occomore, of the Retail Merchants' Association, has been invited by the association at Brantford to attend their annual banquet and explain to them the "Collection Scheme" in Guelph, as referred to before in this paper. Collector Scroggie reports that collections have been very good for the last month, thus giving practical evidence that the scheme is making good.

Gillan & Hadden and C. T. Hicks are displaying Jell-O in their windows this week.

A new business man takes a place among the retail merchants of the city in the person of R. Webber, of Berlin. He has purchased the business of J. G. Chittick and is now in charge. Mr. Chittick has been doing a big business at this stand ever since selling out the flour and feed business to Wm. Stewart. Mr. Webber intends closing his store at Berlin.

Favored with fair roads a large number of farmers attended the market last Saturday. The supply and demand were both good and a lively market was the result. Butter and eggs remained about the same price as the week before, butter at from 23c to 26c and eggs at from 24c to 26c. Apples were plentiful and ranged in price from 75c to \$2 per bag. Potatoes ranged from 50c and 60c a bag. Chickens were running at 15c to 16c per lb. for young, while 12½ was paid for old stock.

H. Walker & Son are showing some very large California celery, which is in great demand on this market.

Although the complaint has come from different parts of the country of a falling off in the number of exhibits at the various spring seed fairs, the fair in Guelph this week showed no indication of the general decline. In fact, it is one of the best that has ever been held both in regard to the number of exhibits and size. The fair is conducted under the auspices of the Puslinch Farmers' Club, and the South Wellington Farmers' Institute. The object of the fair is not so much for prize purposes, but for the sale of seed and to thus distribute through the district the very finest grain. Prizes are, however, also offered for the best class of wheat, barley, oats and peas, as well as potatoes.

HAMILTON.

March 17.—Trade here is not quite as good as the grocers expected for March, and a large number of shops and foundries must be either working short time or doing very little. The molders are out—not on strike, they say—but just

won't work at the wages offered. As the international union will not pay them strike wages nor allow them to go to work, the situation seems bad and nobody realizes this as much as the grocers, who have been feeding them and their families in the expectation of getting paid a fairly decent sum on their accounts in March. It is freely predicted that the wholesalers will either have to extend the credit of some grocers or else close them up. The credit business certainly does not pay when times are not of the best.

This March weather has been grand for maple syrup making with the cold nights and warm days. The sap runs freely and the syrup is being marketed in fairly good quantities. The quality is choice.

The grocers here are strongly in favor of P. H. Bowyer's amendment to the Pharmacy Act. The question was recently discussed at the meeting of the association and it was thought the present act was very unfair, especially as it affected the country merchant and the farmer. The grocers also expressed their desire that in the law reform measure now coming up the amendment to the Division Court Act relative to the collection of small debts should become a part of the measure, and that it might go into effect at an early date.

KINGSTON.

March 17.--Frank Gleeson has finished a successful campaign in the interests of the Grocer. His genial ways and pleasing manners have left a deep impression here on those with whom he came in contact. I forgot to ask him if he drove single or double, so I won't say any more for fear it might bring trouble. Frank was well pleased with his stay at the Randolph Hotel. John Randolph and his good wife know how to make a patron feel at home.

Dan Couper, grocer and chief magistrate of our city, who so strongly opposed compulsory vaccination was threatened with arrest by the Board of Health. The council was so incensed at the insult that by a unanimous vote they voted down the clause making it compulsory for people to be vaccinated or go to gaol. The Board of Health resigned and very few seem to regret it.

This is a great season for ice all the ice houses being full with the clear crystal that does in summer what the black diamond does in winter—keeps the temperature level. The ice men are now engaged filling boats. Ice cutting gives work to many of the unemployed.

Early closing of stores is being talked of here. Many groceries now close every night at 6 excepting on Saturday while others keep open and burn gas and wear out their brains and bodies. Grocers should close at 9 p.m. on Saturdays. There is no reason why clerks and drivers should be kept up all night to serve people who have no regard for any one but themselves. No man who starts in closing early will regret it, and he will find his sales just as large at the end of the week.

Prospects for work this coming season are bright. This is encouraging and it is wonderful how a business man's feelings are affected by thoughts of future prospects, just like a thermometer when the mercury rises. Drafts are bad things to meet—check 'em, check 'em.

BRACEBRIDGE.

March 17—Geo. Fenn, bookkeeper for the Skeleton Lake Lumber Co., has purchased the fruit and confectionery stock of Joe Isidean.

Allie Loughery left for Chatham two weeks ago to take a good position. Allie who was employed with Joe G. Myers here, has a host of friends. Joe Bontain will take Allie's vacated position.

Hutchison Bros. have a soap display in their large window. In the centre of the window stands a jar full of beans and above it hangs a handsome cuckoo clock, each purchaser of twenty-five cents worth of Comfort soap takes a guess at the number of beans in the jar. The contest is becoming very keen, and is a great drawing card. Their other window contains a beautiful fruit display.

A window worthy of special notice is one at Kirk Bros. Surrounded by Royal Oak flour stands an old Dutch wind mill. The wheel is driven by electricity although it apparently turns with the breeze. The window reflects great credit on E. J. Kirk as it is one of his creations. In their other window is noticed a large display of confectionery.

All along the street is observed up-to-date window dressing, mostly in fruits, and it is astonishing the quantity of oranges consumed in this busy town. We still have splendid sleighing and as a consequence large quantities of seed grain are on the move, in speaking to a number of the merchants who handle seeds they all say that the outlook for a heavy season in this line is better than ever. "More oats, wheat, and barley and buckwheat will be sold this year than ever before," exclaimed one merchant, "the sample is better and the farmers have the money to buy."

One thing this town is sadly in need of is an up-to-date green house. There is a splendid chance for someone to start at present. Home produced lettuce, onions, celery, radishes, etc., would certainly be a luxury.

Axler Bros., who were one of the unfortunate firms who lost heavily in the recent fire have left town for Gow Ganda. They are good business men and should do well in the North country.

Your correspondent intends interviewing the merchants in Huntsville and Gravenhurst shortly on trade conditions.

The busy housewife is at her annual making of marmalade. The Seville oranges are coming more into favor each year and with the price at 25c per doz., and a good sample, they go out with almost every order.

PETERBORO.

March 17.—The representatives of the local wholesale houses report that the past week has been very quiet in the grocery business. The retailers, it is said, are not purchasing heavily at present.

White & Gillespie state that they have experienced an exceptional business in flour this winter in spite of the tendency to high prices. Apparently there have been more households baking their own bread than in the past.

In regard to the selling of some lines of patent medicines by the small cor-

ner grocers, a question that is being talked of at present, there are many of the smaller stores in this city that carry a small stock of the ordinary "patents." It is mainly for the convenience of customers and at the same time the profit is said to be worth while handling these goods.

Eggs are now very plentiful on the local market, but the consumption seems to be equal to the supply. The grocers are also well supplied, the Lenten season being partially responsible. The price was down to 24c last Saturday and eggs were easily the most plentiful of any of the usual lines.

Butter is still rather scarce and it is stated that not a few of the merchants are going out of town for their supplies of dairy butter as the district around the city does not seem able to meet the demand of the city.

Apples are the diamonds in the grocers' lists these days, because of their scarcity. Now and then a few barrels of fairly good apples are obtained by different grocers in the up-town district, but it is not long before they are all bought up. The supply of potatoes it is generally stated will be more than sufficient to meet all demands until the new ones are received in the early summer.

The grocers handling seeds have placed their orders for the spring trade which will not now be long in opening up.

A recent article in The Grocer on the general delivery system existing in St. Mary's was read with interest by local merchants. The grocers here like the saving that their fellow businessmen in St. Mary's are realizing, but it is not felt that the system will ever be brought into force here where all the merchants have their own delivery wagons, and where the ground to cover is so large.

The wiser merchants are preparing for the spring cleaning household crusades and are laying in a large stock of all the necessaries which experience has taught will soon be in great demand.

ST. THOMAS.

March 17.—Saturday's markets were largely patronized, and the supplies offered found ready sale. Maple syrup and sugar were in keen demand, the former selling at \$1.50 per gallon, which is rather a higher price than heretofore obtained, owing possibly to the light run of sap so far. Eggs were quickly purchased and ranged in price from 22c to 25c per dozen. Butter was easily disposed of at from 25c to 28c per pound. Apples sold at from 30c to 40c per peck. The millers paid \$1.05 per bushel for wheat, but no advance in the price of flour has yet taken place, the dealers retailing at \$3 per 100 pounds.

The city grocers generally report a large increase in business last week, possibly owing to the convention of the Ontario Grand Lodge of Orangemen held here. The hotel accommodation was taxed to the limit, and some inconvenience was experienced by the travelers. The grocers hope for more such gatherings, and St. Thomas will give them hearty welcomes.

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Canadian General Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Beans—Advanced 10 to 15 cents.
Peas—Advanced 5 to 10 cents.
Sugar—Advanced 10 cents.
Dried Fruits—Good demand.

Montreal, March 18, 1909.

Trade has been only fairly good during the week and it is generally expressed that business will not become brisk again until the opening of navigation. On every hand there is evidence that people are going slowly. They are ordering only for immediate requirements. While the volume of business is fairly satisfactory it is coming on the principle of "small and often." There have been a few changes during the week. Beans and peas have both advanced owing to higher prices being asked by holders in the country. The demand for beans especially has been remarkably good during the year which is generally the case when poor people feel the pinch of hard times. The fact that beans are a remarkably nourishing food is also becoming better known and their use is spreading generally.

Another advance in the price of sugar took place on Wednesday, the advance amounting to 10 cents per cwt. and due to the strong situation in the raw market in the United States.

There has been a reduction announced in French mushrooms. They are now selling at \$3 a case. Filberts are easier owing to heavy stocks. Glucose is stronger. Other lines are unchanged.

SUGAR—Sugar advanced 10 cents per cwt. on Wednesday bringing the quotations up to the following figures:—

Granulated, bbls	44 60
1-bbls	4 75
" bags	4 55
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 75
Red Seal	5 45
Crystal diamonds, bbls	5 75
100 lb. boxes	5 85
50 lb.	5 95
25 lb.	6 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 40
No. 1 " bbls	4 30
No. 1 " bags	4 20
No. 1 " "	4 15

SYRUPS AND MOLASSES—The Barbadoes market is each week getting into smaller compass. It is expected that the situation will soon be relieved by the arrival of shipments of new stock. Syrups are featureless.

Barbadoes, in puncheons	0 44	0 45
" in barrels	0 46	0 48
" in half-barrels	0 47	0 49
" fancy	0 48	0 49
New Orleans	0 32	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 08	0 08
1-bbls	0 08	0 08
2-bbls	0 08	0 08
3-lb. pails	1 75	1 75
25 lb. pails	1 25	1 25
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 85	2 85

MAPLE PRODUCTS—Trade is slow and the market is unchanged. Old

sugar makers predict a good season. Tapping has commenced in some parts of the Townships.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 06	0 07
Pure syrup, 8 1/2 lb. tin	0 60	0 6 1/2

TEA—The Japan market is brisk. Some of the cheaper grades of blacks are selling very well. Other lines are as last reported.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 30
Medium	0 22	0 23
Good common	0 21	0 22
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 20	0 23
Pekoes	0 19	0 20
Pekoe Souchongs	0 19	0 20
India—Pekoe Souchongs	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
Hysons	0 18	0 20
Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " pea leaf	0 19	0 27
" " pinhead	0 30	0 45

COFFEE—Some time ago it was stated that there was a possibility of coffee being stored in Montreal, to be sent at short notice into the United States in case proposed legislation there went through. One dealer here admits that he is doing this, as he expects a duty will soon be put on coffee going into the United States. Locally the coffee trade is steady and unchanged.

Woods	0 13	0 25
Bo. No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—There is a remarkably good business passing in practically all lines of dried fruits. One jobber stated that people in general had not yet felt the increasing prosperity or at least it was not reflected in the character of their buying. He said "When lines are good people buy more canned goods but in hard times they buy more largely of dried fruits as they regard them as more economical. Despite good demand the undertone of the market continues easy. Quotations have not altered during the week.

Figs—		
Big figs	0 03	0 05
Tapeta	0 03	0 05
E.emes	0 08	0 14

Dates—		
Hallowes, per lb	0 05	0 06
Sais, per lb.		0 05

Malaga Raisins—		
London layers	2 25	
" " " "	2 50	
" " " " "	0 75	
" " " " "	1 30	
" " " " "	4 75	
" " " " "	5 75	
" " " " "	1 67	
Australian raisins	0 07	0 08

California Raisins—		
Fancy seeded, 1-lb. pkgs	0 19	0 10
Choice seeded, 1-lb. pkgs	0 24	0 12
Loose muscatels 3 crown	0 08	0 09
" " " 4 crown	0 09	0 10

California Evaporated Fruits—		
Apricots, per lb	0 12	0 14
Peaches, "	0 11	0 14
Pears, "	0 08	0 13

Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08	0 10
" " " 60-70s	0 05	0 08
" " " 80-100s	0 07	0 07
Currents, fine filistras	0 06	0 07
" " " " " " "	0 08	0 08
" " " " " " "	0 08	0 09

SPICES—Cinnamons and gingers have been selling well during the week. Other lines are quiet. There have been

no changes in quotations during the week.

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 30
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 TOPIOCA—Stocks of rice are very low and demand has been more active. One dealer stated that they would be short if this revival of interest continued long. Tapioca is in better demand also, this week. Prices are unchanged.

Rice, grade B, bags 250 pounds	3 15
" " " 100 "	3 15
" " " 50 "	3 25
" " " pockets 25 pounds	3 30
" " " " " 12 1/2 pounds	3 40
" grade c.c., 250 pounds	3 05
" " " 100 "	3 5
" " " 50 "	3 15
" " " pockets 25 pounds	3 15
" " " " " 12 1/2 pounds	3 25
Tapioca, medium pearl	0 05

BEANS AND PEAS—Owing to advances in country both beans and peas have gone forward from 10 to 15 cents. Locally trade is fairly good in both lines.

Ontario, pickers	2 10	2 15
Peas, boiling	1 4	1 50

EVAPORATED APPLES—This product continues scarce and prices are firm.

Evaporated apples, new	0 08	0 08 1/2
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FURS—Fox continues scarce and prices are firm. Other lines are in a normal condition.

Mink	5 00	6 50
Marten, pale	4 30	6 00
" dark	8 00	20 00
Fox, red	4 00	6 00
Lynx	9 00	15 00
Oter	15 00	25 00
Fisher	7 00	12 00
W.asel	0 25	0 35
Muskrat	0 15	0 25
Canada m. coon	0 75	1 25
Skunk	0 43	1 25
Badger, large	8 00	10 00
" small	3 00	5 00

CANNED GOODS

MONTREAL—Demand for canned vegetables is good. Fruits are slow. There is a first class call for canned fish owing to the season. Canned pork and beans are selling well.

TORONTO—The feature of the canned goods market is still the scarcity of peas. A shortage in corn is also expected but there may be a few tomatoes carried over. The demand for them just now is good. A wholesaler reports the stock of good red salmon getting low. The summer season is the time of year when the demand is best and last year's goods will be chiefly sold this year. The new goods will not be ready until about October.

New peas will be ready in September and corn and tomatoes in November.

There is reported an active demand in canned fruits and this is expected to continue fair all summer. Fruits are canned in the autumn principally.

ONTARIO MARKETS.

POINTERS—

Sugar—Advanced 10 cents.
Prunes—Prices are easier.
Apricots and Peaches—Splendid demand.
Evaporated Apples—Demand is good.
Currants—Selling well.

Toronto, March 18, 1907

As intimated in last week's issue, sugar has taken another advance, the amount being 10 cents per cwt. The raw market in sugar has been strong which caused the advance in refined. When it is stated that 10,000 bags of raws were sold to the sugar trust in New York on Wednesday at 29-16 cents, cost and freight, prompt delivery and that 10,000 bags were disposed of at 2 1/2 cents cost and freight, may shipment, an idea of the situation is obtained. No decline in the near future is expected. Sugar is now at the same figure as it was this time last year.

