

# CANADIAN GROCER

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

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

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

Winnipeg: 511 Union Bank Building

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NO. 13.



## KEEN'S OXFORD BLUE

The only thing necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it **once**—they will buy it **always** thereafter. That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

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

Agents for the Dominion of Canada

## Merit Alone Has Made

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

The leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

# UPTON'S

## Pure

# Jams and Marmalades

In Bulletin No. 194, issued by the Canadian Government, the chief analyst declares Upton's Pure Jams and Marmalades absolutely pure. In addition to this we give you our guarantee that these preserves are put up in season from clean, sound fruit and granulated sugar, and are the finest preserves that can be produced.



Look at these prices and place your order at once, if you want high-grade preserves:

### UPTON'S PURE JAMS AND MARMALADES GUARANTEED FINEST QUALITY

16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.	16 oz. Glass 2 doz. in Case.	5 lb. Pails 8 Pails in Case.
Raspberry Jam....\$1.90 per doz.	50c. per pail.	Peach Jam.....\$1.70 per doz.	45c. per pail
Strawberry Jam... 1.90 "	50c. "	Plum Jam..... 1.80 "	40c. "
Black Currant Jam. 1.90 "	50c. "	Assorted Jam..... 1.75 "	48c. "
Red Currant Jam.. 1.70 "	45c. "	Grape-fruit Marmalade. 1.60 "	40c. "
Gooseberry Jam... 1.70 "	45c. "	Orange Marmalade.... 1.45 "	37½c. "

*Freight prepaid on five cases or more shipped direct from factory to Windsor, Owen Sound, Collingwood, Gravenhurst, Ottawa, Montreal, and to all intervening points in Ontario. To all other points a freight allowance of 25c. per cwt. will be made.*

TERMS : Net, No Discount

## The T. UPTON CO., Limited,

HAMILTON, : CANADA

## "THISTLE" Canned Fish

Canned Haddies, Kippered Herring and Tunny Fish packed under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "*the finest produced.*"

## SARDINES From Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

A  
MODEL  
**Budget**

good  
for all.

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

## GRIFFIN'S Dried Fruits

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind—nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

## CODOU'S Macaroni

ARTHUR P. TIPPET & CO., Agents

Montreal



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>E. H. BOWEN</b> Manufacturers' Agent and Broker SHERBROOKE, QUE. Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write im- mediately if you desire to have your line well introduced.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>E. T. BUSINESS.</b> You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. 15 Years on the Ground <b>S. ROBITAILLE &amp; CO., Sherbrooke</b></p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen — 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p><b>JUST ARRIVED IN STORE</b> Shipment from John Gray &amp; Co., Limited, Scotland, of their celebrated Jams and Marma- lade, 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black cur- rant, strawberry and raspberry jam. 1's, glass, marmalade, 7lb. tins Marmalade. We will gladly furnish prices. <b>DOMINION BROKERAGE CO.</b> 73 Front St. E., Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>If you want a price on genuine Fraser River Sockeye, handsome label, to arrive,  WRITE US.</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - - - MAN. Domestic and Foreign Agencies Solicited.</p>
<p><b>WAREHOUSE ACCOMMODATION IN OTTAWA</b> Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities <b>Dominion Warehousing Co., Ltd.</b> 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO  NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A.B.C, 5th edition, and private.</p>	<p><b>TRACKAGE PROPERTY Storage Warehousemen and Distributors Prout, Simpson &amp; Co.</b> WINNIPEG, MAN. Open for a few good lines</p>
<p><b>CLARE, LITTLE &amp; CO., WESTERN DISTRIBUTORS</b> Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p><b>J. W. SNOWDON</b> Manufacturers' Agent 413 ST. PAUL STREET MONTREAL</p>
<p>An inch space in this de- partment costs 77 cents per week or \$40.00 per year.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. E sta blished 1886.</p>	<p>If you are looking for trade with Irish mer- chants there is one paper that can put you in touch with buyers, and that is <b>The Irish Grocer, Drug, Provis- ion and General Trades Journal.</b> 10, Garfield Chambers, Belfast, Ireland</p>

## Pancake Time

With the advent of new MAPLE SYRUP your customers will be eating Pancakes.

### Remember

the best pancakes are made from

## "PICKANINNY"

## Pancake Flour

How is Your Stock?

**The Western Milling Co.**

TORONTO

J. F. EBY, President

HUGH BLAIN, Vice-Pres.

## New Maple Syrup

IN STOCK.

"Anchor" Brand

Small's "Standard" Brand

"Pride of Canada" Pure

We have a complete stock of all sizes and special proposition on 5-case lots

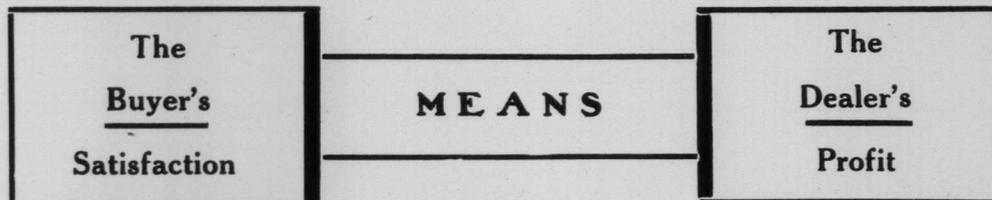
GET OUR QUOTATIONS.

**EBY-BLAIN, LIMITED**

Wholesale Grocers

TORONTO

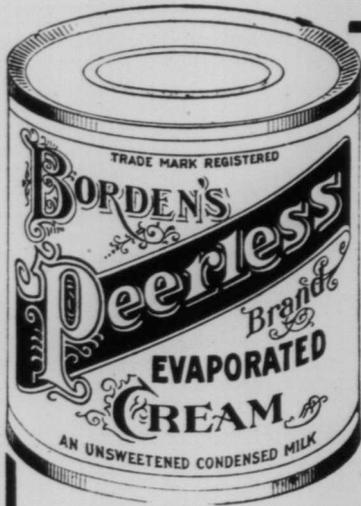
**HERE IS A VERY IMPORTANT POINT  
FOR YOU TO CONSIDER IN  
BUYING AND SELLING  
TEA**



SUCH CONSIDERATION WILL LEAD

You to stock **"BLUE RIBBON TEA."**

**THE BLUE RIBBON TEA COMPANY, LIMITED**  
MONTREAL, CANADA



UNSWEETENED

# Borden's Brands Do Build Trade—

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

Always keep Borden's Brands to the front.

## Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

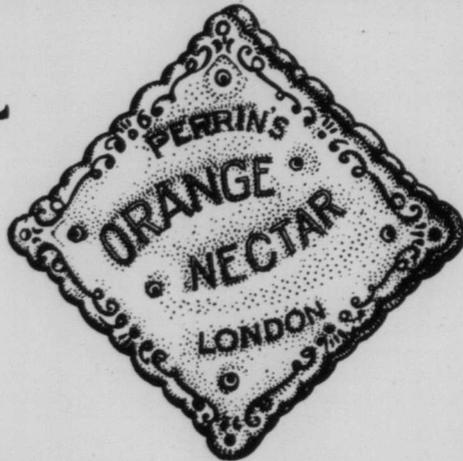
Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.



# ~ PERRIN'S ~

Our latest delicacy

ORANGE



NECTAR

# BISCUITS

LONDON

Ask traveler for sample

CANADA

# “AYLMER” JAMS, JELLIES PRESERVES, etc.

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

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

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

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

## CANADIAN CANNERS

Limited

HAMILTON, - CANADA

# E. & T. PINK

London                  England

STAND FIRST FOR PURE FOOD PRODUCTS

Jams  
 Marmalade  
 Candied Peel  
 Confectionery  
 Pickles      Pepper      Spices

FOR PRICE LISTS APPLY TO THE FOLLOWING AGENTS :

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

FRED COWARD  
1 Grandview Ave.  
TORONTO

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

J. W. SNOWDON  
413 St. Paul St.  
MONTREAL

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

## A 1 SAUCE

This sauce has been delighting the palate for 100 years, and is still giving a zest and relish to the plainest and richest fare.

As a merchant you are interested both in quality and profit. You'll find both satisfactory.

A1 Sauce will repay you well for any trouble you may go to in giving it prominent display and asking your customers to try it. Sample it yourself, though, first.



GENERAL AGENTS :

THOS. O. BAXTER, 27 Front St. E., Toronto

H. HUBBARD, 27 Common St., Montreal

R. T. TINN, 337 Hastings St. W., Vancouver

We also make a full line of Meat Extracts, Essences, Soups and Potted Meats

**BRAND & CO., Limited,** Purveyors to H.M. the King **London, England**

**PROFIT 33 1/3%**



**WHY IT PAYS TO PUSH**

# Campbell's SOUPS



Not only do you make a splendid profit on CAMPBELL'S SOUPS, but you make it EASILY and OFTEN, because their quality, backed by our steady advertising, makes them sell fast. We help you work up this profitable trade. Write us for our window-dressing material. Make an extra effort to increase sales of CAMPBELL'S SOUPS, because nothing will pay you so well for your trouble.

**JOSEPH CAMPBELL COMPANY, Camden, N.J.**

ROSE & LAFLAMME, Ltd., 400 St. Paul St., Montreal, and 65 Front St. East, Toronto, Canadian Selling Agents  
"21 KINDS—LOOK FOR THE RED AND WHITE LABEL"

## What "McCray" Means on a Refrigerator



**I**T means it will *reduce your ice bill* because of superior construction (built to last), superior insulation (keeps the warm air out), and superior circulation of air (keeps inside dry.) When you get a **McCray Refrigerator** you've got the B-E-S-T refrigerator you can get. Instead of an "ice-eater" that permits perishable goods to spoil on your hands you'll have a perfect refrigerator that *preserves* such goods with the smallest possible consumption of ice and also *increases their sale by displaying them attractively.*

To learn *why* this is so and *how* a **McCray Refrigerator** works send us a postal card with your name and address and ask for "Catalog No. 66." It describes McCray Grocers' Refrigerators especially, and you will find it full of valuable hints.