Wholesalers report active business in prunes, currants, dried peaches and apricots. Beans are rapidly going into the northern districts but the season will soon be over. In canned goods a great many fruits are moving as well as canned salmon, corn, tomatoes and peas. There is likely to be a pretty fair clean up in the old canned goods before the new arrives.

March according to custom, has been rather quiet. Business however to the north has been phenomenal and brightened up the situation. One wholesale firm reports having sent 17 car load of provisions into the Gowganda district and that a shipment to one man included 175 bags of flour.

SUGAR—On Wednesday sugar advanced again 10 cents making advances of 20 cents in about two weeks. The prices now however are the same as this time a year ago. The demand has been good and the raw market is getting stronger. A decline in the near future can scarcely be expected.

Crystal diamonds, 5 lb. ctns.	5 83
half barrels	6 90
boxes, 100 lbs.	6 05
25 lbs.	6 15
5-lb cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond D Jimnos, 5 lb. ctns.	8 30
in 100-lb.	5 75
in 25-lb. boxes	5 95
Red Seal	7 10
Beaver granulated, barrels	4 70
Red Seal extra granulated	4 40
Imperial granulated	4 40
Assorted granulated, (bags and barrels)	4 60
W. A. Lacey	4 50
St. Lawrence Golden bbls.	4 30
Bright Golden	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.	

MOLASSES AND SYRUPS—There is no new feature to the molasses or syrup market this week. Molasses in tins are selling fairly well but syrups are on the quiet side. Very little maple syrup is yet on the market.

Medium	0 30	0 35
Bright	0 40	0 45
Per case		
2 lb. Tins, 2 doz. in case	2 40	
5 "	2 75	
10 "	2 65	
20 "	2 60	
Barrels	0 31	
Half Barrels	0 32	
Quarter	0 32	
Pails, 38 1/2 lbs. each	1 75	
" 25 "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" 12 "	4 80	
Quarts, 24 "	4 80	
Pints, 24 "	2 50	

New Orleans, medium	0 30	0 35
bbls.	0 28	0 30
Barbadoes, extra fancy	0 45	0 45
Porto Rico	0 45	0 50
West Indian	0 31	0 33

TEA—The tea market as reported by local brokers is rather strong. Ceylons in some quarters seemed to be moving better than the others.

DRIED FRUITS—The season for prunes is here and the demand is brisk. Prices in some cases have declined owing among other things, to depression at the coast. Dried peaches are cheap and are splendid sellers. This may also have some effect on the prune market. Some French prunes are being sold but only in small quantities. They have a thinner skin and smaller stone than the ordinary variety and are more expensive. Apricots are having a good sale also as well as currants. Dried apples and dates are quiet. There is a noticeable scarcity in table raisins but some are now on the way from Spain.

Prunes—		
30-40 s, 25-lb. boxes	0 10 1/2	0 10 1/2
40-50 s, 25-lb. boxes	0 09 1/2	0 09 1/2
50-60 s, " "	0 08 1/2	0 08 1/2
60-70 s, " "	0 07 1/2	0 07 1/2
60-70 s, 50-lb. boxes	0 07 1/2	0 07 1/2
80-90 " "	0 05 1/2	0 05 1/2
90-100, " "	0 06 1/2	0 06 1/2
Apricots—		
Choice, 25-lb. boxes	0 13	0 13
Fancy, " "	0 15	0 15
Condensed and Drained Peels—		
Common	0 10	0 11
Orange	0 10 1/2	0 12
Figs—		
Elones, per lb.	0 08	0 10
Tapioca	0 03 1/2	0 04
Bag Figs	0 03 1/2	0 04
Dried peaches	0 17 1/2	0 08 1/2
Dried apples	0 07 1/2	0 07 1/2
Currants—		
Fine Filiatas	0 06 1/2	0 07
Patras	0 08	0 08 1/2
Uncleaned, to less.		
Raisins—		
Sultana	0 07 1/2	0 09
" Fancy	0 11	0 12 1/2
Extra fancy	0 14	0 15
Valencias	0 05 1/2	0 06
Seeded, 1-lb. packets, fancy	0 08	0 08
" 16 oz. packets, choice	0 07 1/2	0 07 1/2
" 12 oz. " "	0 07 1/2	0 07 1/2
Dates—		
Hallowee	0 05 1/2	0 08
Saire	0 05	0 07 1/2
Fards choicest	0 08	0 08
choice	0 07 1/2	0 07 1/2

NUTS—Business in this market cannot be said to possess much activity. Quality in Brazil is hard to obtain just now but otherwise the situation has no feature.

Almonds, Formigetta	0 12 1/2	0 13
" Tarragona	0 11	0 12 1/2
shelled	0 30	0 32
Walnuts, Grenoble	0 14	0 14
" Bordeaux	0 11	0 11
" Marling	0 12	0 12
shelled	0 18	0 18
Filberts	0 10	0 10
Pecans	0 16	0 18
Brazils	0 15	0 15
Peanuts	0 10	0 12

RICE AND TOPIOCA—There still exists the scarcity in cheap rice but otherwise this market shows no feature.

Rice, standard	per lb.	0 03 1/2
Standard B, from mills, 50 lbs. or over, f.o.b., Montreal		2 95
Bangkok	0 03 1/2	0 03 1/2
Patna	0 35 1/2	0 05 1/2
Japan	0 05 1/2	0 06 1/2
Java	0 06	0 07
Sago	0 05	0 06
Seed tapioca	0 06	0 06
Tapioca, medium pearl	0 01 1/2	0 01 1/2

SPICES—No more than the usual demand exists in spices and the prices remain as last quoted.

Peppers, long	0 14	0 20
" white pure	0 22	0 30
" whole, black	0 14	0 14
" whole, white	0 28	0 28
Ginger	0 18	0 28
Cinnamon	0 25	0 40
Nutmeg	0 25	0 90
Cloves, whole	0 25	0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 50	0 90
Mixed pickling spices, whole	15	20
Cassia, whole	0 30	0 25

BEANS—The bean market is still firm though no changes in prices are quoted here. The season for beans is now nearly over.

Beans, hand pick'd	2 25
" prime No. 1	2 00
" Lima, per lb.	0 07 1/2

EVAPORATED APPLES—These are quoted at 07 1/2 cents, somewhat cheaper than a week ago. The demand is still good.

LAW REFORM FROM LAWYERS?

One Legislature Representative Does Not Think a Satisfactory Bill Can Come From Lawyers.

W. K. McNaught, of the American Watch Case Company, and representative of North Toronto in the Legislature, when asked his views regarding the proposed measure of law reform, which was dealt with in last week's issue said that he had not had an opportunity of examining the bill closely, but so far as he had been able to get information he thought the measure as a first instalment was a very fair one, but, of course, it did not go as far in the direction aimed at as many would like to see.

"My own opinion," he declared, "is that you will never get law reform from lawyers. Mr. Foy is a careful, cautious representative and is not apt to err on the side of going too far. I hold that if a government is anxious to get a general, free and purely disinterested expression of sentiment they should, in a matter like law reform go to boards of trade, and business men's associations. I would, if dealing with such a far-reaching question, where all classes of people are affected, appoint a royal commission to take evidence from merchants, laborers, mechanics, manufacturers, farmers and others, the same as a tariff commission hears evidence and, on this bases its report and recommendations. The manufacturers alone are not allowed to make the tariff, neither should law societies be permitted to say what the law shall be. Yes, I am strongly in favor of appointing a commission. These are my views on law reform generally and how I would proceed about it; and not a criticism of the present measure, which I have already pointed out, has not been discussed in the House or even printed, therefore, I am not sufficiently familiar with the proposed alterations to discuss them intelligently as to how they would or would not benefit business men."

BUYERS IN TOWN.

Among the buyers in Toronto during the week were: Wm. Carrol, Hamilton, Ont.; W. A. Brunton, Newmarket, Ont.; T. B. Reeve, Markham, Ont.; N. A. Malcolm, Walton, Ont.; Wm. Joyce, Oakville, Ont.; L. A. Whitmore, Edgely Ont.; Chadwick & Mannion, Gowganda, Ont.; Wm. Grills, New Liskeard, Ont. J. McNab, Claremont, Ont.; R. A. Bunting, Picton, Ont.

D. T. Hodgson, Bracebridge, with Hutchison Bros., was a caller at the Toronto office of the Grocer on Wednesday.

Brandon's Winter Fair Exceeds Expectations

Farmers of Western Canada Keep Pace With Development of the Times—Decline in Hog Raising Lamented — Poultry, Sheep and Horses Show Vast Improvements—Large Building Crowded.

Winnipeg, March 16.—Your correspondent has spent the entire week in Brandon attending the Winter Fair, which comprises a horse show, a fat stock show, a poultry show, and a seed grain exhibition.

This fair is an annual event and is one of the best possible barometers of live stock conditions in the West. This is the fourth show of its kind to be held in the City of Brandon, and the second to be held in the big Winter Fair pavilion, which was erected during 1907, at a cost of over \$50,000. When the fair of 1908 was opened in this building, the general verdict was, that in the matter of space, the requirements of the Winter Fair had been anticipated for ten years at least. Imagine the surprise, therefore, of the fair board and exhibitors alike, when the building this year was crowded to the utmost capacity; a huge tent had to be requisitioned for part of the cattle and a large number of the horses had to be quartered down town in the livery barns. The fair opened on the morning of the 9th, and closed on the evening of the 12th, and during that period the building was constantly thronged with men and women anxious to see the exhibits.

There were no side shows, no attractions. There was not even a band, yet each evening the great amphitheatre, with its seating and standing room capacity of something like 2,000, was jammed to suffocation. The sole entertainment offered these people during the evening was a parade of horses, and on Thursday evening the presentation of cups and medals. While this was going on, in the main auditorium, the lecture room in the north wing, with a capacity of about 300, was constantly filled, listening to illustrated lectures on various subjects, intimately related to agriculture in its various forms.

The Poultry Show.

The poultry show, which is held under the auspices of the Manitoba Poultry Association, occupies the entire upper floor of the southern wing of the building. It has been pronounced by Judge Butterfield, the best arranged, best lighted, and largest hall for the exhibition of poultry in the Dominion of Canada. It is provided throughout with stationary, sanitary coops, made of wire and galvanized iron sheeting. The number of entries was so large that even in this immense building it was found extremely difficult to get them all in.

The total number of chickens entered was 1098. The turkeys, geese and ducks on exhibition numbered 90, making a grand total of 1,188. Putting the value of each bird at the extremely conservative figure of \$1, there was over \$11,000 worth of poultry on exhibition. Numbers of these birds sold for breeding purposes, at prices ranging from \$5 to \$25. Judge Butterfield said that he had no hesitation in pronouncing it the very finest poultry exhibition he had ever seen in Canada.

One pen of Partridge Cochins, he declared, were the finest on the continent of America, while a pair of Buck Ottingtons owned by Dr. A. W. Bell, of Winnipeg, and formerly of Toronto, were pronounced the finest in Canada, of their breed, and the same praise was meted out to a single-comb black Minorca hen. He also gave great praise to the exhibition of Barred Rocks, White Rocks, and White Wyandottes.

The City of Brandon had been most liberal, not only in the matter of the ordinary prize list, but also in the gathering together of no less than 85 special prizes and some 6 or 8 silver cups and medals. One cup for which there was a very active competition was the Junior Illingworth cup, sent out from Blackburn, England, for the best exhibit of poultry made by a youth of 18 years of age. The whole poultry show was emphasized along the lines of education, there being a very evident desire to encourage and stimulate poultry raising.

In conversation with breeders of pure bred poultry, it was ascertained that there was a very marked increase in demand for breeding stock from all over the country. Mrs. A. Cooper, of Treesbank, who makes a specialty of Barred Rocks, and who was the winner of many first prizes, and a splendid silver cup, reported that already her entire stock amounting to some hundreds, available for sale as breeding birds, had been disposed of, and if she had had double the number, she could have sold them all.

Sheep and Swine.

The show of sheep and swine was open to both pure bred and graded. The number of sheep showed a marked increase and the quality was much better than last year. The higher prices for sheep have evidently stimulated interest in the breeding of this class of stock. It is a matter of regret, however, that the number of hogs shown was smaller than that of last year. The quality was quite as good, but from conversations as to real size and from the very openly expressed opinions of breeders, at the annual meeting of the association, it is evident that the low price of the last two years has discouraged breeders and a great many of them are going out of hogs entirely. No amount of argument or persuasion seems to have any weight. The farmers generally who have been in the hog business, declare that there has been a combine to keep down prices. One of the representatives of one of the largest packing houses in Winnipeg attended the meeting and assured the farmers that if his company could be assured of a sufficient supply of hogs to keep their plant in operation steadily all the year they would not dream of importing American bacon, and they would be able to pay a better price for the hogs. The members of the Breeders' Association, however, took the very unreasonable stand that the packers should guarantee them a price of not less than 6½c

per pound. This attitude plainly indicated that for the present at least argument is of no avail. Many of the breeders announced that they were putting all their brood sows on the market and would have nothing further to do with the business. This is a very serious matter. The number of hogs marketed at Winnipeg last year was the largest in the history of the country, being 145,000. The total packing capacity of Winnipeg is 450,000, so that it will be seen that up to date the country has not furnished even one-third of packers' requirements, and if the breeders carry out their present intentions of going out of the business it will mean still more "American" bacon, on which we must pay a duty of 2c per pound.

Exhibition of Fat Cattle.

The fat stock show, so far as cattle were concerned, does not yet amount to a very great deal, but there is a nucleus of a good show, and as excellent prizes are offered, there is no doubt that there will be very rapid improvement.

J. D. McGregor, president of the Winter Fair Board, offered \$100 silver cup, and \$100 in money for the best beef steer or heifer. There were a large number of entries in this class, and though perhaps none of the animals were as highly finished as they would have been at a Guelph show, they were a great deal better than the ones shown last year. Up to the present time breeding stock has been shown as well as fat stock, but in the future the prizes will be for fat stock only.

Valuable Horse Flesh.

The horse show section of the Winter Fair was the thing that really startled everybody. It is especially designed for the exhibition of stallions. In 1908 the entire number of stallions shown, both in the light and heavy classes, was 49. This year there were 112 heavy stallions and 16 standard bred and hackney stallions. Clydesdales lead in the West, as heavy horses, and of this breed there were no less than 90 on exhibition. In the aged class there were no less than 29 entries, and the smallest class, which was for yearling colts, had 8 entries.

A very conservative estimate of the value of the heavy stallions alone would be \$275,000, and it is quite safe to say that never in the history of Canada, and very probably never in the history of the United States, have so many high class Clydesdale stallions been gathered together. The money value, however, of the exhibit was only one feature of the show. The fact that men have been encouraged to invest such enormous sums in these animals indicates the outlook of the trade.

The president of the Horse Breeders' Association said: "The horse business in the West has been A1 for the past 5 years and there is every indication that it will be equally good for many years to come." and the demand is constantly increasing for highly bred horses.

One very important feature of this show was the competition in live stock judging. This was open to farmers' sons, whether at home or attending college, and there were 76 entries. The experts who afterwards read the score cards of these young men, declared that the work showed a very high state of efficiency. Fifty of the competitors

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were students of the Manitoba Agricultural College.

The people of Brandon and more especially the men who comprised the Winter Fair Board, are to be very heartily congratulated on the success of their labors. The fair will be for the future, one of the most important events of the year in the Canadian West.

MANITOBA MARKETS

Winnipeg, March 16.—The volume of wholesale grocery business in Winnipeg is increasing every month and comparisons with last year are the cause of particular satisfaction. Nevertheless, competition for business is very keen and unfortunately in some lines it is the cause of price-cutting which benefits no one. Country collections are good and the general outlook has never been better.

SUGAR—The sugar market is very strong, but prices quoted last week still rule.

Montreal and B.C. granulated, in bbls.	5 10
" " in sacks	5 05
" yellow, in bbls.	4 70
" " in sacks	4 65
Wallaceburg, in bbls.	5 00
" " in sacks	5 05
B.C. gunnies granulated, 5-18's to bale, per cwt	5 05
" " 5-2's	5 03
" hard pressed lump, 25's, per cwt	5 25
" " half bbls., per cwt	5 60
" icing	5 90
" bar sugar	6 10
" icing sugar in bbls.	5 70
" " in boxes	5 90
" " in small quantities	6 20
" powdered sugar, in bbls.	5 40
" " in boxes	5 70
" " in small quantities	5 75
" lump, hard, in bbls.	6 05
" " in 4-bbls.	6 15
" " in 100-lb cases	6 05

SYRUPS AND MOLASSES—The market is quiet and featureless at present. Only a staple business is being done and quotations continue as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 16
" " 5-lb tins, per 1 "	2 60
" " 10-lb tins, per 1 "	2 43
" " 20-lb tins, per 1 "	2 55
" " barrel, per lb.	0 03 1/2
" " sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case	3 10
" " 5 "	3 60
" " 10 "	3 30
" " 20 "	3 20
Barbadoes molasses in 4-bbls, per lb	0 04 1/2
New Orleans molasses in 4-bbls, per lb.	0 03 1/2
Porto Rico molasses in 4-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bbls., each.	2 25

MAPLE PRODUCTS—These are selling very slowly and prices continue as below:

Sugar, 25 lb. boxes, in and 1/2 doz.	3 00
Syrup gallons 1/2 doz. to c. so, per case	5 45
" " 1 doz. to case	6 15
" " 2 doz. to case	6 55

FOREIGN DRIED FRUITS—Prunes have been advanced sharply, but this is the only change of interest this week. Low prices in California raisins still obtain, but there have been no further declines. We quote:

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " cleaned, per lb.	0 08 1/2
Table raisins, Connoisseur clusters per case	2 50
" " extra dessert	3 85
" " Royal Buckingham	4 00
" " Imperial Russian	5 25
" " Connoisseur clusters, 1 lb pkg. per case (30 pkgs.)	3 70
" " Connoisseur clusters, boxes (5 lb.)	3 95
Trenor's Valencia raisins, f.o.s., per case, 25's	2 85
" " " 14's	1 00
" " " selects	2 25
" " " 14's	1 15
" " " layers	2 35
" " " 14's	1 25
California raisins, choice seeded in 1-lb. packages	0 05 1/2
" " per package	0 05 1/2
" " fancy seeded in 1-lb. packages	0 05 1/2
" " per package	0 05 1/2
" " choice seeded in 1-lb. packages	0 06 1/2
" " per package	0 06 1/2
" " fancy seeded, 1-lb. packages,	0 07 1/2
" " per package	0 07 1/2
Raisins, 3 crown muscatels, per lb.	0 05 1/2
Prunes 90-100 per lb	0 05
" " 80-90 "	0 05 1/2
" " 70-80 "	0 05 1/2
" " 60-70 "	0 07 1/2
" " 50-60 "	0 08 1/2
" " 40-50 "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 04 1/2
" " dry cleaned, Filiatras, per lb.	0 04 1/2
" " wet cleaned, per lb.	0 07
" " Filiatras in 1-lb pkg. dry cleaned, per lb.	0 08 1/2
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 07
" " choice	0 07
" " apricots, standard, per lb.	0 08 1/2
" " choi s, per lb	0 11 1/2
Plums black pitted, per lb.	0 11 1/2
Neonari es, per b.	0 09 1/2
Dates, new, per lb.	0 07

RICE AND TAPIOCA—The decline in prices has not stimulated the demand to any great extent. Japan rice is quoted at 4c per lb.; Patna, 4 1/2c; Rangoon, 3 3/4c, tapioca, 4 1/2c.

EVAPORATED APPLES—There is a good staple demand at 8 1/2c per lb. The market is steady and no change is expected in local prices.

HONEY—The new act is now in force making it an offence to sell as honey any but the pure article.

Honey, 2 1/2 lb. tins, in case 24	8 75
" " " 12	8 50

SPANISH ONIONS—New stock is quoted at \$1.15 per crate.

NUTS—

Shelled Walnuts, in boxes, per lb.	0 28
" " small lots, per lb.	0 30
" Almonds, in boxes, per lb.	0 32
" " small lots, per lb.	0 30

ROLLED OATS—An early advance is expected on the local market, but orders are still being filled at the old prices from stocks on hand.

Rolled oats, 80 lb sacks, per 80 lbs	2 20
" " 40 "	2 25
" " 20 "	2 30
" " 10 "	2 60

CORNMEAL—We quote the following prices:

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

BEANS—Prices are steady at the recent advance. Hand picked are quoted at \$2.35 per bushel and the three-pound picker at \$2.35.

POT AND PEARL BARLEY—Pot barley is quoted at \$2.55 per sack; pearl barley at \$3.75 per sack, and \$1.95 per half sack.

BROOMS—Owing to the advance in broom corn all brooms have been advanced 25 cents per dozen.

CANNED GOODS—Stocks of canned peas are very low and the low range of prices now quoted is not likely to obtain much longer.

BUTTER—The dairy butter market is congested at present. Supplies are much in excess of demand and quality of offerings is poor. Produce houses are offering from 14c to 15c per lb. f.o.b. Winnipeg for round lots. Little or no No. 1 butter is offering at present. The eastern market is not taking any of the surplus from Manitoba, and there is an accumulation of confectionery butter that is a drug on the local market.

Creamery is selling to the trade at 25 cents and stocks on hand are fairly liberal.

EGGS—Supplies from country points are increasing every day. Produce houses are buying at 22c to 23c per dozen.

PERSONAL NOTES.

W. A. Little, manager for W. A. Lowney Co., of Canada, Limited, was in Toronto during the week.

H. P. Eckardt, of H. P. Eckardt & Co., has presented the members of the company's hockey team with gold fobs to commemorate their winning the 1909 championship of the Wholesale Grocery League, Toronto, and incidentally the Tillson trophy.



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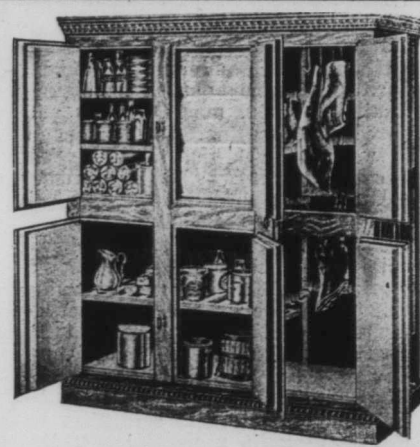
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Commission vs. Salary for Commercial Men

How Canadian Travelers and Retailers View the System—Salaries Rule Here—Country Not Populous Enough for Profit-Sharing Method—Commission Representatives Good for Retailers.

An article under the above heading appeared in a recent issue of The Canadian Grocer, and was the cause of some comment by our readers. The article in question dealt with the condition of trade in the United States as affected by travelers paid on a commission basis compared with those paid a straight salary. The party from whom the information was secured showed that the commission system was in vogue across the border, that it was increasing in adoption, and contended that the wholesaler, retailer and traveler benefited thereby.

Some Canadian retailers and travelers spoken to by The Grocer on this question, as it affected Canadian trade conditions, could speak only in an academic way, and in almost every case the person addressed wished to have time to consider the matter more fully. The consensus of opinion expressed offhand was to the effect that trade might be developed more quickly and grow larger in volume if the commission system ruled here, but the speakers were not so sure that there would be a corresponding benefit accruing to the wholesaler and traveler. These two classes of men of course would be more directly affected than would be the retailer, although the retailer would no doubt be affected adversely or otherwise in the course of time.

Population Scattered.

Some grocery, fruit, tea and produce representatives spoken to did not wish to have their names mentioned in connection with any discussion, and would not without considering the question over night express an opinion. The brunt of their remarks, however, showed that they favored the salary system, as they did not think the total of their sales in any one line would justify the adopting of a commission system in a country like Canada where the population was sparse, the territory covered extensive, and the larger centers few and very scattered.

E. Fielding, treasurer of the Commercial Travelers' Association, Toronto, without going deeply into the question, did not think the commission system would be generally workable in Canada. Conditions were different here from what they were in the United States. Across the border travelers were nearly all specialty men. Even when, say, large United States wholesale grocery houses sent men out on the road they did not always carry general lines of goods, but each traveler confined himself to one or two lines. Here in Canada where customers were few and where they were scattered as well, that

could not very well be done, for traveling expenses would eat up much of the profit. Business houses, recognizing this, preferred having their travelers carry fairly full samples of general goods.

As to the benefits accruing to the wholesaler from paying his traveler a commission rather than a salary, taking into consideration these conditions, Mr. Fielding thought the wholesaler would not be the gainer.

"Let us consider, for example, a grocery traveler paid on a commission basis, taking out a general line of samples. He will, of course, try to sell goods to the retailer that are bought in large volume rather than the goods that his house would like him to sell, because his commission is paid on the amount of business he has done. That traveler would rather sell a carload of sugar than a dozen boxes of spices, because the total of his sales would be larger in the former case than they would be in the latter, and, consequently, his commission would be greater; although his firm would derive more profit from the spices than from the sugar. No, the commission system will not supplant the salary system in Canada just yet, for it would not help benefit wholesaler or traveler, and the salary system will still prevail in this country."

Other Travelers' Statements.

This opinion also seemed to be the one held by grocery travelers generally.

A traveler for a grocery specialty was interviewed, and said that for his part he favored the salary system and thought it was practically universal in this part of Canada. In the West, however, he said, a great many travelers carry several lines and the business was very largely on a commission basis.

"But what about bonuses?" he was asked. "I do not favor them," he said. "If a man is honest he will do his best without a bonus, and a bonus in lieu of part salary is, in my opinion, an intimation that the house does not trust its men."

"Of course there are two sides to the bonus question. Sometimes it is regarded as giving a man a larger personal interest in his business, making him feel in a way as if to some extent he had a business of his own, and from that point of view I should say it is a good thing for the traveler."

Another traveler in a similar line, who happened to be by, corroborated largely the views of his friend, but added, "There is a good deal to be said for the commission basis of paying salesmen. It is more of an immediate incentive to increased effort. It is all right

to say that if a man is honest he will give his best services for a salary, but human nature is human nature, and a man is going to work harder for himself than for somebody else. I know a representative here of an American specialty house who says he has just passed up a \$2,100 a year contract to work on commission because he thinks he can make more out of it. I agree, however, with my friend here, that the system should be either all commission or all salary."

Looking at the question from the broad point of view and not taking into consideration any concrete case, retail merchants thought the commission system the better. Their arguments pretty well coincided with the views expressed by merchants in the United States. It is held that the best salesmen are brought forward by the profit-sharing system, as a higher standard of salesmanship is demanded, which would eliminate the "fair" and "pretty good." The traveler is benefitted from a monetary standpoint by making more than he would on salary and the wholesaler receives an increase of orders and sales, because if the traveler wishes to increase his profits he cannot do it in any other than by selling more goods.

Traveler and Retailer.

The retailer is benefitted in this way: The traveler must be very careful how he treats his customers and what he sells them, for once he offends his customer or unloads on him his usefulness is done. The retailer will know when he is dealing with a reputable house and that the goods he buys are quality goods and that the prices are right.

In a late number of the Business Philosopher there is the short story of a traveler named Brown, who was afflicted with "salesman's itch." He imagined he knew all about the game, but his inexperience worked against him in getting a position. Brown at last got a job as salesman on a commission basis for a baking powder manufacturer who charged him five dollars for a canvassing outfit worth fifty cents. Brown was wise enough, however, to realize that the one way to get even was to sell enough powder to cover expenses. So he started in. At first it was slow work, but he persisted, and in time he got orders. Selling to retailers Brown found rather slow, and he started after bigger game and sold to wholesalers. He then made more money in one day than he had previously done in a week. So many orders did he receive that his house suggested a salary. No, said Brown, this commission business suits me. His house became so insistent that Brown quit. He worked for other concerns until they suggested salary, and he quit them. At last in self-defence, he was forced to start in business himself and he is now building up a business with a future.

"Undoubtedly I would still be on the road for that baking powder house," said Brown, "if they had only given me a square deal. There is nothing

more assinine than the action of a house that cuts down its commissions to its men simply because those men are selling goods in large quantities. An honest commission should be paid

every salesman, and this commission should not be changed simply because the salesman is selling so much that his profits are double those of the two next best men on the force."

Thompson, St. Catharines; J. E. Johnson, Simcoe; P. W. Hodgetts, Toronto, and many others.

Free courses in live stock and seed judging have also been instituted and some of the specialists in these lines are giving free lectures to the farmers with a view to better the conditions of the tillers of the soil.

All this has a direct bearing on the merchants. The higher the education of the farmer the better will be his ability in making money and the more money he makes the better will it become for the merchant.

More Money for the Merchants From the Farmers

The Results of Educating the Farmers in Fruit, Stock and Crop Raising—Assistance Being Rendered by the Ontario Department of Agriculture.

The education of the farmers to the advanced methods in agriculture, fruit-raising and live stock breeding has done much for the merchants of Ontario and development along these always means that the farmers will have more money to spend. The Ontario Department of

The time is opportune for giving fruit growers, whether upon a large or small scale, an opportunity to receive instruction near their homes. The district branch of the Department of Agriculture has, therefore, arranged for this education. The great value of this course of

TRAVELER WANTED.

WANTED—Traveler, by large Montreal spice and coffee wholesale house. Territory between Montreal and Toronto and Montreal and Sudbury. Box 301, CANADIAN GROCER, Toronto. (14)



THE H. P. ECKARDT CO.'S HOCKEY TEAM.

Champions of the Wholesale Grocers' Hockey League, Toronto, for the Season of 1909. Names from Right to Left—

Top Row—G. M. Wilkinson, point; J. O. Elton, Secy.-Treas.; A. Thompson, centre forward; D. A. Cowan, right wing.

Bottom Row—F. W. Wilkinson, left wing; M. R. Joyce, goal; H. D. Eckardt, president; B. R. Brown, (Capt.) cover-point.

Agriculture has done much and is doing a great deal towards the furtherance of the education of the farmer and its work is highly appreciated.

Fruit institutes have been organized in the various fruit sections and for the meetings, addresses have been arranged by men thoroughly conversant with the ways and means of advancing and aiding the industry.

It has been demonstrated during the past season in many sections of the province that fruit growing is one of the most profitable lines of agriculture, and the men who are following improved methods are being reimbursed many times over for their extra trouble and expense involved.

instruction to the farming community cannot be over-estimated, and every farmer and farmer's son, who has the interest of his business at heart, as well as its monetary success, should not fail to attend the meetings.

Instruction of a practical nature is the object throughout, and those in charge are doing their best to deal satisfactorily with every question brought up.

Recently lectures on fruit were given at Whitby, Port Perry, Simcoe, Port Dover, Vittoria and Delhi, when such men as A. W. Peart, Burlington; J. W. Crow, Guelph; L. Caesar, Guelph; W. R. Grierson, Oshawa; W. F. W. Fisher, Burlington; C. C. James, Deputy Minister of Agriculture for Ontario; R.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE

IT gives a beautiful finish—Requires no rubbing—Is guaranteed not to injure the leather, is neatly put up in four ounce bottles, will certainly be asked for again, has never brought us a complaint, can be had of all jobbers.

Manufactured only by

The American Dressing Co., Ltd.
Montreal

Some Teas Are Too Cheap in Quality to be Anything Else Than Dear in Price.

You might as well try to make water run up hill as improve your tea trade with that kind of tea.

And why try? You know that Red Rose Tea has come into popular favor more rapidly than any other tea and has won the admiration and good will of the trade in general. You are always sure that Red Rose Tea "is good tea"; that it will always give your customers the satisfaction you want them to have with the tea you sell them. You are sure

RED ROSE TEA IS ALWAYS WORTH THE PRICE

BRANCHES:

TORONTO, 3 Wellington St. E.
WINNIPEG, 315 William Ave.