**McCray Refrigerator Company**

131 Lake Street,

KENDALLVILLE, INDIANA

# Stop That Leak!

The profit leakages in your business caused by error or oversight can be entirely avoided by using a

## Dayton Scale

THE SCALE THAT PAYS FOR ITSELF

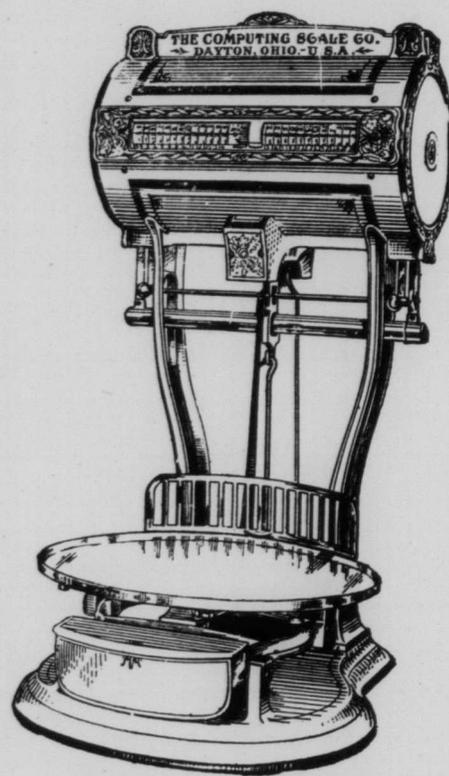
No poises to move, no weights to lift, automatically shows the weight and value. The "Dayton" will strengthen the confidence of your trade, knowing they are not subject to loss by mistake.

An absolute guarantee goes with each scale.

Drop us a card and we will send you full particulars.

**The Computing Scale Co. of Canada, Ltd.**

164 King Street West, TORONTO



Dayton Moneyweight Scale.  
Note the Low Platform.

A  
MONEY  
MAKER  
FOR  
YOU

## PACKARD'S MON-AMI WATER- PROOF BOOT POLISH

IT  
GIVES  
YOU  
104%  
PROFIT

### Mon-Ami

gives the quickest, brightest most lasting and waterproof SHINE to all leathers.

List Price, \$9.00 per gross.

Discount in 1 gross lots, 25%. Less quantities, list price.

Terms 5 / 30 days.



### Mon-Ami

is put up in the largest 100. box made.

It is the LATEST and BEST discovery in Boot Polish. Try a sample gross and you will "come again."

MON-AMI is only one of our complete line of Boot and Shoe Polishes. Write us for complete price list.

EVERY PACKAGE GUARANTEED

**L. H. Packard & Co., Limited**

**Packard Building, Montreal**

Manufacturers of High Grade Boot and Shoe Polishes

# Canada Will Have a Knox Gelatine Factory

Grocers of the Dominion want so much KNOX GELATINE —because their customers want it—that we're going to make it in Canada. This will enable **us** to make quicker deliveries and **you** to make more profit, because we're going to give **you** the benefit of our saving. KNOX GELATINE commands a good price and sells steadily because of its quality. It will pay you to recommend it to your customers.

**Chas. B. Knox Company**  
**JOHNSTOWN, N.Y.**

MR. GROCER: Now is the time you are ordering your

## NEW PACK LOBSTER

In this class of goods you want nothing but what will give your customers absolute satisfaction. Insist on having

## ICE CASTLE BRAND

We absolutely guarantee this to be head and shoulders above any other brand packed, being extra choice quality only.

## BEAVER BRAND

is guaranteed equal to any other brand (with the above exception) packed in Canada, being a straight pack of very high quality.

**J. W. WINDSOR**

Packer of the Largest Variety of Canned Goods in Canada - **MONTREAL**

# Berkel's Improved Slicing Machine



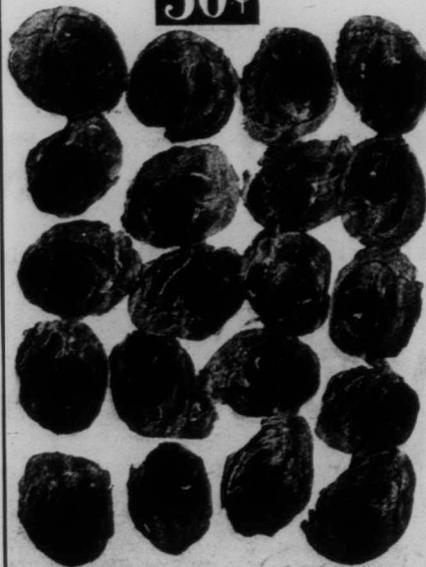
**BERKEL'S** Latest Improvement **Patent Knife Guard** to protect operators from accidents by thoughtlessly getting their hands against the circular knife. The only slicing machine in the world that has this protection.

**BERKEL'S** is the machine with the **Patent Automatic Sharpener**, by means of which the keen cutting edge on the knife is constantly maintained. The only machine with an automatic sharpening device. Simply press the Carborundum wheel shown in the cut above the knife downward and it strikes the knife edge at just the proper angle, a few turns of the wheel and your knife has an edge like a razor.

## Will Slice Boiled Ham and Bacon Down to the Last Ounce

We call attention to the photographic production of two plates of boiled ham, there is just **one pound** of ham on each plate, it was all cut from the same piece, the **eight** slices on the right hand plate were cut with an ordinary knife, while the **twenty** uniform slices on the left hand plate were sliced on a slicing machine. This is an average result. The difference can be more or less marked according to the skill and time given the hand cutting, however the machine **never can vary**, the customer is **always protected** by dealing where there is a **BERKEL'S Improved Slicing Machine**. Dried Beef can be sliced thinner, quicker and better on **BERKEL'S** than any other made. The **BERKEL'S Improved Slicing Machine** is now used by Grocers, Butchers, Department stores, Delicatessens, Hotels, Restaurants, Hospitals, Educational Institutions, Steamship and Railway Companies, Charitable Institutions, Penal Institutions, the Army and Navy, Soldiers' Homes, etc. **BERKEL'S Improved Slicing Machine** can be set to cut **automatically** (14) different thicknesses, from 1-40 of an inch up to 3/4 of an inch, "it cuts bread or meat equally well," requires no skill to operate and will slice **perfectly** more meat or bread in **twelve** minutes than the most expert cutter can slice by hand in an **hour**. While it is a hand machine, for several years many packers, as well as grocers and marketmen who do a large sliced meat business, have been running their **BERKEL'S Improved Slicing Machines** by mechanical power. Enough pieces of bacon can be put on this machine to cut 300 slices a minute. This should be of interest to those who put up bacon in boxes, glass or tin cans.

30¢



30¢



PLEASE WRITE FOR CATALOGUE

CANADIAN SALES  
AGENT:

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

# From Top to Bottom

of this list each and every article is benefitted by a liberal use of BON AMI, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of BON AMI.

Therefore you run no risk in ordering BON AMI. It is bound to sell, because every one wants it.

CAN BE HAD FROM ANY WHOLESALER  
FROM OCEAN TO OCEAN

**Cases of 3 doz., \$1.19 per doz.,  
or \$14.28 per gross**

F.O.B. wholesaler's shipping point.

**Lots of 5 gross, \$13.48 per gross**

Delivered to any railway station from Halifax  
to Vancouver.

Terms: Net 30 days.

Agents in Canada

**HUDON, HEBERT & CO.  
LIMITED  
MONTREAL**

The most liberally managed  
firm in Canada.



**GLASS and  
PORCELAIN**

Windows  
Mirrors  
Show Cases  
Lamp Shades  
Chimneys

**METALS**

Brass  
Nickel  
Copper  
Tin  
Silver  
Gold

**CELLULOID**

**MARBLE**

**WORK**

**WOOD**

**WORK**

**OILCLOTH**

**PAINTED**

**SURFACES**



# "PRIDE OF CANADA" Maple Syrup and Maple Sugar

NOW BEING DELIVERED



**THEY ARE MADE  
IN MAPLE GROVES**

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

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

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

**"Pride of Canada"**



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

**The Maple Tree Producers' Association**

**WATERLOO, - QUE. LIMITED**

Montreal Office: 58 Wellington St.

Toronto Office: 512 Dundas St.





**ATTRACT TRADE  
TO YOUR STORE**  
BY USING  
**TOLEDO SCALES**  
NO SPRINGS  
HONEST WEIGHT GUARANTEED

Customer's Side

Customer's Side

Made in Canada  
105 Styles and Sizes  
Adapted to all kinds Stores  
PRICES \$40 UP

**THE HIGH PRICES OF EATABLES**

Have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful Toledo Springless Mechanism which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

**NO WAITING—NO ERRORS**

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

**YOU CAN GET THESE ADVANTAGES**

Write us and learn how profitable it would be to you to get a profit-increasing and trade-bringing Toledo Scale. We make allowances for some scales in part payment for Toledos. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

CANADIAN FACTORY, WINDSOR, ONT.

**TOLEDO COMPUTING SCALE CO.**

Makers of Honest Scales, TELEDO, O., U.S.A.

Offices in all Large Cities  
Look in Telephone Directory

OUR  
**Kandy Kid**  
PLANT

was completely destroyed by fire Thursday, March 24th. We will be in operation in **THIRTY DAYS AGAIN**, and solicit your orders for delivery about that time.

Why not place future orders

**NOW?**

**Clyde Fuller & Bro.**

WINDSOR : : : ONTARIO

**YOU**

can make sure of your full share of the family soap trade—a very considerable item—if you are handling

Honestly  
Made



Guaranteed  
Pure

Here's a list of  
**RICHARDS**  
Profitable Soaps

Quick Naptha  
Soap

Snowflake Soap  
Chips

Ammonia Powder

100% Pure Lye

Toilet Soaps

**Your Business Barometer**

will stand at "SET FAIR" if you are handling goods which bear the stamp of quality!

In no department is this of such vital importance as in your sardines.

You will have no anxiety on this score if you handle—

**King Oscar**  
BRAND  
**SARDINES**

the purest, sweetest and best packed fish on the market.

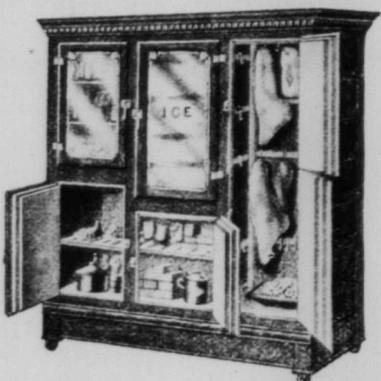
Canadian Agents

**J. W. BICKLE & GREENING**

(J. A. Henderson)  
Hamilton - Ontario



By Special royal permission



**QUALITY**

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

Sold by leading hardware dealers, or write to us.

**HAM & NOTT CO.,**  
Limited  
BRANTFORD CANADA

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

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

*Write for prices*

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

**PYRAMID FLY-CATCHERS**  
ARE NOT PERISHABLE

Have double the surface of a sheet of fly paper.

Last three times as long as fly paper.  
Cause no annoyance and catch more flies than any other device.



**PYRAMID FLY CATCHER**

PRICE PER HUNDRED, \$3.50

Samples on Application.

**WM. H. DUNN**  
MONTREAL AND TORONTO  
General Import Agent for Canada.

*Redpath*

is

**Canada's Standard**

for

**Refined Sugar**

---

Manufactured by

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

**Strength and Purity Are What Count**  
in the sale of Flavoring Extracts. And for the last quarter of a century, Mr. Grocer,

**Shirriff's Flavoring Extracts**

have proven the highest in those qualities which tell of superiority and speak satisfaction every time a bottle is uncorked.

**IMPERIAL EXTRACT CO.,**

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



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

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

AGENTS

W. H. Escott, 141 Ballantyne Ave. East, Winnipeg  
R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

J. W. Snowdon, 413 St. Paul St., Montreal

We are open to do business on easy consignment terms

Write our Agents for Particulars

## DID YOU EVER

come across a woman who wasn't  
glad to save labor on wash day?

Sell her

# A SEPTO

Soap Powder The Enemy of Dirt

Asepto will lighten her labor and  
earn for you the housewife's  
goodwill.

Order to-day through your wholesaler

Agents: **Rose & Laflamme, Ltd.**  
MONTREAL

Asepto Mfg. Co. - St. John, N.B.

## Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS  
TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East



**Repeat Orders** is the story of all Grocers  
who handle

## Canada First Evaporated Cream

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

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

**Tartan**  
**BRAND**

**THE PUBLIC DEMAND**  
**WAGSTAFFE'S GOODS**

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

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

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

*St. Lawrence*

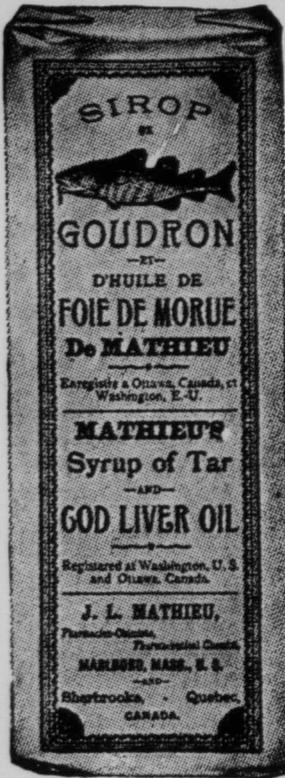
**GRANULATED**

and

**GOLDEN YELLOWS**

Made only from Pure Cane Sugar

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil has a more certain sale than most remedies. It is largely advertised, so that every one is familiar with the name. It has been so successful in effecting cures that every user is a publisher of its excellent qualities. Its sales have increased wonderfully everywhere. It is a sure seller.

**MATHIEU'S NERVINE POWDERS**

are needed wherever colds are attended with pains and fever. See that you are well supplied with both, as the season of Colds is now on.

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

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

## Prince of Wales Pure Extracts

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



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

## EMPRESS BRAND JAMS

20-oz. Glass Jars—1909 Fruit

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

## EMPRESS BRAND

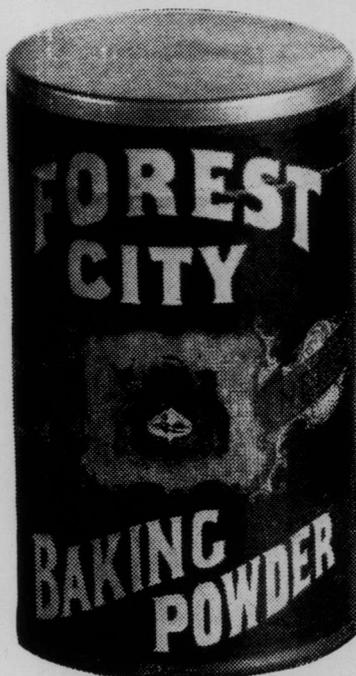
WRITE US FOR PRICES

**Empress Manufacturing Co.**

Limited

VANCOUVER, B.C.

## FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.  
12 oz. " \$1.25 "  
16 oz. " \$1.50 "

Manufactured By  
**GORMAN ECKERT & CO., Limited**  
London & Winnipeg



When she asks for salt she means of course

## WINDSOR SALT

She never thinks of using any other kind, for the very good reason that she knows no other kind is as good as "Windsor" Salt for table or dairy.

Are you prepared to supply her?

**The Canadian Salt Co., Limited**  
WINDSOR, ONTARIO

**WAGSTAFFE LIMITED, HAMILTON**

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910

WAGSTAFFE'S NOW READY

SEVILLE BITTER ORANGES AND BEST GRANULATED SUGAR ONLY.

Exact Reproduction of

**The Most Modern & Up-to-date Fruit-Preserving Factory in Canada**

NO PRESERVATIVES OR COLORING USED WHATEVER

—BUY—

# Star Brand

## COTTON CLOTHES LINES

—AND—

## COTTON TWINE

Cotton Lines are as cheap as Sisal or Manila and much better  
For Sale by All Wholesale Dealers.  
SEE THAT YOU GET THEM.



Saves time,  
Saves money,  
Saves you bags.

Should  
be in every  
grocer's store.

### McGregor's Patent Bag Holder

**KILGOUR BROS.**  
Wellington St. West TORONTO

**Effective**  **Economical**

The Effective Preservation— of your Perishables

No Grocer or Butcher can afford to do business without a **EUREKA REFRIGERATOR.**

### The Eureka Patented System

is an absolute guarantee against **dampness** and **foul air**. Goods will keep fresh in a Eureka longer than in anything else made. This Refrigerator is used by the leading merchants in all parts of the Dominion.

WRITE FOR CATALOGUE

**Eureka Refrigerator Co., Limited**  
56 Noble St., (Near Queen St. Subway) Toronto

## ST. CHARLES EVAPORATED CREAM

The Purest  And Best

**ST. CHARLES CREAM**

Retailers make no mistake in pushing the sale of **ST. CHARLES BRAND**, as orders always repeat. A quick seller and trade-builder. Every can guaranteed.

Manufactured by



### St. Charles

## Condensing Co.

"Manufacturers of quality CREAM"

**INGERSOLL, ONTARIO**  
CANADA



# JAPAN TEAS

Always best value at

## S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

## ADVANCE—OR RETIRE?

—there's no standing still in business

It's lines like H. P. SAUCE that make for progress.  
Good Value, Good Profit and Good Advertising—some of you are doing  
great things through H. P. SAUCE. Now how about you?

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

# H. P. SAUCE

### To Handle Credit Customers Successfully

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

## Allison COUPON BOOKS

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

#### HOW THEY WORK



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

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

## BOWSER Self-Measuring Systems

For Handling Kerosene or Gasolene

Emphasize one feature that is important above all others in the general store—

### CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply become soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil the least odor from hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of the oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

If you are interested, you need only drop a card, asking for Bulletin 5, and you will then receive full information.

S. F. Bowser & Co., Ltd., Toronto, Ontario

What's the use of your tongue, Mr. Grocer?

## AURORA

yourself, and then to tell your customers how good it is! The best that money can buy.

W. H. GILLARD & CO.



Why! For just two things,  
First to try it on

## COFFEE

Retails at 40c. and leaves you a real good profit. Don't miss this chance.

HAMILTON, Branch: Sault Ste. Marie

We make a specialty of

# Maple Flavor

For Manufacturers of Extracts  
Syrups, Biscuits and Confectionery

## STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS - - - CANADA

## STORAGE IN HAMILTON

A new fireproof Storage Warehouse.  
**RACK FACILITIES**  
Every convenience to reduce the cost of handling  
Merchandise  
**IN BOND OR FREE**  
Lowest Insurance  
Experienced Warehousemen  
Accounts Solicited

**Storage and Transfer Co., Limited**  
Hamilton - - - Ont.

### These Little Stores Will Make You Independent

\$500.00 a month is being made from a small investment  
by men operating

#### Red Star Sanitary Peanut Vending Machines

Hundreds of operators of Red Star Vending Machines are making big money.  
Here is YOUR opportunity to get in business for yourself.

**JUST STUDY THESE FIGURES**

Here are the facts. A machine in an average location will sell five pounds of peanuts a week. Five pounds of peanuts will cost 50 cents. The machine will sell them for \$2.00. You pocket the profit of \$1.50 from each machine.  
Suppose you had 40 machines, your weekly income would be \$60.00 a week.  
No other business brings such tremendous returns. Write for our illustrated booklet to-day. It will give you figures that will surprise you.  
Now is the time before the other fellow gets the good locations. Write to-day.

**H. E. WINTERS & COMPANY, Dept. N., WINDSOR, ONT.**



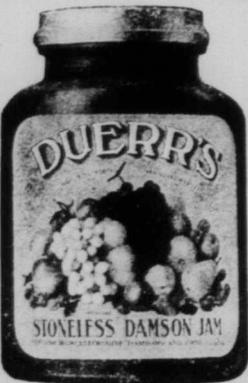

## The White Mop Wringer

always proves a splendid seller, because it does all we claim for it.  
It never disappoints. Wrings drier and easier than any other device.  
Each one sold is YOUR advertisement, creating more sales.

**Watch for TRADE MARK below; it stands for excellence.**

Write for Details. Made in Canada.

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

### BRITAIN'S BEST JAM.

£250 CHALLENGE

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

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

"Samples to be drawn from actual stocks held by grocers.  
"This challenge remains open until Saturday, October 9th, 1909."

*First British Vacuum Jam Factory.*  
**Duerr & Sons, Old Trafford, Manchester, Eng**

"An ounce of caution is worth a pound of cure"

By handling an article with a 15 years' reputation for quality, you are showing a wise caution that is bound to make for success.

## McLean's White Moss Cocoanut

is made only from the finest selected Jamaica cocoanuts, and cleanliness and purity are essential features of its manufacture. Sold through jobbers only.  
We also handle all kinds of supplies for bakers and confectioners.

**The CANADIAN COCOANUT CO., Montreal**

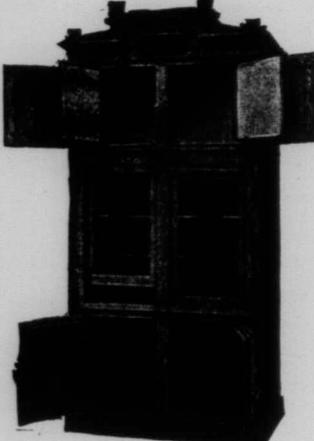
## PRESERVE your PERISHABLES

during the hot summer months by installing an

### ARCTIC Refrigerator

The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption.  
Made for all purposes.