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

Mr. Grocer—Do you want to make money—here is a chance—to make it easily, quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—If you do read this. Every house-keeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say.—

Chicago, Jan. 4th, 1909

To whom it may concern,—

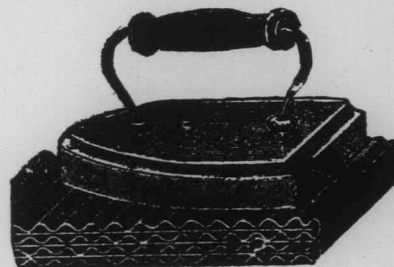
Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every woman who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours

Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



PATENT APPLIED FOR

Manufactured by

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

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Whitlock & Marlatt, Moose Jaw.
Howard Bros., Brantford, Ont.
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The Progressive Merchant

supports the Pure Food movement. He understands the consumers' demand for quality and meets it by handling honest goods.


He knows the regard in which

HEINZ 57 VARIETIES Pure Food Products

(The kind that contain no preservatives)

are held by the public and that they are known by State and Federal authorities everywhere to meet the requirements of all Pure Food Laws.

That is why Heinz products are always found in up-to-date stores where the principles of high quality are observed.

Anything that's  is safe to sell

Ask us about our free Retailers' Advertising Service

H. J. HEINZ COMPANY

New York Pittsburg Chicago London

WE ARE NOW BOOKING ORDERS FOR
EASTER. YOU WILL WANT FINEST
STAR BRAND SUGAR-CURED

Hams and Sugar-Cured English Breakfast Bacon

THERE ARE NONE
FINER than FEARMAN'S

Order Now

F. W. Fearman Co.
LIMITED

HAMILTON, ONT.

Plain Figures that
prove the Superior
Quality of



Reindeer Milk and Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	<u>.61</u>

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	<u>.95</u>

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

New Laid Eggs

We are buyers F.O.B. your station.

Get in touch with us.

Roll Bacon

Mild cured. Just the thing for break-
fast these mornings with New Laid
Eggs. Get our prices.

The WM. RYAN CO.

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Produce and Provision Situation of the World

Price of Lard Advancing—New-laid Eggs Steadily Declining—Butter Speculators Trying to Unload Stocks—Good Cheese Season Anticipated—Maple Sugar Season in Quebec Not Yet Open.

Many undertake to give the reasons why such a heavy drop in the price of butter occurred, which resulted so disastrously to many dealers. For over two months, judging from the prevailing condition, The Canadian Grocer was predicting exactly what happened. The hog and cured meat market prove our theory to be well founded. The price of any commodity does not altogether depend on the production, but fully as much on its consumption. When an article of food is made of a superior quality, it naturally finds a larger demand, and the consumption may easily increase a hundred per cent. Take either bacon or butter, and if it suits the tastes of the people, each person will easily eat twice as much as if it were bad. The bacon in Canada, owing to the natural bacon hog, and the excellent curing process, is of an exceptionally high quality and consequently it takes fully double the quantity to supply the demand. This alone, if no other reason is given will account for the healthy condition of the meat market. On the other hand butter makers became careless, and produced a very inferior butter, and the people did not eat one half the quantity they would have, had it been of good quality, and in consequence it remained on the market. Some claim that it was on account of the high price, that the consumption of butter fell off. This cannot be the reason, because the high price of bacon, does not affect the consumption of that article of food. A Canadian newspaper even claims that the open winter had something to do with it. How they account for this is hard to understand. Another reason comes from the same source that a large portion of the poorer class of prohibited. This must be entirely facture of margarine which is "now" butter was formerly used in the manufactory because "margarine" was never allowed to be made in Canada, and the poor butter could not, and never is used, in the manufacture of that article. Another reason is given that it may be owing to the scarcity of water last summer. This is so far off the mark that to find a connection is impossible. The only remedy, it would appear, is to produce a high-class article, such as the packers have done in bacon, and the butter will find ready sale at firmer prices.

Advices from England state that all sorts of ruses have been indulged in, to awaken butter buyers from their lethargy, but so far to no avail. There is without any doubt, a large deficiency in supplies, in England, but to meet this contingency, the British consumer, has limited his use of the product. The Argentine, which is supposed to be a minus quantity in the British market at this time of the year, is continuing to ship to the British market. It is, however, generally thought both on this side, and the other side as well, that prices have about reached the limit.

Export cheese stocks in Canada are in very small compass, and prices are

consequently very firm. Some speculation is being indulged in, regarding the new season. Many predict a smaller yield than ever, but this pessimism does not seem to have much to support it. It is said that the towns are taking more milk every year, consequently less is left for cheese. This however is only an economic variation, and should not affect the manufacture of cheese. A farmer stated recently, that the cows had come through the season admirably, and in his opinion, would render a good account of themselves during the coming season.

MONTREAL.

PROVISIONS—Advices from foreign sources state that prices for Canadian stock have advanced. This has been due to continued small supplies and active demand. Locally, hogs are unchanged. Pure lard has gone forward about one cent all around. Other lines are unchanged.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs	0 09 1/2
Tubs, 50 lbs.	0 08 1/2
Wood pails, 20 lbs net	0 09 1/2
Tin pails, in cases	0 19
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
Plate beef, 100-lb. bbls.	7 75
" 200 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 13 1/2
Boxes, 50 lbs., grained	0 13 1/2
Tubs, 50 lbs.	0 13 1/2
Pails, wood, 20 lbs., parchment lined	0 13 1/2
Tin pails, 20 lbs., gross	0 13 1/2
Cases, tins, 10 lbs, each	0 13 1/2
" 5 "	0 14
" 2 "	0 14
Dressed hogs, fresh killed	10 50 10 75
Manitoba	10 0 10 25
Country dressed	9 0 9 50

BUTTER—The butter market is quiet with no changes in prices.

Fall creamery, solids	0 22
Fresh Creamery, solids, lb.	0 21 0 22
" prints, lb.	0 23 0 23 1/2
Dairy, tubs, lb.	0 16 0 17
Fresh large roll	0 18 0 19

CHEESE—The local market is higher, especially for colored. Export stocks are in small compass and prices are very firm.

Cheese, old	0 15 1/2 0 16
" large	0 13 1/2 0 14
" twin	0 14
" small	0 14

EGGS—New lays are the only stock now offering. Owing to better supplies, prices have declined 4c to 5c. Prospects point to lower prices from now on.

New lays	0 23 0 24
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HONEY—This market is dull and featureless.

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

POULTRY—The market remains firm and trade is quiet owing to continued small supplies.

Spring chickens, per lb.	0 17 0 18
Young ducks, per lb.	0 13 1/2 0 14
Turkeys, per lb	0 15 0 20
Geese, dressed	0 10 0 12
Ducks	0 12 0 14

TORONTO.

PROVISIONS—In spite of the general complaint of the high prices of hogs for some time, it has again advanced, and hogs are now bought at from \$7 to \$7.15 per 100 lbs. live weight f.o.b. In consequence of this cured meats are very firm and about 1/4c higher all round. The demand is good, and very little affected on account of Lent, although the fish men report an unusually large consumption of fish. This shows conclusively that on account of the superior quality of our cured meal much more of it is used.

Long clear bacon, per lb.	0 12 1/2 0 12 1/2
Smoked breakfast bacon, per lb.	0 15 0 15 1/2
Roll bacon, per lb.	0 14 1/2 0 11
Light hams, per lb.	0 13 1/2 0 14
Medium hams, per lb.	0 13 1/2
Large hams, per lb.	0 13
Shoulder hams, per lb.	0 10 0 10 1/2
Backs, plain, per lb.	0 16 0 16 1/2
pea meal	0 16 1/2 0 17
Heavy mess pork, per bbl.	20 00
Short cut, per bbl.	23 50 24 00
Lard, tierces, per lb.	0 12 1/2 0 13
" tubs "	0 13 0 13 1/2
" pails "	0 13 0 13 1/2
" compounds, per lb.	0 08 1/2 0 11
Dressed hogs	9 50 10 00
Live hog, f.o.b.	7 00 7 15

BUTTER—Two weeks ago the butter market was reported as being demoralized; last week as being sick, and a butter dealer was asked how it was this week. The answer came promptly and with considerable emphasis, "Rotten—absolutely rotten." Far more butter was quietly held on speculation, which is now coming in sight, than was anticipated. All are now trying to unload and are ready to face any losses, which are in some cases as much as 10c a lb. Good, well made, held stock is offered at such low prices that makes it almost impossible to move the "culls" which accumulated during the winter, at any price.

Creamery prima	0 21 0 26
Creamery solids	0 22 0 23
Farmers' separator butter	0 22 0 23
Dairy prints, choice	0 18 0 19
" ordinary	0 17 0 18
" tubs, choice	0 17 0 18
Large rolls	0 17 0 18
Baking butter	0 13 0 15

CHEESE—The cheese market is firm, but not doing anything but supplying the local trade. With the present condition of the butter market, it is expected that cheese-making will be started earlier, and perhaps with larger patronage than last year, which is a matter taken into serious consideration by our butter and cheese dealers. In view of this it may tempt some wideawake butter dealers to buy up some of the best packed butter, and take another chance by holding it in refrigerator.

Cheese, large, prime	0 13 1/2 0 14
" twins	0 14 0 14 1/2

HONEY—No honey is moving except in small quantities. Maple syrup is made in small quantities in Ontario, but in Quebec where we get our principal supply, operations have not yet commenced.

60-lb. tins	0 11 0 11 1/2
Smaller sizes, tins and bottles	0 10 1/2 0 11
Combs, doz	1 50 2 00

POULTRY—The little poultry that comes in from farmers who ought to know better than to sell at this time of the year, is readily picked up at prices quoted. It is often said that "it takes all kinds of people to make a



Millions of People Use Gillett's Lye.

The fact that Gillett's Lye is so favorably known and well advertised makes it the best cleaner to sell.

GILLETT'S LYE EATS DIRT!

It cleans baths, sinks, pans, cans, dishes, drains, closets, etc., and everything pertaining to the home. It is a fine disinfectant.



GILLETT'S CHEMICAL WORKS ESTABLISHED 1852.

CLARK'S Pork and Beans

One of the best and most constant sellers in Canada and a leading feature in my present advertising campaign.

In Canada when Pork and Beans are called for—CLARK'S are in mind whether they are specified or not.

Do not hold back your orders to the last minute. See that your stocks of the following are full:

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

WM. CLARK
Manufacturer
MONTREAL

DO NOT ALLOW
YOUR STOCKS OF

BOVRIL

TO RUN LOW.

When winter sales fall off there will be a good demand for use in the kitchen.

Gravy, containing a little BOVRIL, goes well with all hot dishes, and a few drops of BOVRIL are an improvement to salads of all kinds.

BOVRIL LTD.

27 St. Peter St., - MONTREAL

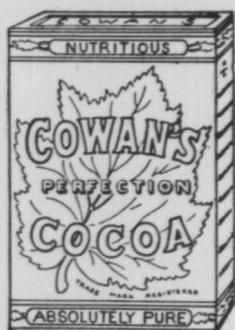
AGENTS:

R. S. McIndoe, 54 Wellington St. East, Toronto
W. L. Mackenzie & Co., 306 Ross Ave., Winnipeg
A. G. Urquhart & Co., 524 Hornby St., Vancouver
A. B. Mitchell, Mitchell's Wharf, Halifax

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

Cowan's

Cocoa and Chocolate



--made known by liberal advertising.

And the trade is growing still.

Stock up and profit from it.

The Cowan Co., Ltd.
Toronto, Canada

CANADA :
No better
Country



MOTT'S :
No better
Chocolate

Still steadily advancing
in popular favor—

MOTT'S

"Diamond" and "Elite" brands of
Chocolate

are growing more and more to be the housekeepers' favorites for cooking and eating purposes.

Remember to ask your jobber for **Mott's brands.**

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

Canadian made Licorice
Y&S BRAND
All Druggists.



SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

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

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto
PROVINCE OF QUEBEC and MARITIME PROVINCES
W. H. Dunn, 394 St. Paul St., Montreal
MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg
VANCOUVER, J. F. Mowat & Co., 354 Water St.

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf,
and Powdered **Gelatine**

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards,
Fruit Puddings, Bottled Jellies, Lemonade
Crystals, and Baking Powder.

Nelson's Gelatine
and
Liquorice **Lozenges**

NELSON'S SOUPS
(SIX VARIETIES)

Sole Proprietors and Manufacturers of

GORDON'S GRANULATED GRAVY

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

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

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News of the Flour, Feed and Cereal Markets

Milling Companies Predict Rise in Flour Prices on Account of Firm Wheat Market—Cereals in Good Demand From Country Districts.

March 16.—The various milling companies seem to be unanimous that there should and will soon be a big advance in flour prices on account of the high prices prevailing in the wheat market. They affirm that at the present time they are selling flour practically at cost. Toronto companies have advanced winter wheat flour during the past week and they claim they have got to go further. The opening of navigation will bring a great stimulus to the demand on account of the better freight rates. One company in Toronto reports having an order for 2,500 bbls. from Newfoundland as soon as the boats begin to run.

On account of the wheat and oats markets being very strong the prices of rolled wheat, rolled oats and oatmeal are well maintained and not expected to decline. On the other hand if the grain market keeps up there is a probability of advances. Cereal companies report good business throughout the country and claim that the consumers with the approach of summer are easing off on package goods.

In the feed market the supplies of bran are said to be light. For shorts and middlings the prices are strong.

MONTREAL.

FLOUR—Winter wheat flours are scarce. There is still a small difference in quotations of the big millers. Trade has been good during the week and no changes have taken place.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 00
Genora.....	5 40
Manitoba spring wheat patents.....	5 83 6 00
strong bakers.....	5 30 5 50
Five Roses.....	5 50
Harvest Queen.....	5 30
Anchor Brand Sovereign.....	5 80
Anchor Brand Manitoba Patent.....	5 30

ROLLED OATS—The market for rolled oats has undergone no change during the week, prices being firm. The volume of business has been fairly good during the week.

Fine oatmeal, bags.....	2 72½
Standard oatmeal, bags.....	2 60
Granulated.....	2 60
Golddust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
rolled oats bags.....	2 85
bbls.....	5 35

FEED—The supplies of bran are extremely small and therefore small business is passing in this line. There is an active demand for what is offered. There is a good demand for shorts and middlings, prices of which are very firm.

Ontario bran.....	21 50 22 00
Ontario shorts.....	25 00
Manitoba shorts.....	24 00
bran.....	22 00
Moullie, milled.....	25 00 27 00
straight grained.....	30 00 32 00
Feed flour.....	1 50 1 60

TORONTO.

FLOUR—Although the price of flour has not advanced to keep pace with the price of wheat there is a strong tendency now that it will do so. One miller said to the Grocer representa-

tive this week in very emphatic tones, "Prices simply have got to go up; we have made an advance this week in winter wheat flour, but the advance should have been 50 cents. We have been selling below cost." "No doubt about it," said another miller when this prospective advance was referred to. One company is awaiting the opening of navigation to obtain benefits in freight rates in shipping flour east. A Newfoundland company has one order in for 2,500 barrels.

Manitoba Wheat.	
1st Patent.....	5 70 5 80
2nd Patent.....	5 40 5 50
Strong bakers.....	5 10 5 30
Winter Wheat.	
Straight roller.....	4 80 4 90
patent.....	5 10 5 20
Blended.....	5 30 5 40

CEREALS—If the grain market in wheat and oats keeps up there is likely to be some higher prices quoted for rolled wheat and rolled oats. Rolled wheat is in especially good demand and the volume of business done by local concerns is reported as being splendid especially with out-of-town districts. People apparently are easing off in package foods. One firm has a large order in rolled wheat to be filled for a party as far east as Bath, N.S. There is always, of course, a steady demand for rolled oats.