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




## DUST IS A GENERAL NUISANCE

BUT IT CAN BE AVOIDED BY USING

# DUSTBANE

on sweeping day. "Dustbane," moreover, disinfects the room and restores carpets and rugs to their original freshness. The women swear by "Dustbane" when once they have used it. Get them on your side by selling "Dustbane." There's money in it for you.

**Dustbane Manufacturing Co.**  
Boston, - Mass.

Canadian Factories: Winnipeg, Manitoba, St. John, N.B.

**Ask Your Wholesaler for These Goods**

## Tea Hints for Retailers

by John H. Blake

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

Part I deals with :—

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

Part II :—

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

275 Pages

Price \$2.00

Fully Illustrated

MacLean Publishing Co.  
Technical Book Dept.

10 Front St. East - - Toronto



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

## White Dove

BRANDS



## BASKETS

You can make money as well as oblige your customers if you handle our

**Butcher Baskets,  
Clothes Baskets,  
Grain and Root Baskets  
and Patent Strawboard  
Berry Box.**

We can supply all your basket wants and guarantee satisfaction because we guarantee the goods. Orders receive prompt attention.

**The Oakville Basket Co.,  
OAKVILLE, ONT.**

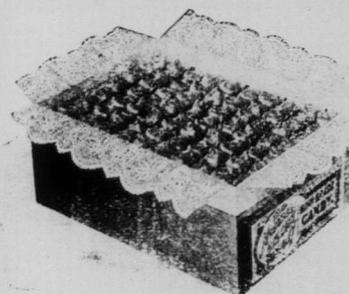


## CHINESE STARCH

The Real Thing in Starch.  
Always gives Satisfaction.

Get Prices

**OCEAN MILLS  
MONTREAL**



## Proof of Quality

Nothing eatable is imitated if it does not prove popular.

Nothing eatable can prove popular unless it possesses quality.

Therefore:

Any article that is imitated must be of highest quality.

Which proves that our

## “CHOCOLATE BORDO”

is of the highest quality.

For it has been imitated by every manufacturer of confectionery in Canada.

When our

## “CHOCOLATE BORDO”

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

To-day! “the woods are full of them.”

But it always pays to stick to the original.

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

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

## The Montreal Biscuit Company

Manufacturing Confectioners

MONTREAL

## THE PEOPLE OF JAMAICA

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

## KINGSTON “GLENER”

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

No Odor

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

411 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.

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# OK

ENGLAND'S  
LEADING  
FRUIT SAUCE

25 years' reputation, and the only  
sauce backed up by a purity guar-  
antee of

1000 GUINEAS

Sells at 15 cents and 25 cents  
BE WARY OF IMITATIONS

# SAUCE

George Mason & Co., Limited

Sole Manufacturers

LONDON, ENG.

Sole Canadian Agents

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

SUB-AGENTS:

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

Before Placing Your Order  
Just See Our

# "BANNER" 1910

MANY UNIQUE IMPROVEMENTS  
MAKING IT UNDOUBTEDLY THE

## Best Cold Blast Lantern in the Market!

FOR SALE BY ALL JOBBERS

**Ontario Lantern & Lamp Co.**  
LIMITED  
HAMILTON, - ONTARIO



# BALAKLAVA BAKED BEANS

Deliciously wholesome, the choicest hand-picked Canadian beans, packed with the tender corn-fed pork which imparts that "Somewhat Different" taste which make our beans distinctive.

Baked in steam ovens, "**BALAKLAVA**" Baked Beans are nut-like, mealy and whole—and always uniform.

Without a doubt the housewife's choice—and consequently yours.

If you have no stock you should  
order a case or two immediately.

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

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

# BULK PICKLES

*Are always in demand*

That is, if you are handling a line that the people like. Our line of Bulk Pickles in one, two and five gallon pails is exceptionally good quality. Only clean, tender vegetable, properly spiced, and pickled in pure, high-grade vinegar is ever used in this line. Write us for prices. Don't put it off—write us to-day.

**Taylor & Pringle Co., Limited, Owen Sound, Ont.**



## The Daily Household Work

entails soiled hands, and

# SNAP

is the preparation you can recommend and sell for cleansing the hands of all grease, dirt, tar or paint. It is easily applied, is antiseptic and beneficial to the skin. Mention SNAP when you are taking the weekly grocery order.

*Buy from your jobber.*

**SNAP COMPANY**

MONTREAL : : CANADA

## The Commercial Account Register

Pays for It-  
self within a  
Few Weeks

Let us send you opinions of Canadian Merchants, some known to you, telling how it does this. Address



**COMMERCIAL REGISTER CO.**

Successors to R. B. Belden & Co.

178-180 Victoria Street - - Toronto, Ont.



## COMES QUICKLY GOES SLOWLY

Two in One is the best selling shoe polish on the market, because it is the best. Guaranteed free from all adulteration and admixture.

*Order to-day.*

**The F.F. Dalley Co., Limited**  
Hamilton, Canada. Buffalo, N. Y.



## Largest Package of Biscuits Made in Canada

Our Meadow Cream Soda Package is the largest made in Canada. That is one reason why this line is having such a run. It does not pay to get something just as good. Have the best.

The W. J. CROTHERS CO., : Kingston, Ont.

### A Great and Growing National Magazine

## Busy Man's

With its April number BUSY MAN'S MAGAZINE breaks all its previous records. Canadians who have not been watching the growth of this magazine will get a big surprise when they see the April number. In size, in illustrations, in the scope of its articles and stories, it now ranks with the leading illustrated magazines on the American Continent.

#### APRIL FEATURES

**Canada's Struggle for Industrial Supremacy.**

By G. M. Murray.

A notable article on the origin and growth of the "Made-in-Canada" movement.

**A Great Canadian Violinist**

By F. M. Atkinson.

An illustrated character sketch of Miss Kathleen Parlow.

**The Impecuniosity of Canada's Rich Men.**

By Arthur Conrad.

Not a scathing denunciation of our millionaires but a sane view of the case.

**Palmer Cox of Brownie Fame**

By C. D. Chown.

The Canadian, who has delighted millions of young people.

#### Four Illustrated Short Stories

**Do we get Enough Nitrogen?**

By Charles E. Woodruff

**How to Attract a New Industry**

By W. P. Fitzsimons.

**How to be Popular**

By O. S. Marden.

**The Making a New Market**

By T. W. Torrance.

#### Four Articles for Women

Numerous Systems and Business Articles.

**FOR SALE AT ALL NEWS-STANDS**

Montreal,  
Toronto.

**Busy Man's Magazine**

Winnipeg,  
Vancouver.

### A profitable line

for every grocer, and one for which there is a constant and increasing demand is



SWEET MIXED  
or  
SOUR  
in  
1, 3 and 5 gallon pails

### Bulk Pickles

But take care that your PICKLE QUALITY is right.

#### "STERLING" BRAND

are true to their name, and are made from the finest and freshest spices and vegetables, preserved in pure vinegar.

Don't overlook this profitable line.

SEND FOR PRICES.

**The T. A. Lytle Co., Limited**

Sterling Road, TORONTO

# DOME LEAD

There is no better stove polish to be had in the world than

## James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

# 75,000 Gallon Pickles in Brine

This is at least one of the largest stocks held in Canada.

**Kegs—1, 5 and 10 Gallon.**

**Bottles—Malt lever tops, and 40 oz. square.**

Write for prices before placing orders elsewhere.

**Thos. McCready & Son, Ltd., St. John, N.B.**

Bonded Vinegar, Pickle and Spice Manufacturers.

## BAIRD'S "Second-to-None" Pickles



So called because they are second to none for value.

No other manufacturer has produced a better pickle at the price, and there are few as good.

GOOD, SOUND  
VEGETABLES  
and  
PURE VINEGAR

Low Price  
High Quality

**JOHNSTON, BAIRD & CO.**  
GLASGOW, SCOTLAND

## GINGERBREAD BRAND MOLASSES

**THE KIND THAT SELLS**

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

When ordering from your wholesaler mention the above brand.

**The Dominion Molasses  
Co., Limited**

HALIFAX - NOVA SCOTIA

## No Automobiles, Tin Spoons, or Crockery Culls

Given Away With

Made of Pure Grape  
Cream of Tartar



Contains no  
Alum

It's all quality

The Only Baking Powder of Established Reputation Selling at a Moderate Price.

**W. D. McLAREN, LIMITED, Montreal**



# The Peddler Is Taking Your Trade

Let us tell you how. During the past few months our representative has been distributing samples of "SALADA" Tea. He collected accurate information as to the kind of tea used by each householder at every house in twelve towns. His figures are interesting and reveal conditions that should arouse the fighting spirit in every retail grocer in Canada. We find the peddler is doing an enormous business in tea. Look at these figures—study them. The peddler's share of the trade was as follows:

Beaverton	26.96%	Port Perry	16.17%	Bowmanville	13.15%
Tweed	22.08%	Sunderland	15.51%	Newcastle	12.92%
Cannington	19.11%	Whitby	15.49%	Colborne	10.93%
Woodville	17.04%	Havelock	14.11%	Norwood	10.56%

Thus you are losing 16.16 per cent. of the total trade. It is being taken away from under your very nose—and remember that these figures apply *only to the town trade*. Conditions are worse in the country. You can never hope to win back the peddler's trade by selling Bulk Tea. You can only do it by educating your customers to buy goods the peddler cannot buy. We can help you. You can help us. Then let us get together and the peddler can be made to disappear, because "SALADA" has a distinctive flavor and freshness that the public like and desire. Our share is to give high quality and value in "SALADA" packages—yours to keep a good stock of "SALADA" on hand, to keep it well to the front and recommend it to your customers. It will mean increasing business for you and will turn many a dollar of profit into your pocket that you are now losing to the peddler.

## The "SALADA" Tea Co. Toronto and Montreal

### 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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	Brand & Co. .... 2		Froeman Co., W. A. .... 10		Snowdon, J. Walter. .... 2
	Brack & Co. .... 6		Fuller, C., & Bros. .... 13	<b>M</b>	Sprague Canning Machinery Co. .... 50
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# Food Standards for Spices Expected About June

Instances of Adulterated Goods Being Sold as Pure to Wholesale and Retail Trade—The Protection Which These Standards Will Give—Where Wholesale Confectioner and Retail Grocer Had to be Shown—Olive Stones for Adulterating Ginger.

It is stated that the Food Standards covering spices will be ready some time in June or probably a little later, and, from information received by the Canadian Grocer regarding fraudulent practices, their advent into Canada cannot come any too soon.