Rolled wheat in barrels, 100 lbs.....	2 85
oats in bags, per bag 90 lbs.....	2 60
oatmeal, standard and granulated, in bags 98 lbs.....	2 85
Rolled wheat, car load.....	2 65
oats.....	2 40
Oatmeal, car load.....	2 65

ENLARGE BISCUIT PLANT.

The McCormick Biscuit Manufacturing Co., London, Ont., have found it necessary to enlarge their plant due to the development of their business. New and modern machinery in the biscuit-making world is being installed which will thus enable the company to increase their output and meet the demand. In the manufacture of "Lemon Cream" fancy biscuits the company has heretofore not been able to supply the quantity desired, but with the enlargement of their plant this is eliminated.

DR. WILEY ON PURE FOODS.

Philadelphia, March 15.—Wholesale grocers from New Jersey, Delaware and Pennsylvania at the annual dinner of their association in the Hotel Walton last week, listened with interest to a talk on pure food by Dr. H. W. Wiley, head of the federal pure food inquiry.

Fred. R. Drake, a wholesale grocer of Easton, Pa., and president of the Pure Food Association of Pennsylvania, was toast-master, and other speakers were:

Charles S. Crary, president of the National Canners' Association; F. W. Hannahs, of Newark, president of the National Wholesale Grocers' Association; Fred Mason, of New York; Samuel M. Clement, Jr., counsel for the local association; Andrew Ross, and A. H. Beckman, secretary of the National Wholesale Grocers' Association.

There's a Difference in Cream Sodas!

Customers and dealers are aware of this. There is one production which stands high in popular appreciation. They also know whose it is and that

**MOONEY'S
PERFECTION
SURPASSES
ALL OTHERS**

Crisp, Delicate, Toothsome



**The Mooney
Biscuit & Candy
Company,
LIMITED**

STRATFORD, - CANADA



**COX'S
GELATINE**

When an ARTICLE has held the FIELD for over SIXTY YEARS it must have MERIT on its side. That is why you should always supply

COX'S GELATINE

Canadian Agents
C. E. Golson & Son, Montreal
D. Masson & Co., " Gorgie Mills
A.P. Tippet & Co., " EDINBURGH

POSSIBLE TAX ON COFFEE.

United States Tariff Bill Not Yet Drawn Up—Government Apparently in Need of Money.

Washington, March 16.—The great speculative interest in the formation of the new tariff bill seems to center in the proposed duty on coffee. No one can predict now just what the Ways and Means Committee will decide to do ultimately in regard to this schedule. There is a widespread popular protest against taxing coffee, which is being brought to bear almost daily on members of the house. Some of the wiser and more experienced solons predict that in the end coffee will undoubtedly be admitted free of duty.

At this time it seems that the members of the Ways and Means committee are driven to the necessity of choosing between an increase of tax on beer or of putting a duty on coffee to obtain the necessary revenues. A tax of 4 cents on coffee will yield as much revenue as an increase of \$1 on a barrel of beer. A proposal has been to increase the beer tax 50 cents a barrel and then put a tax of 2 cents on the importation of coffee, from which it is estimated that from \$40,000,000 to \$50,000,000 can be secured yearly.

Bill Not Completed.

The work of preparing the tariff bill is far from completed. Some of the house leaders were predicting to-day that the bill would not be ready to report to the house on the first day of

the extraordinary session, as was promised some time ago. It was said to-day that when the house organized next Monday, Chairman Payne probably would offer a dummy bill and ask for its reference to the Ways and Means committee, and that it might be the middle or end of next week before the real tariff measure would be reported back to the house.

There have been many protests sent to the committee in the last few days against the tax on sugar, but there is no likelihood that the committee will depart from the conclusion it already has reached not to change the rate. The only concession that will be made in the sugar schedule is the provision for the admission free of duty of Philippine sugar up to the limit of 300,000 tons annually.

The experts predict that it will be at least 10 years before that limit will be reached in the importation of sugar from the Philippine Islands. By that time it is probable that the country will be ready for another revision of the tariff. Meanwhile President Taft will have gained all that he has been contending for in the matter of the free admission of Philippine sugar.

All the interests to be affected by the tariff legislation are sending representatives to the capitol prepared to lobby in Congress next week. One of the most aggressive lobbies is that of the live stock men who have taken a suite of offices and are putting out literature and preparing to make a fight for a restoration of the duty on hides, which has been abolished by the Ways and Means committee.

HOME FROM ENGLAND.

Chas. E. Edmonds, secretary-treasurer of Christie, Brown Co., has returned to Toronto after a pleasant visit to the Old Country. Speaking to a representative of the Canadian Grocer, Mr. Edmonds stated that he found business men across the Atlantic optimistic as to the trade outlook for the coming year. "Business is good over in England," he said, "and although there are a great many unemployed yet things are looking brighter. In the southern parts of England the grain has all been sowed so that farming there is somewhat in advance of here. The chief conversation is tariff-reform and by all appearances it will come. There is an act ruling there now which prohibits the existence of any patent unless the article is manufactured in Great Britain."

Mr. Edmonds also referred to the splendid railway facilities of the old land and the phenomenal manner in which traffic is regulated in the world's metropolis. He spent five or six delightful weeks and was very much pleased with his visit. He is again back at his desk at the Christie, Brown establishment.

The Home Pure Food Co., of Canada, Montreal, is incorporated.

Douglas Campbell, of the Campbell Milling Company, Toronto Junction, returned home last Sunday from a pleasant six weeks' pleasure trip to Jamaica, Cuba and the Bahamas. He spent two weeks at Nassau.

**People Are Eating More
FORCE**

than they ever did before. Our advertising campaign makes them ask you for "FORCE" Can you supply the demand? We are selling "FORCE" at a price that will net you a good big profit, and the price is the same to all grocers. Watch our newspaper ads.—they bring you the business that's "empty of trouble and chuck full of profit."

THE H-O MILLS
HAMILTON - - ONTARIO



Your best trade

will thank you for drawing their attention to the superior quality of

Carr & Co.'s Biscuits

The richness, purity of ingredients and keeping quality of Carr's Biscuits is making them favorites with those who know what biscuits should be.

Write our agents in Canada—

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

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.,	Montreal and Toronto, Winnipeg, Vancouver, B.C.,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia
--	--	--

Why it pays the dealer to concentrate on Christie's Biscuits—

YOU may have the brightest and cleanest store in your town. The first impression people get of it may be most favorable.

That first impression is important, but it won't go far unless backed up by the right goods.

For instance, a woman is attracted to your store by its appearance of cleanliness—by an atmosphere that seems to indicate the best of everything. When she gets inside let her see, prominently displayed, such standard lines as Christie's Biscuits and her confidence is won.

If she's thinking of biscuits, "Christie's" is the first name that comes to her mind. Other brands *may* be good, but she *knows* that Christie's *are* good—and that they cost no more.

By the use of your own personal recommendation you may persuade her to try another brand, on which your profit is slightly larger. What is the result?

This customer figures that you have deliberately deceived her, and unless she's very dull she will see your motive at once. Right here is where your store gets a black eye—and loses trade.

For sound business reasons, it will pay you to always give Christie's Biscuits the preference. In the first place they sell quicker than any others, and in the second place you can always rely on them giving thorough satisfaction.

Concentrate on Christie's and you'll find the volume of your biscuit trade increase to such an extent that the little extra profit per box on other brands will present no temptation.

Besides, Christie's Biscuits help you sell more than biscuits.

Christie, Brown & Co., Limited

To Canadian Retail Grocers

You have been paying \$5.15 a case to jobbers for Shredded Wheat Biscuit. After March 20th you will get it from your jobber at \$5.00 per case. The retail price of this cleanest, purest and most popular of all cereal foods will remain the same.

Remember that

SHREDDED WHEAT

is the one breakfast food that survives the changing moods of public fancy and shows up every year with increased sales in spite of industrial depression and competition.

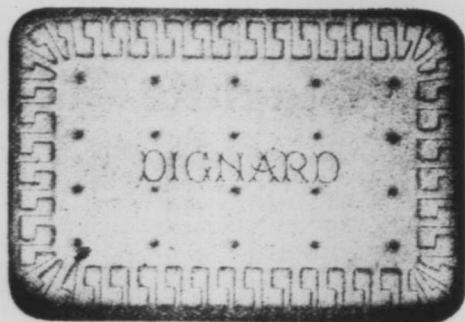
The grocer who doesn't know something about the delicious dishes that can be made of Shredded Wheat Biscuit in combination with fruits is missing a great opportunity to please his customers.

Now is the time to push it. The food is right, the price is right.

MADE IN CANADA OF CANADIAN WHEAT.

The Canadian Shredded Wheat Co., Ltd., Niagara Falls, Ont.

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURER

MONTREAL



Ask the Housewife

Ask the woman who uses cocoanut how
White Moss Cocoanut
compares with others.

Her answer will show you the truth
of our claim, that this brand is the
most popular.

Do YOU Sell It?

The Canadian Cocoanut Co., Montreal

The delicious flavor of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents:
GREEN & CO.,
25 Front St. E. Toronto

W. H. ESCOTT,
Winnipeg

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



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in 1/4 gross cases

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

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

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

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

EPPS'S

GRATEFUL AND
COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

NUTRITIOUS AND
ECONOMICAL

COCOA

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**

BARLEY and FEED

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competi-
tion with other makes.

WINGHAM ESTABLISHED 1871

SUCHARD'S COCOA

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

FRANK L. BENEDICT & CO., Montreal
Agents.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

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

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.**

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

Are you interested in any of the
lines that are advertised?

A Post Card will bring you price
list and full information.

Don't forget to mention Cana-
dian Grocer.

When writing advertisers kindly
mention having seen the advertise-
ment in this paper.

PURITY FLOUR

For Progressive Grocers

Two mills may use the **same** grade of wheat, yet the **quality** of the flour may **differ**.

The **better** the process of milling, the **better** the quality of the flour.

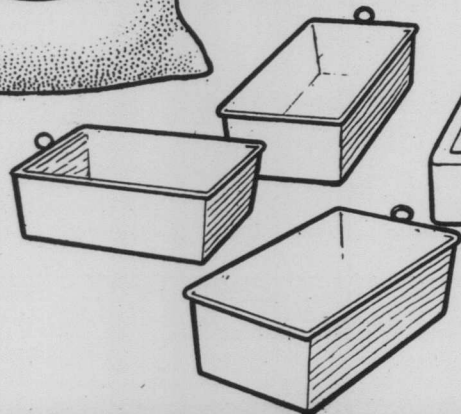
We believe our process of milling is the most **modern** and **exacting** in the Dominion.

Our ambition is to **make PURITY** the **highest grade** in the world—and we spare no trouble or expense to do so.

If **your ambition** is to sell the highest grade of flour—to give your customers **better value**—to handle a brand that will **add to your reputation** and **increase your sales**—sit right down at your desk and write us.

**Western Canada
Flour Mills Co., Limited**

Toronto
Montreal
St. John, N.B.
Winnipeg
Brandon



The Grocer's Encyclopedia From Week to Week

History of the Tobacco Plant—First Discovered in Cuba by Christopher Columbus—Where it is produced in Finest Qualities—Rapid Advance Made in Its Production in Canada.

TOBACCO—Tobacco enjoys the reputation of being the most praised and damned, of all plants. It has been called "herba sancta" "sana sancta inodorum," "fool's herb," "poverty herb," and a host of other names. It is smoked, snuffed and chewed. Its use has spread from America throughout the world. No plant can compare with tobacco for the rapidity with which it has overspread the earth, and the blessings it is said to have bestowed upon mankind, in easing labor, and cheering leisure.

There are numerous species, and varieties of the plant, but only two species of leaf popularly cultivated Nicotiana Tabacum with pinkish flowers, is the chief and this is the source of Virginian, Havana, Latakia (Laodica), and Manila varieties. It derived the name Nicotiana from Jean Nicot of Nismes, a French Ambassador to Lisbon, who first sent the seeds from Portugal into France by Francesco Hernandez, Spanish physician to Philip II. in 1560. It is a native of South America, and was first discovered in Cuba by Christopher Columbus, in 1492. It was first brought into England by Sir Walter Raleigh about 1815, and although the original consumers were sailor men, it was Raleigh who brought smoking into fashion, among the young gentlemen of the Court.

Used as a Narcotic.

Of course tobacco grew in Cuba before Columbus got there. It was known as cohiva, and was produced along the Cumanas River, in the Eastern part of the island, and Cortez carried the seed to Mexico. The Aztecs, however, cultivated tobacco before the time of Cortez. They called it "tek," and used it as a narcotic and paid it as a tribute to the Court of the splendid Montezumas. It was the lotus leaf of the new West, and priests used it in their divinations. Cuba has however the honor of having given tobacco to the world, and, what is more remarkable, of having retained the reputation which it acquired of being the island in which it was grown in perfection. The Spanish called the roll of "herbs" tobacco, which name has since come to be applied, with slight variations, in different countries all over the world, to the plant itself, though still used in Cuba to designate the completed cigar. In the eighteenth century the now celebrated region of the Vuelta Abajo, was found to produce the best leaf, and from that period, dates the prosperity of Cuba. No other region holds in combination, such elements of successful cultivation, as that comparatively restricted district, known as the Vuelta Abajo. The entire section covers but a small portion of the province, being perhaps 100 miles in length and twenty-five in breadth. Scarcely any of the "vegas" or tobacco farms, occupy more than thirty-three acres, and, as their local appellation indicates, are mostly

in low and damp localities, or along the margins of rivers. Here the tobacco plant flourishes luxuriantly. The plant grows to a height of from six to eight feet, being carefully divested of all superfluous leaves, that the resultant product may be finer and stronger. With the experience derived from ancestral tradition, the planter watches the plants throughout the season, carefully prunes and buds, wars against the numerous insect foes, and guides his pet production to development. It is said, that he can produce tobacco of whatever strength or quality he desires, and it is this constant care, that, combined with the soil, and climate of the Abajo, that sustains the world wide reputation, which the product of that section has acquired.

"Tobacco of the best quality," says a Cuban expert, "such as is produced in the choicest vegas of the Vuelta Abajo, is known by its even tint of rich dark brown, and freedom from stains, burning freely when made into cigars with a white or brown ash, which will remain sometimes on the cigar, until it is half smoked without falling off."

In Many Countries.

Tobacco is now however cultivated in most parts of the world, the warmer countries producing the best. One of the most highly esteemed varieties is N. Macrophylla, as grown in Maryland, and which is also known as Cuban or Manila tobacco; its leaves are broad and its flowers a reddish purple. The Virginian plant also ranks high; it grows 4 to 8 feet high, bearing large leaves, and pinkish flowers of a trumpet shape, followed by two lobes full of innumerable, small, fine seeds. A smaller plant N. rustica, sometimes called green tobacco, with greenish yellow flowers, and roundish leaves, is more hardy, and is the chief source of

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

McDOUGALL'S

CLAY PIPES

THE BEST IN THE WORLD.

D. McDOUGALL & CO., Glasgow, Scotland.

If you desire to increase your business buy your

**PIPES, TOBACCO, CIGARS,
BISCUITS AND CONFECTIONERY**
from

JOS. COTE

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

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

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

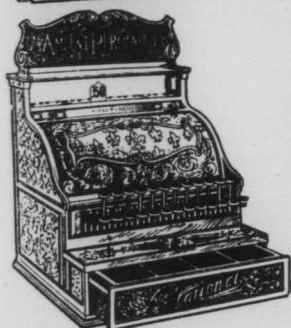
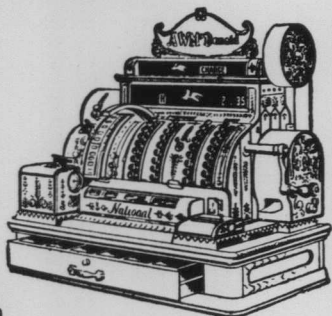
**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



They Pay!



Ask the Man
Who Has
One!

Guaranteed the Cheapest
Registers on Earth

THE NATIONAL CASH REGISTER CO.
Corner Yonge St. and Wilton Ave., Toronto, Ont.
F. E. MUTTON, Canadian Manager

TRY
A
CANADIAN GROCER
WANT
AD.