Since Food Standards mean greater protection to the retail trade, which is now held responsible for selling adulterated for pure goods, retailers should welcome the change which will place the grocery trade on a better basis, insuring fairness in competition to all its sections.

Instances, as above intimated, have come to hand demonstrating the necessity for spice standards. It is known that travelers of spice houses have been unable to sell guaranteed pure spices to wholesalers at cost prices and even less simply because they claimed to be getting better prices from other manufacturers for the same goods represented to be pure. In some cases the price was lower by 3, 4 and 5 cents per pound.

A traveler called on a wholesale distributor not long ago to sell him pure ground cloves. He quoted his price but was surprised to learn that it was away away too high, for he was offering it practically at cost.

"But," said the traveler, "you cannot obtain pure ground cloves below the price I quote—what I'm offering you is the pure unadulterated article, isn't that what you require?"

He was told that he was buying pure ground cloves. The spice salesman then requested him to call up the firm from whom he got the price and ask them at what they would sell whole cloves, and if he could secure them below the price quoted for ground cloves or even at the same price, he would be quite satisfied.

## Accepted by Retail Trade.

He was informed that his trade (the retail) accepted what he was offering them, that retailers were quite satisfied and that since the price was much lower he would continue to buy from the same house.

The same traveler called on a large wholesale confectioner who used spices extensively, where he expected an order. He quoted him a price on a guaranteed pure spice, but was laughed at. The confectioner could get it 6 cents per pound cheaper and it was guaranteed pure into the bargain.

He also requested the confectioner to inquire what price he would be quoted for the raw material, stating that if it were not higher than that of the unground spice—and it should have been at least 1½ cents lower if the ground spice were pure—he wouldn't ask him for another order and he would make him a nice bonus into the bargain.

The confectioner agreed. The traveler took a walk around the block, returned, and obtained the order at the first price quoted—6 cents above that of the other

spice house. The confectioner had actually been quoted 3 cents per lb. more than for the ground material and was satisfied that the "pure" goods he formerly was getting could not possibly have been as represented. It was plain to him that a manufacturer could not buy raw material at say 19 cents, grind it, sell it pure at 16 cents and at the same time make a profit.

That confectioner was particular in getting the pure stuff else the house selling honest goods couldn't have made a sale.

## Had to Convince the Grocer.

Here is another instance: A traveler out on the road called on a retail grocer who had practically promised, on the occasion of his last visit, a spice order. When he quoted prices, however, he couldn't sell. The grocer could buy the same pure spices 10 or 15 cents per dozen packages cheaper.

The traveler secured from the grocer's shelf a package of the goods marked pure which he had bought ten cents cheaper, paid the grocer for it, dumped it out on the counter and got one of his own samples from his grip. The grocer objected that samples were not reliable. The traveler then bought a package of his own spice which the grocer happened to have on the shelf and compared the two on the counter. The contrast was so great that he got the order at once and was told that the shipment the grocer had secured from the other house would be immediately returned.

That was a case where a house was permitted to show that its prices were fair if it could only get the opportunity to demonstrate the quality of its goods. But in many cases a fair demonstration is not allowed. The salesman doesn't even get that far. He is merely told that he is getting pure goods at greatly reduced prices and he doesn't want to buy.

The word "pure" is marked on labels of packages containing adulterated goods and quite naturally a merchant will purchase the cheaper goods. This is competition which is unfair and the Food Standards are intended to remove this difficulty.

## Olive Stones for Ginger.

Not long ago in one district in Canada an agent claimed to have sold 3 carloads of ground olive stones for adulterating ginger. There are many things that might be used for adulteration purposes which are not injurious to the health, but few grocers would care to buy a mixture of ginger and ground olive stone and still recommend it to their customers.

It is only proper that if a manufacturer sells a mixture it should be marked "compound" and not "pure." Both the jobber and retailer would then know what they were getting.

Food Standards are intended to make this possible so that before the end of

1910 we may expect to see manufacturers, wholesalers and retailers all on the same basis so far as selling pure and compound spices is concerned.

## D. RATTRAY & SONS' FAILURE.

### Members of Firm Out on Bail and Warrants Issued for Arrest of Others.

Montreal, March 31.—One of the biggest failures which has occurred in Quebec Province in some time, and one that is proving far-reaching in its effects, is that of D. Rattray & Sons, Quebec and Montreal. Total liabilities are placed at \$250,000, and the number of firms who are suffering as a result of the failure includes many prominent houses, as well as five banks. D. Rattray, of the Quebec house, has been arrested, and several warrants are out for the arrest of John Rattray, who managed the Montreal office.

Where John Rattray is to-day no one seems to know. It is rumored that he is in Mexico.

It is several years since Rattrays opened a Montreal office. The firm was highly thought of in Quebec and Montreal for years, and the opening of the Montreal branch was looked on as a sign of progress. For several months past there have been rumors regarding the firm's standing.

Their chief business was in sugars, molasses, nuts and pork. In sugars they did a large business, importing, and under-selling Canadian manufacturers. The market went against them, however, and they lost heavily. They broke the market in molasses, too.

A later despatch says that a warrant has been issued for the arrest of D. J. Rattray, Montreal manager of the firm, by J. A. McLean, of the Canadian Coconut Co., and also one against W. J. Lefebvre, formerly chief clerk in Montreal. The warrant charges the defendants with having received a certain valuable security—an accepted draft for \$174.46—on conditions requiring them to account for or pay the proceeds to a certain bank, and that they have omitted to account for the same and have fraudulently converted the same to their own use.

Lefebvre appeared before the magistrate and was allowed freedom on nominal bail, when he pleaded not guilty. On petition, E. J. Waterson is meeting the creditors at the Court House here to-day.

D. Rattray, Quebec, who was arrested last Thursday, is out on \$4,000 bail. Preliminary investigation will be held in Quebec City to-morrow.

## Retailers to be Heard at Wholesalers' Convention

First Time in History of the Grocery Trade in Canada That Manufacturers, Wholesalers and Retailers Will Unite to Talk Conditions—Date of Meeting Decided Upon and Programme Partly Arranged—A New Era Opening for the Trade.

Toronto, March 31. — As intimated some time ago in the Canadian Grocer, the Ontario Wholesale Grocers' Exchange will meet this year in Toronto, and a feature will be the presence of retailers and manufacturers to discuss trade questions of the day.

At a recent meeting of the Exchange held here, the date of the convention was decided upon, and preliminary arrangements made.

It will open on Monday, April 25th, and will continue over Tuesday, Wednesday and Thursday, and a room to accommodate at least 150 will be secured.

It was decided that at the convention there would be no discussion of individual grievances, but that the discussions and papers would all be on the general policy of the principle of conducting business on good, fair, honest lines, admitting there are evils to overcome, but not specifically stating any individual grievance that a particular house might have.

After the preliminaries incidental to

the opening of such a meeting, which will include the address of President W. G. Craig, Kingston, an important question will be discussed, namely: "Conditions of the trade among manufacturers, wholesalers and retailers, and the educational value of trade meetings," the subject to be introduced by F. T. Smye, Hamilton.

At 2.30, H. C. Beckett will introduce the subject: "Are our relations with manufacturers satisfactory? What the judgment teaches."

At 3.30, Hugh Blain will read a paper on "Declarations—their uses and importance."

"How to preserve the interests of the retail trade," will be introduced by Jno. Dillon, London.

"The cost of doing business," will be another subject for the first day, as well as "transportation difficulties."

Tuesday will be known as Manufacturers' Day, and all manufacturers with whom the wholesale grocers do business are to be invited.

Several important questions are on the slate for this day, including the Contract Selling Plan; discrimination in favor of certain retailers; quantity price and wholesaler's cost of doing business. It is anticipated that this conference will take the entire day.

## Address on Secret Commissions Act.

Wednesday will be devoted principally to retail grocers and will be known as Manufacturers' and Retailers' Day.

At 10 a.m. E. M. Trowern, secretary of the Dominion Retail Merchants' Association, will give an address on "the relation between manufacturers, wholesalers and retailers," to be followed by a discussion. This is an important matter, and it is likely that the entire morning will be used in talking over grievances in the trade.

By special arrangement E. F. B. Johnston, K.C., will address the meeting at 2.30 on Tuesday on "The Secret Commissions Act, and the rights of manufacturers, wholesalers and retailers as defined in the judgment of Guild suit." The entire afternoon will be devoted to this question.

The fourth day will include adoption of by-laws, election of officers and committees, resolution re travelers' holidays, resolution re Christmas presents, etc.

## Things That Shouldn't Be



Frozen Fish Should Not be Separated on the Sidewalk in view of Passers-by Who May be Probable Purchasers.

The Canadian Grocer

Established 1886

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PUBLISHED EVERY FRIDAY

FRUIT TREES AND FROST.

Upon the weather of the next month will depend to a great extent the fruit crops of the coming season.

The warm spell of weather which we have been experiencing during the past two weeks is unreasonable and fruit growers will await with interest conditions in April and during the early part of May. To have a warm March followed by severe cold will certainly be detrimental to the buds of fruit trees and to small plants whose roots are now beginning to awaken after the winter months.

The longer the warm spell lasts the more advanced will be the buds. Therefore if warm weather should last another week it would cause the buds to be still further advanced, and then it would take but a moderate amount of cold to cause considerable damage—in short, the damage, providing frosts do come, will be directly proportionate to the length of time the mild weather lasts and how severe the frosts are.

Statements of Western Ontario fruit growers substantiate this view of the situation; but the question is, has spring come to stay or will we see severe cold weather during April?

The "weather man" in the government observatory at Toronto tells The Canadian Grocer that there are no indications of any serious cold or stormy weather. He says it does not follow that because March is warm that we will have a backward April and May.

In 1878 we had one of the warmest springs on record and it was introduced

by a mild March—just such a one as has been experienced this year.

There will, of course, be periods of cooler weather, he says. We are not yet out of the frost danger zone and some short dips of the mercury are to be expected, but it is not likely they will last.

TO MAKE CIVIL SERVANTS PAY.

Merchants throughout the country will be glad to learn of the introduction of a bill in the Dominion House of Commons to amend the civil service act by making all money due on salaries to civil servants liable to attachment for debts in every province according to the laws in each province.

Merchants should see that the members representing their constituencies support this bill when it comes up for argument. There is no reason why civil servants should be exempt from paying their just debts, when others are compelled to do so by law.

As the law stands at present, it is taken for granted that all in the civil service are honest—a rather broad supposition. But if the amendment to the act goes through it places them on the same basis as the majority of the remainder of mortals.

THE MAPLE SEASON.

Warm weather this week is proving unwelcome to owners of maple groves, who are desirous of having the true sap weather. The run of sap this year is not proving of as long duration as was anticipated, and unless weather conditions change there will be a shortage of maple syrup and maple sugar.

The quality is first-class, better than it has been for some seasons, such of the syrup as has so far been received. Prices are firm.

CANNED GOODS SITUATION.

There is much speculation as to the outcome of the canned goods prices before the new stock arrives.

The most puzzling situation, however, is in canned tomatoes. While all jobbers claim that they are good holdings yet many thought prices would have been raised somewhat higher before this. Canners expected it too, but some are disappointed.

Information secured from a member of the latter indicate that canners as a rule did not put up as many tomatoes as a year ago. Some are 10,000 and more cases short.

Yet jobbers state that tomatoes are easier than they were last autumn, although their stocks are not so large as usual at this season of the year. They claim too that tomatoes are valuable and that the probabilities are they will go up, but that consumption has not been extra large.

Instances are known where retailers are selling portions of their canned goods stock back to wholesalers at a profit and are even selling to their competitors. This applies more particularly to peas and corn.

The salmon market is also firm, almost every jobber being short of his usual requirements—especially the better grades—and the best season for salmon has not yet arrived.

It is expected that by the time the summer salmon trade is over stocks will be extremely light, and, with the short run this year, coming on a bare market, the salmon market will be strong for some time to come.

With regard to canned fruits, business is comparatively quiet owing to the large amount of fruit preserved by housewives last autumn and also to the large supplies of apples that are yet being held throughout the country.

CANADA-U. S. TARIFF AGREEMENT

Canada and the United States have reached a tariff agreement whereby Canada will be placed on the U. S. minimum tariff basis. Canada has agreed to grant reductions on a limited list of 13 items in the general tariff.

The changes affecting grocery articles are as follows:

No. of Canadian Tariff.	Reduced Rates of Duty	Reduction	Value of Imports 1910
94—Dates and figs, dried per 100 lbs.....	55c	7½c	\$125,421
99—Prunes and dried plums, unpitted, raisins and dried currants, per lb.....	2-3c	1-3	728,850
109—Almonds, walnuts, Brazil nuts, pecans and shelled peanuts, N.O.P., per lb.....	2c	1c	175,375
112—Nuts of all kinds, N.O.P., per lb.....	32½	p.c.	494,036
228—Soap, powders, powdered soap, mineral soap, N.O.P.....	27½	p.c.	216,604
287—Tableware of china, porcelain, white granite or ironstone.....	12½	p.c.	2½ p.c.
711—All goods not enumerated in this schedule as subject to any other rate of duty and not otherwise declared free of duty and not being goods the importation whereof is by law prohibited.....			

WHAT TO DO IN APRIL.

During April, grocers as a rule, if their trade is slack put the blame on the fact that their customers are busy doing housecleaning. This, in itself, is a reminder that housecleaning in a grocery store is also necessary during this month and more particularly that it is a time to display brooms, brushes, soaps, lyes, dust-layers, cleansing powders, wall-papers, mops, etc., which are all needed for housecleaning in the homes.

In a grocery store housecleaning means more than merely a cleaning up with soap and water; it means that the whole store should be put in shape for the summer's business.

The soap and water part of it, however, should not be overlooked, for it should reach every part of the entire store, from top to bottom. The stock should have a careful going over, and all goods which are not salable during the summer and especially if they are perishable, should be quickly disposed of.

The refrigerator should have careful attention and a thorough cleaning. Neglect of this may result in much trouble and loss during the summer. Butter, which is the chief article kept in the refrigerator, in fact, which should have either the entire refrigerator or a separate department, is delicate and easily tainted. A perfectly clean refrigerator, free from any possible odor, is absolutely necessary for best results. The water pan, pipes, etc., should be carefully examined, to insure against leakages. The doors should fit tightly to save waste of ice.

The awnings also require attention during the month. A fresh coat of paint and varnish on the store exterior will have a good advertising effect and will be money well spent.

A change in the arrangement of the goods in some cases to give the store a different appearance will also be appreciated by customers. All open bags, boxes, barrels, etc., should be removed as much as possible to give the store a more airy and spring-like character to correspond with warm weather methods.

Improvements for handling fresh vegetables and fruit should be considered, in order to serve them in better condition and also to avoid waste. The delivery wagons also require attention as these are moving round all the time, they are one of the strongest advertising mediums the retailer has in his possession. A dirty, delapidated wagon, a poorly fed, badly groomed horse, and a slovenly looking driver will not invite many new customers, but an up-to-date,

clean looking vehicle, with an attractive horse and a clean, cheerful driver will attract attention and bring trade to the store.

The advertising of hams, shoulders and bacon, and naming prices, will be favorably received by the public, especially in view of the great amount of talk about the high price of meats. If you have a ham and shoulder counter, make a big display. On a table near the hams and shoulders a display of the different sized pails of lard and shortening preparations, might be made, having each kind opened and a neat sign accompanying each. The signs should mention, incidentally, the price, for often people will buy when they see the price who will not otherwise do so. Use the local paper to advertise the sale.

Special attention should also be directed to the sale of seeds in April. Frequently a display of garden seeds in the window will attract farmers to a store who will purchase other goods as well. It is worth while trying.

SPICE STANDARDS IN JUNE.

Work on the food standards for Canada is going merrily on at Ottawa in the Inland Revenue department and the end of 1910 will see considerable progress.

It is reported on good authority that the standards for spices will be finished some time in June. This will be welcome news to retail dealers who are anxious to know what they are getting and who want to be honest in selling to the general public what the general public asks for.

WHY ONE MERCHANT FAILED.

A Toronto grocer gave up business this month. That is not unusual, but the reason why he sold out is: He had a well-built store on a fine corner, to which the trade of several hundred families should easily have been drawn. His store was the first in the district, being built four years ago before the section was built up. The stock was good, no credit was given, the window displays were the most attractive of any store in the neighborhood, and a neat wagon and fine horse were kept in a brick stable on the premises. Everything seemed favorable to success.

But there was one thing wrong—the store service — and it killed all the chances of building up a successful business. The grocer and those assisting him put no heart into their work. Customers were waited upon as a matter of duty rather than pleasure. There was no apparent effort to please, and one by one customers were driven to other stores

where the clerks did not appear to be bored when asked to sell goods and where they would not hear the grocer and his wife passing unfavorable comments upon customers who had just left the store.

The success of a store depends upon many things, but a chain is no stronger than its weakest link and the weak link in this case was store service. Are there any weak links in your chain?

TACT AMONG SALESMAN.

The use of diplomacy in salesmanship cannot be exercised too highly. The salesman who is tactful in handling customers has a great asset in his favor even if he is careless in other things about the store.

Tact is needed in selling groceries probably more particularly than in anything else because foodstuffs are everyday requirements and buying is done so frequently.

It may be an easy matter for a retail grocery salesman to persuade a woman to accept a certain article in preference to another, but if he is tactful he must be sure that that article will satisfy her better. A diplomatic clerk can sell a high quality article where a poorer one is called for and still be sure that it will give better satisfaction. He must be careful, though, not to allow a customer to think that he is trying to make such a sale because there is more profit on it. That would be disastrous.

In many cases it would be a mistake for a retail salesman to sell an article to a customer which could not be recommended when the store was out of what was asked for—especially if he knew that such a customer desired only the best of goods.

The tactful salesman would decline to sell, but would, of course, secure the article desired from some source or promise to have it in stock in a short time—and he would also advise his employer to see that the proper assortment of goods was in stock.

The clerk who watches the clock will never make a success.

Clerks should not loaf in front of the store. It obstructs the show window and is a poor advertisement for the business.

A clerk who isn't capable of selling any article in the store is not a full-fledged clerk, merely an assistant.

What's become of the old traveling salesman that damned every town and cast reflections on the ancestry of everybody that didn't give him an order?—Gibson's Magazine.

When you have all your bills paid and a surplus in the bank your head is higher, your chest is broader, your backbone is stiffer, and you have confidence that helps you to take on greater responsibility.

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c	\$125,421
1-3	728,850
1c	175,375
2½ p.c.	494,036
2½ p.c.	216,604
½ p.c.	

# Practical Methods Used in Retail Grocery Stores

Easter Window Displays in St. John—Western Merchants Keep Close Tab on Markets—Cold Storage in Cellar for Fruits—New Fixtures in a Brantford Store—Another Early Closing Experiment—Watching Dead Beats in Atlantic City.

## Rival Easter Windows.

St. John, N.B., March 31.—That "competition is the life of trade" was evidenced in the Easter window displays of two retail grocers, whose stores are not many blocks apart. One, showing Easter eggs, had a hencoop in the window with the egg producer (a big white Wyandotte) in sight and the legend on a card, "Fresh Laid Eggs." Not to be outdone, the rival followed this lead by a display of eggs surmounted by this card, "Let others have the hen, we have the fresh laid eggs." Both displays were effective.

## Watching Markets Closely.

Winnipeg, March 31.—A traveler recently stated that all grocers on whom he calls are wide-awake men, and are making money because they carefully manipulate their businesses. The cash system is becoming more and more popular, and the mail order octopus is receiving its reward. Merchants are watching the markets and buying at the most advantageous prices. The trade is really in an excellent condition in this section of the country.

## Cold Storage in Cellar.

Port Arthur, March 31.—Campbell & Gibbon, grocers, have moved into a new building 90 feet long by 21 feet wide. They have the whole of the cellar under the building, about 4,200 square feet, for storage room which includes a large cold storage warehouse for fruits, etc., in the hot season.

In the evening and whenever necessary during the day the store can be brilliantly illuminated, four large clusters down the centre of the store carrying most of the lighting burden. The store is well fitted up with modern shelves. New fixtures have been ordered for this store and will be here when navigation opens from the east. An electric coffee grinder has already been installed, while among other novelties that will soon be placed in this store is a modern slicing machine, which will be used in the serving of ham, bacon, etc.

## Fixtures in a New Store.

Brantford, March 31.—With premises more than twice as large as their former store, the J. Forde Co., grocers, are now comfortably settled down in a new business establishment.

The store has exceptional advantages from a lighting standpoint, two large plate glass windows, with two smaller ones, providing an abundance of light. The store is longer in the portion fronting the street, than in depth. The shelv-

ing is of the latest design, the bulk goods being placed in airtight and dustproof bins, to prevent contaminating influences. To the left upon entering is the main counter, with another to the rear. On the right, two show cases of fancy biscuits and fancy confectionery are given a good position. The office is to the rear on the right. A card index system of bookkeeping is employed.