IF you want a new clerk.
IF you want to rent your store.
IF you want a situation.
IF you want to sell your store.
IF you want to buy a store.

THEY
BRING
RESULTS

See page 69.

Are You Keeping Your Tobacco Stock
Up-to-Date ?

IF NOT—WHY NOT ?

“Tuckett’s Special”

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

The Handling of Fish Attended With Profits

Brazilian, German, Hungarian, and East Indian growths, but is mostly used for cigarettes.

There are altogether about forty named species, but the above are the only kinds extensively cultivated, although the names and flavors of tobacco and cigar productions imported, are very numerous, as also are the registered titles given to fancy brands, in this country. They are nearly all sweetened, colored, flavored and perfumed artificially.

Excellent leaf is grown in Sumatra, and is used chiefly for cigar wrapping. In Colombia, the plant is cultivated extensively. At one time the cultivation of tobacco was extremely profitable in England, but the flavor of the production has been so inferior, that the products of other countries have supplanted it in its own market. Tobacco is a powerful narcotic, sedative and emetic. Its deleterious properties depend on the presence of nicotine, one of the vegetable poisons known, and of which ordinary Virginia tobacco contains from 6 to 7 per cent. What will suit one class of customers is very distasteful to others. The consumption steadily increases.

Tobacco in Canada.

Canada has during the last quarter century done much toward the production of tobacco, and with gratifying results, as each year the consumption of native tobacco is increasing. During the past ten years, the popularity of Turkish and Egyptian tobaccos has increased wonderfully. Cigarette smoking has increased proportionately to a greater extent than any other branch of tobacco consumption.

THE TRAVELER'S HOME.

When on the road the commercial traveler depends for his home upon the proprietors of the hotels he patronizes. If they do not look after his wants properly he suffers many inconveniences. That is why knights of the grip always go to that hotel which best caters to their wants. This explains the wonderful success of Ottawa's fine Cecil Hotel, the commercial traveler's hotel. Up-to-date in every particular, not one modern convenience which is conducive to the comfort of the commercial traveler is forgotten. In the centre of the business district; near the railways, most convenient in every way, no wonder it is patronized. The proprietor, Walter B. Walby, for seventeen years spent his time in learning the good lesson in leading Canadian hotels. He saw the want for a really first-class hotel in Ottawa that would cater to the commercial traveler particularly, and the Cecil was established. That the boys recognize his efforts to make as near an approach to home as possible for them in Ottawa—comfortable and convenient quarters and an excellent cuisine service—is amply evidenced by the growing number of them who make the Cecil Hotel their headquarters when in the Capital city.—adv't.

NO HARM DONE.

"Pop," "Yes, my son." "Do you think coffee does any harm?" "No, my boy, I do not." "I'm glad of that, for I've just spilled a lot on my shirt."—Yonkers Statesman.

Interviews With Grocers in Ontario Indicate That Where Reasonable Care is Exercised, Money can be Made in the Fish Department—Neglect in Advancing Sales Means Loss—The Trade Developing in the Dominion.

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

That dealing in fish, fresh and salt, has been a profitable investment is shown by interviews published below, which were obtained by Grocer correspondents in all parts of Ontario with retail members of the grocery trade. Some attention, of course, is necessary to this department to make it successful and the more attention paid the better will be the investment.

Lent in Lindsay.

Lindsay, Ont.—Lindsay is a good fish town. That fact is made evident by the large number of sales made by the merchants in Lindsay, especially at this time of the year—the Lenten season.

Whether the demand is increasing, is difficult to estimate offhand, because merchants differ in their opinion as to this. When interviewed by your correspondent they had the following to say:

Jos. Brown.—"I have to have the fish on hand to compete with other merchants, but at the same time, I have several customers. I sell a lot of fish to the farmers."

Spratt & Killen do a large trade at all times and just recently got in 15 kegs. They have a good farm trade.

A. L. Campbell.—"Well, the trade is not as good as it has been in past years. This is the Lenten season, but nowadays there are so many fancy dishes that the fish trade is none too good, and the farmer doesn't take home the large amount he used to at one time when he bought the salted fish by the barrel—but it is different now. The farmers are getting beyond their old-time customs. Why, there are lots and lots of farmers who eat very little pork at all to-day. Yes, there is money in handling fish, but not a great deal."

J. E. Adams, of Adams Bros.—"Our fish trade is good. Of course, we handle fish all the year round, but we handle a line in the winter that we don't handle in the summer. We do an exceptionally large trade in Lent season."

John Fleury.—"Yes, we handle the finny tribe and have many customers."

Profit for St. Kitt's Grocers.

St. Catharines, Ont.—The grocers of this city and vicinity are handling only such lines of fish that do not require anything in the line of special fixtures or appliances for handling successfully. A splendid trade is being done in finnan haddie, codfish in packages of various sizes, Labrador herring and salmon trout. A few have handled oysters, but report only with small success.

The varieties of fresh fish are sold almost exclusively by Joseph Hodgins and Jno. Ross, the fish dealers of King Street.

That a good business is possible in the line of fresh fish by grocers or butchers who will give a little special attention was proven by the manager of the local branch of the Wm Davies Co., Limited. He had a large galvanized pan made to fit one of the store windows and in this displays of fresh fish are made. These displays are as attractive as possible and the various cuts of fish have the price tickets attached. Invariably the supply of fish is soon disposed of at prices that show an average gross profit of from 25 to 35 per cent.

Fish Business Growing.

Berlin, Ont.—Interviewed by The Grocer on the question of dealing in fish in connection with groceries, C. B. Dunke, of Dunke & Co., said he did not think they should be given too much prominence unless in a place reasonably separated from the grocery proper. In this, of course, he had reference to cured fish. Dunke & Co. handle fish, but do not push the department very strong, keeping the stock back in their warehouse and selling on demand.

The handling of fish has grown to quite large proportions in connection with the grocery business of Beck & Schell. Mr. Schell, when interviewed, attributed it to the fact that they are particular always to keep their stock fresh, receiving daily shipments. The result was a continual growth in demand and it helped the rest of their business as well, although he would prefer to have better facilities for handling fish than was possible within the limited premises of the store.

Make Money in Winter.

London, Ont.—With the advent of the Lenten season fish became a chief article of diet, and realizing that, London grocers feel it incumbent upon themselves to meet what at this season is a popular demand. As a rule the retail grocers of this city all handle fresh fish, but less salt fish is carried by them than was once the case. Does the selling of fish pay? was a question your correspondent put to several local grocers a day or two ago, and their answers were all pretty much to the same effect. Harry Ranahan, ex-president of the Retail Grocers' Association, said: "So long as the weather keeps cold there is fair profit in such fish as haddies, smelts, etc. The trouble is that as a rule grocers have not proper facilities for keeping and handling fish. If properly handled there should be good money in the fish business."

E. J. Ryan spoke of the difficulty of keeping and handling fish, especially when the weather is so changeable as it has been this winter. Mr. Ryan complains of the small size of the haddies brought here this year. Sometimes a 15-lb. box will contain no fish larger than 1½ lbs., while the popular demand is for haddies from 2 to 3 lbs. He suggests that the number of fish in each

box be marked on the outside so that the retailer might know what he is buying.

Some Care Must be Taken.

Brantford, Ont.—The bulk of the fresh fish trade in Brantford is handled by the fish dealers and the fruit stores. There is only one grocery during the summer season, which makes a specialty of fresh fish and that is the Cash Bargain Grocery, of which Fred C. Harp is proprietor. Mr. Harp says that there is only one way to handle fish successfully in the summer time and that is to have a proper place for packing it. Mr. Harp has a specially constructed fish box, lined with zinc, and connected with the sewer, which saves emptying the ice water. When the fish arrive they are carefully packed in this box by placing a layer of broken ice between each layer of fish. This insures them keeping perfectly and going to the customer in A1 condition.

Mr. Harp finds it a very profitable line and a help in bringing purchasers to the store who would not otherwise come, the following grocers handle a quantity of frozen fish during the cold weather: J. Peachy, Arthur Coulbeck, G. S. Winter, Son & Co, and R. Hartley.

Nearly all of the other grocers handle smoked fish such as haddie, bloaters, ciscoes, etc., and a large number, especially during Lent, handle the kegs of Labrador herring, salmon trout and white fish.

Very little of the large codfish is sold here, the trade mostly desiring the one-pound bricks or two-pound boxes.

Are Sometimes Neglected.

Barrie, Ont.—When asked if handling fish was a paying investment, Frank Wiseman, butcher, remarked that he found it profitable in the lines he carried. He confines his fish trade to Georgian Bay trout and whitefish.

James Vair and J. M. Bothwell both handle fresh fish in summer and when the product arrives in good condition they make a good margin. The past two or three weeks have shown a large increase in the consumption of fish owing to Lent and the comparatively low prices prevailing. Steak halibut and red salmon, for example, could be bought for 12½ cents in the piece this year, whereas in other years the price would be 20 cents. Therefore, the people are buying more fish than ever and merchants dealing in fish are obtaining the profits.

There was one merchant interviewed who claimed that fish was not a good investment. The reason was that he did not push the sale of them. He purchased a couple of kegs of pickled fish and put them in the cellar where no person could see them.

Addition to the Business.

St. Thomas, Ont.—Egan Bros. have handled fresh and salt fish for more than 20 years and believe it pays to do so, more particularly as it brings additional business.

Butler Bros. have also carried a full line of fresh and salt fish and have facilities suitable for the trade—glass in boxes, etc., and they state it is profitable to do so.

J. A. McCance carries at all times a full line of fresh fish and possesses suitable fixtures for making a proper and

clean display of them. This materially assists their sales.

W. E. Ross also handles fresh and salt fish, particularly in their season, as his trade demands, and he deems the business profitable.

People Getting Educated.

Bracebridge, Ont.—Your correspondent interviewed Hutchison Bros. regarding the sale of fish and they say that the demand is increasing. They find fish one of the many profitable lines to carry.

Andrew Gillespie, of Armstrong & Gillespie, says that the trade in fish is a profitable one. Mr. Lacey claims that fish is now part of his business, and Melville Ross, of Ross & Co., also speaks with vigor in favor of the fish trade. Jos. G. Meyers also claims it is with the paying departments in his store. E. J. Kirk, of Kirk Bros., states that the fish trade means a lot of extra trade and could not do without that line of goods. They find the sale increasing year by year.

One thing is certain, said Peter Hutchison, of Hutchison Bros., the people of Bracebridge and surroundings are beginning to realize the value of fish on the table, and judging from reports received his statements bear considerable truth.

R. A. Lawson says that he never went into the fresh fish trade very heavy, but handled the year round salted varieties and found them profitable.

BY ARBITRATION.

The Method by Which Business Disputes Are Settled in France.

A short time ago the Grocer referred to the benefits that might arise from the settling of disputes of business men by arbitration. Apropos to this is the system prevailing in France as reported by Alphonse Gaulin, Havre, will prove interesting. He says:

In France all disputes relating to commercial transactions may be submitted to the local tribunals of commerce. These tribunals have exclusive jurisdiction in cases where the amount involved does not exceed 1,500 francs (\$289.50) and original jurisdiction in other cases, where their decisions may be reversed by the civil court of appeals of the district; but the parties may agree before hand that the decision of the tribunal will be final, and such agreements are binding. The judges of these tribunals are elected every two years by the merchants of the district, and are generally chosen from business men who have graduated from law schools. The Havre tribunal enjoys the highest reputation, and its impartiality towards all concerned has never been questioned.

The procedure is very simple. The services of solicitors are not required as in the civil courts. It is not even

necessary that the parties should be represented by attorneys. The suit is begun by the issuance of a writ of summons, which is served on the defendant. A written statement of the case is filed by the plaintiff on the return day of the writ, and the tribunal fixes the delay within which the defendant may enter his plea. Technical questions are generally submitted to one of these experts, or arbitrators, appointed by the tribunal. The report of these experts may be set aside, but this is a very rare occurrence. All cases are usually disposed of within a few months after they have begun.

The charge for the preparation and service of a writ of summons is \$4.80. The fees of experts vary with the importance of the case. The State also levies a tax dependent upon the amount for which judgment is rendered, but all the above-mentioned costs have to be paid by the losing party. Moreover, if the parties accept the report of the experts before judgment is rendered, no tax is levied.

Trade disputes are occasionally submitted to arbitrators selected in the usual manner; but this is not a compulsory proceeding and a preliminary agreement must be entered into by the parties.

An excellent window display may be made or marred by the lighting. The light should be on the goods, not out in the street or back in the store. Study lighting effects a little. It will pay.

Don't always be complaining about "Just my luck." Dig in and make your own luck. The man who waits for Dame Fortune to come and drag him up on top of the pinnacle of success will have a weary wait.

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

**DAWSON'S Banner Brand of Jams,
Marmalades and Jellies is the very best.**
THE DAWSON COMMISSION CO., TORONTO

Oranges, Valencias, case.....	4 60	4 25
" Large.....	4 50	4 75
" California navels.....	2 75	3 25
" Messina bitter oranges.....	2 25	2 50
Lemons, Messina.....	3 75	3 00
Bananas.....	1 75	2 25
Grape Fruit, Florida, box.....	4 03	4 75
Pineapples, Florida, crate.....	4 25	4 50
Strawberries.....	0 60	0 85

VEGETABLES—The price of potatoes seems to be a fixture all winter. With the excellent crop of last summer, and the mild winter weather to bring them out, they should be cheaper. The first car of Florida tomatoes has arrived and will be sold at \$4 a crate, or 75 cents a small basket. Onions are dearer. Cucumbers at 25c each, and asparagus at \$1 a bunch looks like eating money.

Beets, Canadian, bag.....	0 45	0 50
Parsnips, per bag.....	0 55	0 60
Potatoes, Ontario, per bag.....	0 75	0 80
" sweet, hamper.....	2 00	2 25
" Bermuda, per bushel.....	3 50	3 50
" per barrel.....	10 00	10 00
Lettuce, Boston head, doz.....	1 25	1 25
Onions, Canadian, dried, bag.....	1 15	1 25
" Spanish, crate.....	4 75	5 00
" small crate.....	1 75	1 75
" Bermuda, per case.....	4 50	4 50
Tomatoes, California, small basket.....	1 00	1 00
" per case.....	5 80	5 80
" Floridas.....	4 00	4 00
" small.....	0 75	0 75
Carrots, per bag.....	0 45	0 50
Cabbage, Florida, new.....	3 50	3 75
" Canadian, old, per barrel.....	2 25	2 25
Cauliflower per case.....	4 00	4 00
California celery, per case.....	6 50	7 00
Florida cele y, per half case.....	3 25	3 25
Turnips.....	0 35	0 40
Radishes, per dozen.....	0 40	0 45
Spinach, per bushel.....	1 50	1 50
Egg plant, per doz.....	3 00	3 00
Green peppers per doz.....	1 00	1 00
Cucumbers, per dozen.....	2 75	3 00
Asparagus, per bunch.....	0 90	1 00

FISH—A jolly fish man, delighted with the active demand for fish, says that the people are just waking up to the fact that fish are much cheaper than meat, and even more wholesome and more nourishing. The fish market has never been so satisfactory. Prices are steady and yet firm. The summer frozen stock is rapidly diminishing, and very little fresh caught stock is coming in. Haddies are very scarce.