The J. Forde Co. cater to the high class trade of the city, their specialties being the supply of goods for "athomes" and other such festive occasions.

The store front is of mission style, and presents an excellent appearance, which is contributed to by the well dressed windows which in the past have been a feature of the store.

## Early Closing Experiment.

Perth, Ont., March 31.—Perth stores have been closing at 6 p.m. every night in the week except Saturday evenings since January 1st. Beginning last week though they were back to the old plan closing only Monday, Wednesday and Friday at 6 p.m. The every night closing was tried as an experiment during

the winter months. It worked out all right, daily sales keeping up as well as usual during those months.

N. E. Dodds, Gore St., turns his spare time during the winter season into money. He has been quite successful this winter in making a number of varieties of "Home Made Candy." This candy finds ready sale at a good profit.

## "Red Book" for Atlantic City.

Atlantic City, N.J., March 31.—"Dead beats" who refuse to settle accounts with local merchants are to be listed in a special "Red Book" to be issued by the Credit Bureau Association of merchants connected with the business league.

Members of the league are under contract not to extend credit to any persons whose names are on the list and officials of the bureau report that scores of delinquent debtors have paid old debts rather than chance the list.

J. A. McLean, of the Canadian Coconut Co., Montreal, who has been laid up from an injury to his foot, has recovered and is again at work.

## ASSOCIATION ARRANGES WINDOW COMPETITION.

Vancouver, B.C., March 30.—An interesting display competition is being carried on by the Vancouver Retail Grocers' Association, which gives an incentive to clerks to exercise the faculties they have along the line of making a window attractive.

In the first place, the names of wholesale firms that handle particular classes of goods were put into a hat. A wholesale provision firm was pulled first, and the first display was of its goods. Next week it will be someone else, and so on. Only four members of the association entered into the competition, but it is expected that with a local firm's goods to be displayed on the next occasion that many more will enter. Not only that, but more interest will have been aroused in the contest.

Judges of the windows were W. J. Haddock, of the produce firm of Parsons & Haddock; H. Leslie Maclean, tea buyer and blender for W. J. McMillan & Co., being representatives respectively of the general wholesale produce men and the grocers, with R. B. Ben-

nett, of The Canadian Grocer, as third man.

The A. & C. Grocery took an easy first; the London Grocery's Fairview branch, second, and the London Grocery on Granville street, third, the prizes being \$15, \$10 and \$5. Frank Wright, the other entry, had the best color scheme, but fell short on other points.

To give opportunity to all alike, the merits of the windows were judged on three conditions: First, effectiveness as regards sales; second, ideas shown, and third, general attractiveness—50 points for the first and 25 each for the others. The judges agreed that in all one vital point was lacking, namely, a price card. The winner of the competition had the best opportunity, for in the centre was a whole hog, and the effectiveness of contrast, since the price of the animal has gone up, was lost. These displays should create a considerable local interest, not only in the goods, but also in the association.

## Stores

## Merchants' Troubles in Collecting Small Debts

**With Present Laws, Accounts of \$5 or under Cannot be Collected Without Greater Expense Than they are Worth, Says Winnipeg Merchant—What the 'Small Debt Court' was Intended to do and How Legislation to Secure it was Blocked—Troubles in Garnisheeing Wages.**

Winnipeg, March 31.—The collection of small accounts was one of the subjects treated at the business banquet of the Western Retail Merchants' Association mentioned in last week's issue. The address was given by A. G. Lowman, provision merchant, Winnipeg.

"Look back over your small accounts that no law will allow you to collect and you will be assured that the subject is worthy of consideration," he said.

"The law as it stands now is too clumsy to bring it into operation for the enforced payment of small accounts, or any account under or about five dollars. To sue or garnishee is of no avail.

"An instance came to my notice recently of a merchant who sued for a small account. Summons was issued four times and all were ignored. The fifth time the magistrate ordered a gaol term, and within one hour the wife of the accused produced the amount due and the cost of the court. The amount was not worth the trouble to get it.

**Cannot Sell for Cash.**

"Some might say, why not sell for cash and no bad debts will arise? A family provision trade cannot be run on a cash basis. We must have monthly credit accounts. The cash customer is not loyal, but will run everywhere for goods.

"Now a furniture man has a lien on goods he sells for credit, and the furniture is his until it is paid for. But it would be a useless endeavor for the provision merchant to have a lien on the goods he sells. We are after a feasible policy. We should be protected against the delinquents who rob us, and whose debts we often forget in order to help them out. We want a legal law rather than a moral law to protect us. How to get redress has been admitted by the attorney-general and the premier of this province to be a large question—in fact, too large to permit of any immediate remedy.

"The exemption act works seriously against the retail merchant in this matter. The act was made years ago to apply to the settler in the province, who had to have food irrespective of his ability to pay for it. It was all right for a time and for a certain class, but it is absurd that it should be effective in a city. A few merchants about six years ago asked for a repeal of the exemption act, but it was ignored. We lacked the prestige to urge it through.

**The Small Debt Court.**

"About the same time the merchants of Winnipeg, through a local member of parliament, were to introduce the small debt court idea before the legislature, but the Trades and Labor Council blocked the bill by misrepresenting it before the influential members of the house.

"Our idea of such a court was simply to have the debt case presented before

a magistrate in the presence of defendant and plaintiff, and where lawyers would not be allowed to plead. In case the demands of the plaintiff were considered unjust by the magistrate, arrangements could be made to have a certain percentage, say 10 per cent. of the amount settled, and the remainder paid by instalment. In case the defendant failed to comply he would be guilty of contempt of court, for which he could be gaoled.

"It was on this point that the labor council misrepresented the idea, claiming that the principle of the small debt court was to imprison the defendant.

**Make Householder Liable.**

"Another point which should be speedily remedied is that all orders which the merchant receives for goods by telephone should be charged to the householder. Recently a landlord declined to pay a bill of \$98 for groceries which he said were ordered by the maid in the house. The case was brought to the court and the judge eliminated the defendant from the responsibility of settlement. The Retail Merchants' Association should take this matter up.

"The garnishee act as it works out is a source of annoyance. In order to recover the amount due, a garnishee has to be issued several times since it only covers a period up to the time the issue is received by the debtor. In every case the garnishee in its original form should stand until the debt is cleared off."

**NEW OFFICERS ELECTED.**

Toronto, March 31.—The 14th annual meeting of the Toronto Branch of the Retail Merchants' Association of Canada, was held in the board room of the association, on Tuesday evening, March 29th.

There was a large and representative attendance of members. R. W. Dockeray presided. The secretary, E. M. Trowern, presented his report for the year, and stated that the branch had now twenty seven active sections in operation. He referred to the various local matters that have received his attention during the year, and thought the time had arrived when he should give his whole time and attention to Provincial and Dominion matters, which were growing more important daily. In order to do that, he advised the members to elect a local secretary, and he tendered his resignation.

The treasurer's and auditor's report were presented, and showed a deficiency, owing to the great expense that legislative matters put the branch to and which seemed unavoidable, as the Toronto

branch seemed always to go to the rescue when evils threatened the trade.

The following officers were elected for the coming year: President, R. W. Dockeray (re-elected); 1st Vice-president, W. Mann, (re-elected); 2nd Vice-president, S. Crealock; Treasurer, F. C. Higgins; Secretary, Geo. E. Gibbard.

**THEY DON'T ASK CREDIT.**

Chatham, March 31.—Alex Hall, a member of the collection department of the local Retail Merchants' Association, at a recent meeting called attention to a noteworthy fact in connection with the work of the department.

"Since it has been instituted," he remarked, "I have noticed that fewer people have asked for credit than formerly. This particularly applies to that class of people whose credit was likely to prove a poor asset. Even many who were likely to be reasonably good pay, no longer ask credit however, apparently disliking to take the risk of having the collector on their heels in case they should allow their accounts to get ahead of them."

Other merchants have noticed this unexpected but gratifying result of the institution of the department. In fact, it seemed to have emphasized, in the mind of the average customer, the circumstance, often overlooked at the moment of purchasing, that an account contracted was a liability which must some day be met, and that to buy on credit did not render ultimate payment any the easier. As a result, a great many people seem to have reached the conclusion that to pay cash would be less trouble all round. One merchant who never went in largely for credit business reports that during the past year his retail credit has been reduced from \$200 per month to about \$24 a month and that it is of a much better class.

**A LEADER OF MEN.**

By Elbert Hubbard.

The man who is worthy of being a leader of men will never complain of the stupidity of his helpers, of the ingratitude of mankind, nor the inappreciation of the public. These things are all a part of the great game of life and to meet them and not go down before them in discouragement and defeat is the final proof of power.

**TRADE NOTES.**

C. A. McMillan, of Sugars & Canners, Montreal, is back from the west.

J. Speer is opening a grocery store at 53 Hunter St., East, Peterboro, Ont.

J. R. Garneau has opened a new grocery store at Notre Dame and Sous-le-Fort Streets, Quebec.

Fire caused considerable damage to the grocery store of Teeple Bros., New Liskeard, Ont., on Monday morning.

Morrow & Deane have purchased the grocery business established by Robertson & Co., on the corner of Seventh Avenue and Yew Street, Vancouver, B. C.

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**MONTREAL**

# The Markets—Sugar Market is again Very Strong

Tendency at Time of Going to Press is Towards an Advance—Scarcity in Sultana Raisins—An Easier Tone to the Bean Market—Prunes Selling Fairly Well But Other Dried Fruits are Slow.

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

## QUEBEC MARKETS

### POINTERS—

Molasses—Firm.  
Spices—Firm and higher.  
Sultana raisins—Scarce.  
Evaporated apples—Firmer.

Montreal, March 31, 1910.

Although general market conditions are dull, they show at least an improvement over last year at this time. Collections particularly have been very good.

The molasses situation is the same as reported last week, except that jobbers are beginning to believe importers were not far wrong in thinking prices would stay at their present high level.

Sugar—Considerable improvement is noted this week in the sales of granulated. Prices of raw continue high and firm, with refined prices steady at former quotations.

Granulated, bags	5 05
" 20-lb. bags	5 15
" Imperial	4 80
" Beaver	4 80
Paris lump, boxes, 100 lbs.	5 85
" " 50 lbs.	5 95
" " 25 lbs.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
" 100 lb. boxes	5 85
" 50 lb. "	5 95
" 25 lb. "	6 15
" 5 lb. cartons, each	0 37½
Crystal Diamond Dominoes, f-lb. cartons, each	0 37½
Extra ground, bbls.	5 50
" 50-lb. boxes	5 70
" 25-lb. boxes	5 90
Powdered, bbls.	5 30
" 50-lb. boxes	5 50
Phoenix	5 50
Bright coffee	5 00
No. 3 yellow	4 90
No. 2 "	4 80
No. 1 " bags	4 65

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

Syrup and Molasses—A considerable doubt has been gaining ground with jobbers as to the wisdom of their present course, holding off for lower prices. Indications now are that there will be continued high prices, particularly for fancy grades.