Herring, medium, per 10.....	0 04	0 05
" sea, per 1.0.....	1 00	1 25
" lake, per keg.....	4 00	4 25
Whitefish, frozen.....	0 09	0 10
Trout.....	0 49	0 10
Whitefish fresh caught.....	0 13	0 14
Trout.....	0 13	0 14
Cod.....	0 07	0 08
Cod, fresh caught.....	0 07	0 07
Hallibut.....	0 09	0 09
Haddock, frozen, per lb.....	0 07	0 07
" fresh caught.....	0 07	0 07
Sea salmon, Silverside.....	0 13	0 13
" Steelhead.....	0 05	0 06
Pike.....	0 08	0 09
Pickeral, yellow.....	0 08	0 09
Herring, Dighy, smoked, bundle 5 boxes.....	0 85	0 85
" Kippered, 15-lb. box.....	1 25	1 25
Smelts, per pound No. 1.....	0 09	0 10
" extra.....	0 12	0 14
Oysters, Long Island.....	1 50	1 50
" medium selects.....	1 75	1 75
" extra.....	1 85	1 85
" shell, per 100.....	1 50	1 50
Finnan Haddie, smoked, 15-lb. package.....	0 07	0 08
Boneless cod, quail on toast.....	0 05	0 05
" Imperial.....	0 05	0 05
" steak.....	0 07	0 07
Shredded cod, doz.....	0 90	0 90
Acadia, 24 packages, 1 lb. box.....	3 12	3 12
" 12 packages, 2 lb. box.....	2 40	2 40
Acadia cod, crate.....	2 40	2 40
" tablets, box.....	1 60	1 60
Bloaters.....	1 15	1 25
Quails.....	0 08	0 09
Catfish, dressed.....	0 10	0 10
Gold eyes.....	0 05	0 05

CATALOGUES AND BOOKLETS.

THE HAM AND NOTT CO.—A clearly illustrated catalogue has been issued by The Ham and Nott Co., Brantford, Ont., manufacturers of grocers' and butchers' refrigerators. This company make some two hundred varieties of refrigerators. The illustrations in the booklet show distinctly the various chambers that are for use and the reading notices explain how they are made and the benefits of them.

FLORIDA TOMATOES

First direct car to reach Toronto this season.

Fancy Hard Ripe Tomatoes can be re-tailed at 20 cts. a lb. at a GOOD PROFIT

**CALIFORNIA and FLORIDA CELERY
FLORIDA NEW CABBAGE
GRAPE FRUIT, STRAWBERRIES and All the
Leading Delicacies**

**WHITE & CO., Limited
TORONTO and HAMILTON**



RESOLVED

that it's true "The wise man may be wiser to-day than he was yesterday and to-morrow than he is to-day." Order now my Lemons—you'll be wise—repeat your order you'll be wiser. Hand your customers the happy come-back. Uniform Pack. Extra Fancy.

BUSTER BROWN

FOLLINA BROS.
Packers: Palermo, Italy.

W. B. STRINGER
Can. Agent: Toronto.

ANOTHER CAR of

Celebrated "Golden Orange" Brand WASHINGTON NAVELS

just arrived. They are now at their best and prices reasonable.

FANCY RIPE BANANAS

We are headquarters for Fancy Bananas.
Fresh car every week.

**Hugh Walker & Son
Guelph, Ont.**

FISH FISH FISH

SEA HERRINGS—\$1.00 per 100 count

Other lines in proportion

Call us up on phone or write us

BEACON BRAND OYSTERS

The **F. T. JAMES CO., Limited**

FISH and OYSTER Distributors

Church and Colborne Streets,

Toronto

Brunswick Brand Sardines in Oil



Brunswick Brand Sardines are caught in the waters of the famous Passamaquoddy Bay.

The Sardines from these waters have a flavor distinctly their own, and they are known everywhere for their unvarying excellence.

These Sardines are packed in our factory by skilled help, and find their way to you, Mr. Grocer, in the regulation 100- $\frac{1}{2}$ cases.

Brunswick Brand Sardines in Oil have been giving particular satisfaction for years.

They have helped many a grocer to build up his trade, not alone in canned fish, but also in other lines as a result of getting consumers into the store to buy the fish.

Why Not Profit Yourself By Selling Brunswick Brand? They Sell Freely, Being Well Known—See That You Carry a Stock.

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.

FISH for LENT!

FRESH FROZEN
SALMON
HALIBUT
WHITEFISH
PICKEREL
CODFISH

SALTED AND SMOKED
LABRADOR HERRING
B. C. SALMON
SKINLESS COD
BONELISH CODFISH
HADDIES AND BLOATERS

LARGE BRIGHT SEA HERRING

"SEALSHIPT" AND BULK OYSTERS.

All kinds of fish in season.

Every day in the Year.

NEW PRICE LISTS MAILED ON REQUEST.

LEONARD BROS.

Youville Square

Near Customs House

MONTREAL

"The largest Fish Warehouse in Canada."



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by
the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chausse & Co.

Managers of
Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street

Montreal

Phone M. 3938

*For
Lent
Sell*

Quaker Salmon

The best on earth

Talls \$2.00

Flats \$2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - 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.

**ALLISON
Coupon Books**

They systematize business, make credit customers easy to handle, and prevent the loss of many a dollar.

They are now successfully and profitably used in every corner of the United States, and their fame has spread to all quarters of the earth.

HOW THEY WORK

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



For sale by the Jobbing trade everywhere.
Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority.

The Beardwood Agency

313 New York Life Building
MONTREAL



**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.



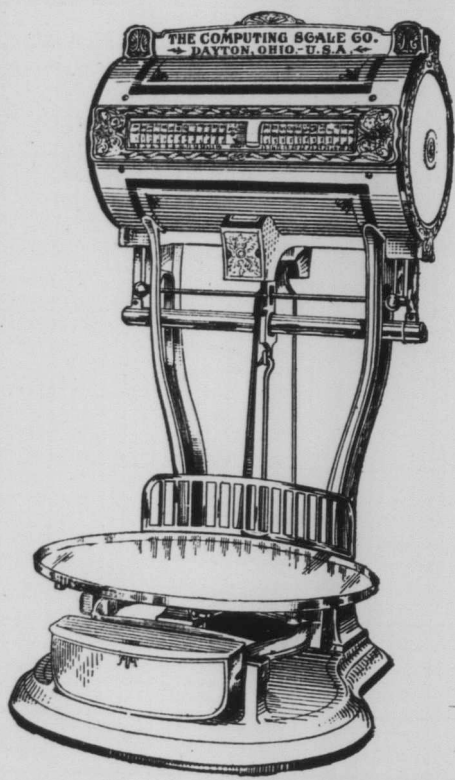
**THIS IS
SOMETHING THAT YOU NEED**

It is useful, convenient, saves time, temper and trouble and is out of the way. No live grocer is without McGregor's

PATENT BAG HOLDER

Write us for prices

KILGOUR BROS.
19 Wellington St. West, - TORONTO



DAYTON MONEYWEIGHT SCALE
NOTE THE LOW PLATFORM

Overweight Problem Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

—accurate, reliable, durable.

- Gives the exact weight for the exacting dealer.
- Gives the exact weight to all customers.
- True as steel and built for a lifetime of exact weighing.
- Weighs to an ounce, computes to a cent.
- Low platform—only 8½ inches from the counter.
- Our Automatic scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.
- No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

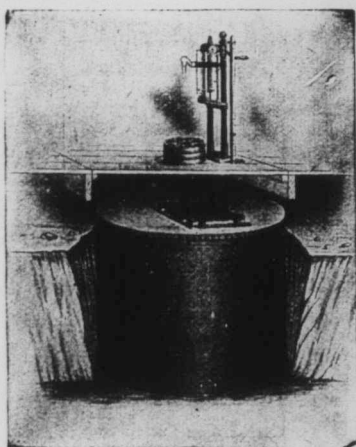
THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.



Cut 6—Under the Floor Outfit

Turn Your Losses into Profits

Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 5046. Write to-day.

S. F. Bowser & Co., Ltd.

66-68 Fraser Ave., - - TORONTO

If you have an old Bowser and want a new one, write for our liberal exchange offer

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation,

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 25
1-lb. tins, 4 " "		0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
5-doz.	12-oz.	3 40
1-doz.	24-lb.	10 50
1-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
4 " "	15 " "	1 55
2 " "	16 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
2 " "	6oz.	Per case
1 " "	12 " "	\$4 55



ROYAL BAKING POWDER

Cases.	Sizes.	Per Doz.
Royal—Dime		\$0 85
1 lb.		1 40
6 oz.		1 95
1 lb.		2 55
12 oz.		3 85
1 lb.		4 90
3 lb.		13 60
6 lb.		23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per Doz.
Cleveland—Dime		\$0 85
1 lb.		1 33
6 oz.		1 90
1 lb.		3 45
12 oz.		3 70
1 lb.		4 65
3 lb.		13 20
6 lb.		21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—		
1 lb. tins, 2 doz. in case		\$1 20
1 lb. " 2 " "		0 80
1 lb. " 4 " "		0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—		
1-lb. tins, 3-doz. in case, per doz.		2 00
1-lb. " " " "		1 " "
1-lb. " " " "		0 8 " "

Blue.

Keep's Oxford, per lb.		\$0 17
In 10-box lots or case		0 16
Gillet's Mammoth, 1/2 gross box		2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.		
Force, 36s.	\$4 50	Gusto, 36s. \$2 85
Korn-Kinks, 37s, 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 Wheat

White Swan Wheat	per doz.	\$1.40
White Swan Flaked Rice	per doz.	\$1.
White Swan Flaked Peas	per doz.	\$1.



Chocolate and Cocoa.

Perfection, 1-lb. tins, per doz.	\$4 10
Perfection, 1/2 lb. per doz.	2 40
Perfection, 1/4 lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 37
Solu le 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 bins, kegs, etc.	
Unsweetened Chocolate—	
Plain Rock, 1/2 & 1/4s, 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 & 1/4s, 12-lb. boxes, per lb.	\$1 40
Queen's Dessert, 5s, 12-lb. boxes	0 40
Vanilla, 1-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8s	0 30
Royal Navy, 1/2 & 1/4s, boxes, per lb.	0 33
Diamond, 7s, 12-lb. boxes, per lb.	0 24
" 1/2 & 1/4s " " "	0 25
" 1/2 & 1/4s " " "	0 28

Icings for cake—
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 2-doz. in box, per dozen 0 90

Confections—

Milk chocolate wafers, 5-lb. boxes	Per lb. 0 35
Maple luds, 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 33
Nonpareil wafers, No. 2, " "	0 25
Chocolate singer, 5-lb. boxes	0 39
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 35
" " 2s, 5-lb. boxes, lb.	0 28
" " 2s, nonpareils " "	0 30
Ginger, 5-lb. boxes, lb.	1 35
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BEWSDORF'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case, per doz., \$ 90

1 " " " "	2 40
1 " " " "	4 75
1 " " " "	9 00

EPF'S.
Agents, C. E. Colson & Son, Montreal.
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb. 0 85
Smaller quantities 0 87

JOHN F. MOTT & CO.'S
R. S. McIndoe, Agent, Toronto,
Arthur M. Loucks, Ottawa,
J. A. Taylor, Montreal,
Jos. E. Huxley, Winnipeg,
R. J. Bedlington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.



Elite, 10c size (for cooking), doz. 0 90

Prepared cocoa, 1/2 & 1/4s 0 28
Prepared 1/2s 0 28
Mott's breakfast cocoa, 1 90 per dz.
" breakfast cocoa, 1/2s. 0 38
" " " " 0 38
" No. 1 chocolate, 1/2s. 0 32
" Navy " " 0 29
" Vanilla sticks, per gross 0 60
" Diamond chocolate, 1/2s. 0 24
" Plain choice chocolate liquors 0 32
" Sweet Chocolate Coatings 0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1/2, 1/4, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins.	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins.	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

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 28		
1 lb. " "	0 27		
1 lb. " "	0 25		
1 and 1/2 lb. packages assorted	0 27		
1 and 1/2 lb. " "	0 27		
1 lb. packages assorted in 5 lb. boxes	0 28		
1 lb. " "	0 28		
1 lb. " " in 5, 10, 15 lb. cases	0 30		
Bulk—			
In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Bbls.		
White Moss, 4-c. variety	0 10	0 11	0 11
Best Shredded	0 18	0 16	0 16
Special Shred	0 17	0 15	0 15
Ribbon	0 19	0 17	0 17
Macaroon	0 17	0 15	0 15
Desiccated	0 16	0 14	0 14
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Coconut—	
Featherstrip, pails	0 16
Shredded	0 15
In package 2-oz., 4-oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	\$6 00	1 25
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00
Evaporated Cream—		
"Peeries" 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



COFFEES.
EBY, BLAIN CO. LIMITED.
Standard Coffees.
Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32
Nectar	0 30
Duchess	0 28
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
ground	0 17
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

JAMES TURNER & CO. Per lb.

Mocha	\$0 32
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12
PATERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Ladame, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " " "	6 50
Imp. " " " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.60.
Cafe Aromatic—1-lb. amber glass jars, per doz., \$4.
Presentation, with 3 tumblers, \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese - I

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 50
Small size jars, " "	2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Roquefort—

Large size, doz. 2 40
Small size, " 1 40



MACLAREN'S IMPERIAL CHEESE CO. LTD.
Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50	each
Small " " 50	3.60	"
Assorted, cases, 26 small, 12 large	3.85	"

Net 30 days.

Confections

THE COWAN CO., LTD.

Cream Bars, 60s, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 35
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon Book—Allison's.
For sale in Canada by The Eby Blain Co. Ltd Toronto, C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20.
All same price one or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 34
500 books to 1000 books	34

For numbering cover and each coupon, extra per book 1/2 cent.



Cleaner.

4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & GIE, LTD.
"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz.	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 30 " " 1 " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.
Robinson's patent barley 1-lb. tins \$1 25
" " 1-lb. tins 3 25
" " groats 1-lb. tins 1 25
" " 1-lb. tins 2 25

"Mephisto" and "Purity" Canned Lobsters.

1 flat	\$4 40	4 60
1/2 " "	2 30	2 40
" " "	1 40	1 50

Flavoring Extracts.

SHIRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	3 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
8 " " " "	10 00
12 " " " "	18 00

Discounts on application.

Jams and Jellies.
SATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladame, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz. per doz	2 20
--	------

THOMAS J. LIPTON
Prices on application.

T. UPTON & CO.

Compound Fruit Jam—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
3-lb. tins, 3 doz. in case	0 74
5 and 7-lb. tin pails, 5 and 9 pails in crate	0 07
7 wood pails, 6 pails in crate, per lb.	0 07
20-lb. wood pails	0 08
Compound Fruit Jellies—	
19-oz. glass jars, 2 doz. in case, per doz.	1 00
3-lb. tins, 3 doz. in case per lb.	0 07
7 wood pails, 6 pails in crate, per lb.	0 0

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.

FOR SALE.

A LIVE GENERAL BUSINESS—Groceries, two thousand; dry goods and boots, two thousand; two-storey brick store and basement 22 x 165; rent low; best location in town, population eight thousand; turnover last year over forty thousand; reason for selling, partner died; easy terms. Guilfoyle Bros., Collingwood. (12)

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care **GROCER**, Toronto. (14p)

ONE Taylor Safe, No. 3, in splendid condition. Price reasonable. E. H. Piggott, Midland, Ont.

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "POLYGRAPH" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

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.

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.

SITUATIONS WANTED.

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 296, **CANADIAN GROCER**, Toronto. [12p]

WANTED.

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

WANTED—Three high-class grocery salesmen for large wholesale house in Winnipeg. Men between 25 and 35 years preferred. Must know wholesale business thoroughly, have good road experience and be first-class salesman. Box 300, **CANADIAN GROCER**, Toronto. (12)

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

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

MISCELLANEOUS.

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.

IT PAYS FOR ITSELF—The money you are now losing because you haven't a National Cash Register, would pay for one in a short time. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge St. and Wilton Ave., Toronto, 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)

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.

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

Messrs. Gordon, McDonald & Co., 6-7 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, "Donabie." Codes "A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

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

TRAVELING SALESMEN

EARN BIG SALARIES

From \$1,000 to \$10,000 a year and expenses. If you want to enter the easiest, best paid profession in the world, our free catalogue "A Knight of the Grip" will show you how. We place hundreds of our graduates in good positions with the best firms all over the United States and Canada. Write (or call) for particulars today. Address Dept. 287 National Salesman's Training Association Chicago, Kansas City, New York, Minneapolis, San Francisco. Write nearest office.



The fact that we sold more in 1908 than in 1907 and more in 1907 than in 1906 and the fact that so far in 1909 **IT'S THE SAME STORY, "AHEAD OF LAST YEARS SALES,"** is no matter of luck. It's the legitimate result of a policy that brings every man in our immense factory and every department of our manufacture to the display of the utmost possible skill in stove polish making during nearly fifty years of successful endeavor to please the housekeeper. Just the kind of goods you want to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.



Do You Recognize **Black Knight**

It has been introduced to people all over the Dominion in our extensive advertising campaign. Thus we are helping all grocers to increase their sales in this progressive

STOVE POLISH

which is brilliant, lasting and easily applied. In these three essentials it pleases the housekeeper, and constitutes the brand of goods you want to push.

The F. F. Dalley Co., Limited,
HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.



Canada's Leading Metal Polish

Contains no acid or grit.
Preserves metals.
Works easily and quickly.
Imparts brilliant and lasting lustre.
Will not injure the hands.

Royal Polishes Company, Montreal

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glasco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

BLACK JACK

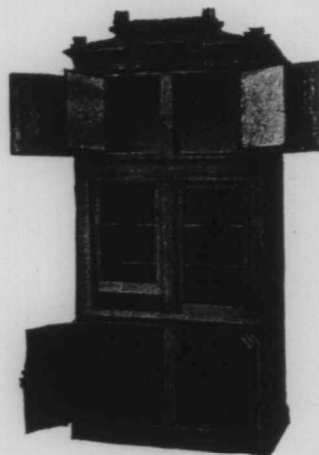
QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg
Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of **Molassine Meal**, and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

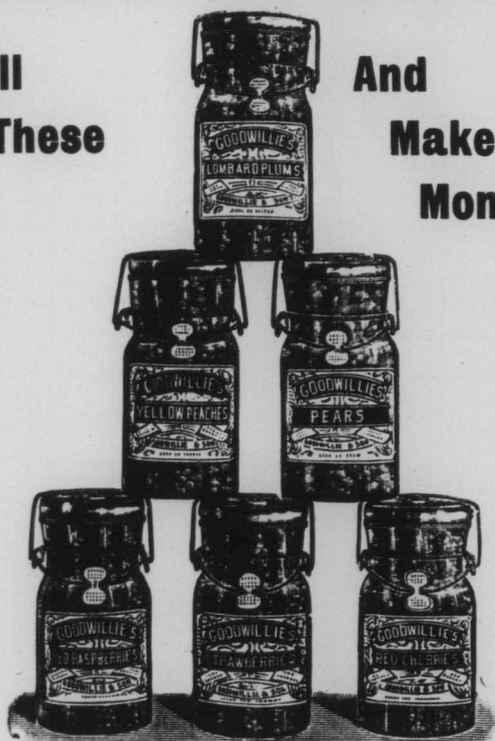
A food which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square - - MONTREAL

Sell These And Make Money



"SIMPLY DELICIOUS" IS THE VERDICT INVARIABLY GIVEN

Agents: Rose & Laflamme, Limited
Montreal and Toronto

WAGSTAFFE'S

Fine old English
Pure Orange Marmalade
Season 1909, now ready.

WAGSTAFFE'S Jams, Jellies and Sealed Fruits

are better than the imported.
Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers
HAMILTON

50-lb. wood pails..... per lb. 0 07
Pure assorted jam, 1-lb. glass jars, 2 doz. in case..... 0 06 1/2
doz. in case..... 1 75

Jelly Powders
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case, Contains 4 doz. \$3.60
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..... 5 25
Five cases, or over..... 5 15



List price
"Shirriff's" (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.... \$0 10 1/2
4-bbls. 0 10 1/2
Tubs, 80 lbs. 0 10 1/2
20-lb. Pails. 2 20
20-lb. tins.. 2 10
Cases 3-lb.. 0 11 1/2
5-lb.. 0 10 1/2
10-lb.. 0 10 1/2

F.O.B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. 80 40
Fancy boxes (36 or 50 sticks)... per box 1 25
"Ringed" 5-lb. boxes... per lb. 0 40
"Acme" pellets, 5-lb. cans... per can 2 00
" " (fancy boxes 60) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans... per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" " 30 5-lb. cans... 1 50
"Purify" licorice 10 sticks... 1 42
" " 100 sticks... 0 75
Duice large cent sticks, 100 in box... ..

Lye (Concentrated)

GILLETTE'S PERFUMED. Per case
1 case of 4 dozen..... \$3 60
3 cases of 4 dozen..... 8 50
5 cases or more..... 3 40

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
5 and 7 lb. tins.

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz. in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Sbradded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application

Mince Meat

Wetthey's condensed, per gross net... \$12 00
" " per case of 3 doz. net..... 3 00



ST. CHARLES CO. DENSING CO.

PRICES:
St. Charles Cream family size, per case..... \$4.70
Ditto, hotel. 4.90
Silver Cow Milk 5.00
Purity Milk... 4.70
Good Luck... 4.00

Mustard

COLMAN'S OR KEENS
D.S.F. 2-lb. tins..... per doz. \$ 1 49
" 4-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Dunham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... " 0 45
F.D. 4-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-pia. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75

THOMAS J. LIPTON
Prices on application

Soda
COW BRAND



Case of 50. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per cas
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

THE CANADIAN GROCER
LITTLE HELPS or GREAT HELPS?

"Every little helps"—yes it does.

But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

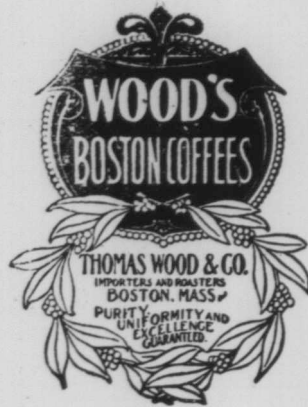
However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

—greatest helps for the beginner, greatest for the ripe trader.

"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salesrooms:
No. 428 St. Paul Street, MONTREAL



Soap and Washing Powders.
A. F. TIPPET & CO., Agents.
Maple soap, colors per gross \$10 30
" " black " 15 30
Oriole soap " 17 30
Gloriosa soap " 18 30
Straw hat polish " 18 30



3 doz. to box \$3 45
6 doz. to box \$6 90
30 days.



1 Box Price \$1.00
5 Box Price \$3.90
Freight paid on 5 box lots.

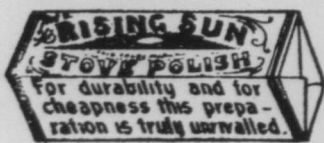
Starch

EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches— per lb
No. 1 White or blue, 4-lb. carton. \$0 07
No. 1 " " 4-lb. " " 0 07
Canada laundry 0 15
Silver gloss, 4-lb. draw lid boxes. 0 08
Silver gloss, 4-lb. tin canisters. 0 08
Edward's silver gloss, 1-lb. pkg. 0 07
Kega silver gloss, large crystal. 0 06
Benson's satin, 1-lb. cartons. 0 07
No. 1 white, bbis. and kegs. 0 06
Canada White Gloss, 1-lb. pkg. 0 06
Benson's enamel per box 1 50 to 3 00
Ordinary Starch—
Benson & Co.'s Prepared Corn. 0 07
Canada Pure Corn. 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10
" " " " or blue, " " " " " "

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40 lb. \$0 06
Ame Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 06
Finest Quality White Laundry—
1-lb. Canisters, cases of 48 lb. 0 06
Barrels, 300 lb. 0 72
Kegs 100 lb. 0 40
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 08
4-lb. toy trunks, 8 in case. 0 08
4-lb. crumpled tin canisters, 8 in case. 0 08
Kegs, ex. crystals, 100 lb. 0 07
Brantford Gloss—
1-lb. fancy boxes, cases 36 lb. \$0 08
Canadian Electric Starch—
Boxes of 60 fancy pkgs., per case \$ 90

Stove Polish.

Rising Sun, 8-oz. cakes, 1-gross boxes \$8 50
Rising Sun, 8-oz. cakes, gross boxes 4 50
Sun Paste, 1lb. size, 1-gross boxes. 10 00
Sun Paste 5c. size, 1-gross boxes. 5 00



JAMES' DOME BLACK LEAD
6a size Per gross \$2 40
2a " " " " " " 2 50
NICKLE PLATE STOVE POLISH.
Pints 2 90
Quarts 5 40
1/2 gallons 5 10
1/4 gallons 4 80
gallons 4 50

Syrup.

EDWARDSBURG STARCH CO., LTD.
"Crown" Brand Perfection Syrup.
Barrels, 600 lbs. 0 034 per b.
Half-barrels, 350 lbs. 0 034 " "
Kega, 150 lbs. 0 034 " "
2-gal. pails 25 lbs. 1 25 each
3 " " " " 1 75 " "
Plain tins, with label— Per case.
1 lb. tins, 2 doz. in case 2 40
5 " " " " " " " " 2 75
10 " " " " " " " " 2 85
40 " " " " " " " " 2 80
(5, 10 and 20 lb. tins have wire handles.)

Teas.

THE "SALADA" TEA CO.
Wholesale Retail.
Brown Label, 1's and 1/2's \$0 25 \$0 30
Green Label, 1's and 1/2's 0 27 0 32
Blue Label, 1's, 1/2's, 1/4's and 1/8's 0 30 0 40
Red Label, 1's and 1/2's 0 34 0 40
Gold Label, 1's and 1/2's 0 44 0 60
Red-Gold Label, 1/2's 0 55 0 80



EMPIRE PACKAGE TEA
Cases 30 and 50 lbs. each—
Black, Mixed, and Green
Ceylon.

25c. 1s, 20c.; 2s, 21c.
30c. 1s and 2s, 23c.
40c. 1s and 2s, 25c.
50c. 1s and 2s, 35c.
75c. 1s and 2s, Vulcan, 50c.
100 lb. lots freight paid.

LIPTON'S TEA
Thomas J. Lipton
75 Front St.
East,
Toronto.



Packed in air-tight tins only.
wholesale retail
Blue label 1/2's and 1's 0 24 0 30
Orange " 1/2's, 1/4's and 1's 0 30 0 40
Pink " 1/2's and 1's 0 35 0 50
Red " Dominion blend, 1/2's and 1's 0 44 0 60
Gold " Afternoon blend, 1/2's and 1's 0 50 0 70



Blue Label, 1/2's 0 21 0 26
Orange Label, 1's and 1/2's 0 23 0 40
Green Label, 1's 0 20 0 25
Brown Label, 1's and 1/2's 0 28 0 40
Brown Label, 1/2's 0 30 0 40
Green Label, 1's and 1/2's 0 35 0 50
Red Label, 1/2's 0 40 0 60
LAPORTE, MARTIN & OIE, LTD.
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf c, 90 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19



BLUE RIBBON TEA CO., TORONTO

Wholesale Retail
Yellow Label, 1's 0 20 0 25
Green Label, 1's and 1/2's 0 21 0 25
Blue Label, 1's and 1/2's 0 24 0 30
Red Label, 1's, 1/2's and 1/4's 0 30 0 40
White Label, 1's, 1/2's and 1/4's 0 35 0 50
Gold Label 1's and 1/2's 0 43 0 60
Purple Label, 1/2's and 1/4's 0 55 0 80
Embossed, 1/2's and 1/4's 0 67 1 00



Wholesale Retail
Pink Label 1's and 1/2's 30c. 40c.
Gold Label 1's and 1/2's 35c. 50c.
Lavender Label 1's and 1/2's 42c. 60c.
Green Label 1's and 1/2's 50c. 75c.
Canisters
Gold Tins, 5's 35c. 1.75 50c. 2.50
Gold Tins, 3's 35c. 1.05 50c. 1.50
Gold Tins, 1's 36c. each 50c. each
Gold Label, 1/2's 18c ea. 36 lb. 25c ea. 50 lb.
Red Tins, 1/2's 35c ea. 70 lb. 50c ea. 100 lb.
Red Tins, 1/4's 18c ea. 72 lb. 25c ea. 100 lb.



MELAGAMA TEA.

MINTO BROS., 55 Front St. East.
Wholesale Retail.
Black, green, mixed, 1/2's 0 70 1 00
" " " " 1 lb. 0 55 0 80
" " " " 1 lb. & 1/2 0 44 0 60
" " " " 1 lb. 0 38 0 50
" " " " 1 lb. & 1/2 0 35 0 50
" " " " 1 lb. 0 30 0 40
" " " " 1 lb. 0 32 0 40
" " " " 1 lb. 0 25 0 30
" " " " 1 lb. 0 24 0 30

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.
Black Label, 1-lb., retail at 50c. \$0 30
" " " " " " " " " " " " 0 31
Blue Label, retail at 50c. 0 23
Green Label, " " " " " " " " " " " " 0 30
Red Label, " " " " " " " " " " " " 0 35

Orange Label, " 50c. 0 42
Gold Label, " 50c. 56

BIDGWAYS.

London, Vancouver Winnipeg and Ceylon.



Wholesale Retail.
Capital Household, 1/2's and 1's 0 30 0 40
Old Cream, 1/2's and 1's 0 35 0 50
50'clock, 1/2's and 1's 0 43 0 60
H.M.B., 1/2's and 1's 0 75 1 00
Bidgways' Standard Bulk Blend in stock at all our branches in Canada.



THOMAS WOOD & CO.
Montreal and Boston.
Wholesale Retail
Wood's Primrose, per lb. 0 40 0 60
" Golden Rod " " " " " " 0 35 0 50
" Fleur-de-Lis " " " " " " 0 30 0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.

Tobacco.

IMPERIAL TOBACCO COMPANY OF CANADA.
LIMITED—EMPIRE BRANCH.
Chewing—Black Watch 5s. 56
Black Watch 11s. 38
Bobs 5s and 10s. 38
Bully 6s. 41
Currency 5 1/2s and 10s. 41
Stag 5s. 38
Old Fox 12s. 44
Pay Roll Bars 7 1/2s. 56
Pey Roll 7s. 56
Plug smoking—Shamrock 6s., plug or bar
Rosebud Bars 6s. 45
Empire 7s. and 10s. 38
Amber 8s. and 3s. 60
Ivy 7s. 50
Starlight 7s. 50
Cut Smoking—Great West Pouches, 7s. 51

JOS. OOTE, QUEBEC.

Cigars
St. Louis (union), 1-20 \$33 00
St. Louis, 1-40 35 00
St. Louis, 1-100 35 00
Champlain, 1-30 35 00
Champlain, 1-40 35 00
El Sergeant, 1-20 55 00
El Sergeant, 1-40 55 00
El Sergeant, 1-100 55 00
Out tobacco.
Petit Havana, 1-12-1-4 0 40
Quassel, 1-4, 1-3 0 65
" " " " " " " " " " " " 0 65
Oote's Choice Mixture, 1-lb tins 0 75
" " " " " " " " " " " " 0 70
" " " " " " " " " " " " 0 60

Veterinary Remedies.

W. F. YOUNG
Absorbine, per doz. \$18 00
Absorbine Jr., per dozen. 9 00
Yeast
Royal yeast, 3 doz. 5 cent. pkgs \$1 10
Gillett's cream yeast, 3 doz. in case .. 1 10

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS

HAMILTON POTTERY

HAMILTON, ONTARIO

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Crescent



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(SODA CRYSTALS (WASHING SODA))

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

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HALIFAX

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Manufacturers of
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Flint Cloths and Papers, etc.
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Watt, Scott & Goodacre, - Montreal

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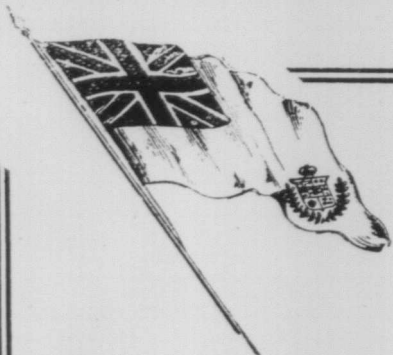
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