Fancy Barbadoes molasses, puncheons	0 38	0 40
" " " barrels	0 41	0 43
" " " half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 39	0 41
" " " half-barrels	0 41	0 43
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03	0 03
" 1-bbls.	0 03	0 03
" 3½-lb. pails	1 80	1 80
" 25-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
" 5-lb. " 1 doz. "	2 85	2 85
" 10-lb. " ½ doz. "	2 75	2 75
" 20-lb. " ¼ doz. "	2 70	2 70

Teas—Teas are in good demand, particularly Japans, though as yet the market is pretty bare of desired lines. It is now only about five weeks until new season teas begin to arrive, and renewed activity may be looked for after that.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
" Medium	0 26	0 28
" Good common	0 21	0 23
" Common	0 19	0 21

Ceylon—Broken Orange Pekoe	0 21	0 40
" Pekoe	0 20	0 22
" Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 02
Ceylon greens—Young Hysons	0 20	0 25
" Hyson	0 20	0 22
" Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—There are practically no low grade coffee on the local market at present. There is a decidedly firm tone to the market. No changes at present in quotations.

Mocha	0 18½	0 25	Santos	0 140	17
Rio, No. 7	0 10	0 12	Maraoaibo	0 15	0 18

Spices—The general trend of the spice market is higher. Peppers have steadied at last week's quotations, and cloves, ginger, mace and nutmegs are high and scarce in the primary market. Trade is good for nearly all lines.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 10	0 15
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits—Prunes seem to be having a fairly good sale just now. The other lines are quiet, in fact, rather exceptionally so, even for this time of year. Sultanas are reported very high in the European markets. They are scarce locally.

Currants, fine filiatras, per lb., not cleaned	0 05½
" " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizzas, per lb.	0 08
Prunes	0 09
40-50	0 08
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½
Raisins—	
Australian, per lb., (to arrive)	0 08½
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½
" " 4-crown, per lb.	0 08
" sultana, per lb.	0 07½
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06½
" 4-crown layers, per lb.	0 06

Nuts—Peanuts are still in extra good demand, but all other lines are quiet. This is only to be expected at this time of year.

In shell—	
Filberts, Sicily, per lb.	0 13
" Barcelona, per lb.	0 10½
Tarragon Almonds, per lb.	0 12
Walnuts, Grenoble, per lb.	0 13
" Marbots, per lb.	0 12
" Cornes, per lb.	0 11½
Shelled—	
Almonds, 4-crown selected, per lb.	0 32½
" 3-crown	0 31½
" 2-crown	0 30
" (in bags), standards, per lb.	0 26
Cashews	0 15
Peanuts—	
Spanish, No. 1	0 12
Virginia, No. 1	0 13
Pecans, per lb.	0 65
Pistachios, per lb.	0 75
Walnuts—	
Bordeaux halves	0 24
Broken	0 23

Rice and Tapioca—Buyers seem to be only filling immediate requirements. Orders are small and not at all numerous,

either for rice or tapioca. No changes in quotations are reported.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " ½ pockets, 12½ pounds	2 95
" grade c.c., 250 pounds	2 65
" " 100 "	2 65
" " 50 "	2 65
" " pockets, 25 pounds	2 75
" " ½ pockets, 12½ pounds	2 85
Tapioca, medium pearl	0 04½ 0 04½

Evaporated Apples—Thanks to the pushing, holders of evaporated apples have been giving them lately, matters are greatly improved. Sales are larger and more numerous, and the market has strengthened wonderfully.

Evaporated apples, prime	0 08	0 08½
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Beans and Peas—Beans seem to be on the up grade as to consumption. The demand has been steadily on the increase of late. Peas are having somewhat of a slow time just at present.

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

## CANNED GOODS

MONTREAL.—The feature of the market is the improved sale of canned fruits. For some time they have shown little life, while now matters are such that there is little to choose between fruits and vegetables as regards sale. Fish are still dull and meats quiet.

Peas, standard, dozen	\$1 05
Peas, early June, dozen	1 07½ 1 10
Peas, sweet wrinkled, dozen	1 10 1 12½
Peas, extra sifted, dozen	1 52½ 1 60
Peas, gallons	3 87½ 3 92½
Beans, dozen	0 85
Corn, dozen	0 80 0 82½
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 37½ 1 40
Raspberries, 2s, dozen	1 75
Peaches, 2s, dozen	1 65
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 60
Pears, 3s, dozen	2 30
Plums, Greengage, dozen	1 50 1 55
Plums, Lombard dozen	0 95 1 00
Lawtonberries, 2s, dozen	1 60

Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87½
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02½
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoos, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures	
1-lb. flats, doz., \$2 40; 1-lb. talls, doz., \$4 25.	
1-lb. flats, doz., \$4 50.	

Compressed corned beef, 1s.	1 50	Minced collops, 2s.	2 50
Compressed corned beef, 2s.	2 70	Corned beef hash, 1s.	1 60
English brawn, 2s.	3 00	Corned beef hash, 2s.	2 80
Boneless pigs' feet, 2s.	3 00	Jellied hocks, 2s.	3 50
Ready lunch veal loaf	1 15	Jellied hocks, 6s.	10 00
" "	1 20	Paragon ox tongue,	
" "	1 20	" "	7 50
Ready lunch veal loaf	2 35	Paragon ox tongue, 2s	8 50
" "	1 50	Paragon ox tongue,	
Roast beef, 1s.	2 70	" "	9 50
Roast beef, 2s.	1 60	Paragon lunch tongue	
Stewed ox tail, 1s.	1 50	" "	4 00
Stewed kidney, 1s.	2 65	Tongue lunch, 1s.	3 00
Stewed kidney, 2s.	1 40	Sliced smoked beef, 1s	1 60
Minced collops, 1s.	1 40	Sliced smoked beef, 1s	2 60

TORONTO.—Canned vegetables are in fairly good demand with an upward tendency. This is also the case in salmon, which are diminishing at a rate that looks like cleaning them out before



THE CANADIAN GROCER

Currants, uncleaned, loose pack, per lb.	0 06½
dry, cleaned, Filiatras, per lb.	0 06½
wet, cleaned, per lb.	0 07½
Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08½
Pears, per lb.	0 09 0 15
Peaches, standard, per lb.	0 08½
Peaches, choice.	0 09
Apricots, standard, per lb.	0 15
Apricots, choice, per lb.	0 15½
Plums, pitted, lb.	0 11 0 12½
Nectarines, lb.	0 09½

Honey—The trade has revived with the return of spring and special orders are numerous. Wholesalers will be out of goods before new crop stuff arrives. 2½-lb. tins are scarce.

Honey, 2½ lb. tins, per tin.	0 37½
" 5 " " " "	0 76
" 12 oz. jars, per dozen.	1 90
" 60-lb. tins, per lb.	0 15

Beans—This market is easy just now, although prices are not going lower. It is stated that the prices in Winnipeg have been reduced to compel stock holders in the east to release. The result has not taken place yet.

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

Tapioca and Sago—The trade continues excellent, but it is evident that merchants are quite well stocked. Prices are held firm, particularly on sago.

Pearl tapioca, per lb.	0 05
Sago, per lb.	0 05 0 05½

Nuts—Walnuts are going out well and peanuts still are firm in price. It is rumored that the little Italian outdoor counters will not have very large stocks of peanuts this summer. The trade will revert to the better class of dealers.

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

Rolled Oats—The prices are low and there is no change in the trade. Little is moving, and the future is uncertain. It would seem that the majority of wholesalers would like to see and advance.

Rolled oats, 80 lb. sacks, per 80 lbs.	1 80
" 40 " " " "	0 95
" 20 " " " "	0 51
" 80 " " (8.10s)	2 20

Maple Syrup—These prices are maintained and may continue to rule in the new product expected next week from the east. Last season's stocks are low, but the remainder is in good condition. Supplies from the east will be abundant.

24 quarts, per case.	5 10
12½ gallons, per case.	5 15
6 gallons, per case.	9 30

Barley—No change whatever is reported in the barley situation. Ruling prices are low and may continue so for some time, as all handlers seem to be satisfied.

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

Fresh Fruits and Vegetables—The following prices rule this week. Apples are getting scarce and prices are going up here. Little native stuff is on the market.

Carrots, per lb.	0 02½
Potatoes, per bushel.	0 50
Cal. cauliflower, per crate.	4 50
Native cabbage, per lb.	0 02½
Native cress, per bushel.	0 30
Native onions, per doz.	0 40
Oranges.	3 0 3 75
Lemons.	4 5 6 00
Apples, Ontario, per bbl.	4 00 6 00

Grape Fruit, per crate.	6 00
Grapes, per keg.	5 00
Bananas, per lb.	0 05
Cranberries, per bbl.	8 00 9 00
Tomatoes, per crate.	5 00

Canned Goods—Wholesalers are sorting up just now and preparing to instal large stocks when navigation opens. The trade is heavy in all lines and will continue so for some time. Peaches are still low, but are expected to go up soon.

Evaporated Apples—The market is still weaker and little is moving. Everything is going at about 7½ cents. As supplies will be cold storage in the future there is chance of an advance.

Eggs—Manitoba stocks are plentiful and jobbing at 27 to 29 cents for the fresh laid. The Easter trade was not up to expectations and prices may be forced down, due to overstocking.

Butter—These prices are maintained, and the trade is good in the creamery product. There is too much of the poor dairy on the market, and prices will likely be lower.

Creamery, Eastern Townships.	0 28
" Manitoba.	0 26
No. 1 Dairy.	0 22
No. 2 Dairy.	0 15

BRITISH COLUMBIA MARKETS.

Vancouver, B.C., March 31, 1910.

Apples are rather scarce just now, and some days it is next to impossible to get first-class stock. They are quoted at \$2.75 and \$3 a box, which is pretty high.

California vegetables are now on the market, such as cauliflower, rhubarb, etc., rhubarb selling at \$3.50 for a 45-pound box.

Bacon is back to 29 cents again. Little change is noticeable in other lines this week.

Corrections by wire.—All standard brands of condensed cream have advanced 40 cents per case; best grade of eastern butter is up 2 cents to 32—next grade advanced to 30; potatoes are cheaper and stocks are being cleared; canned early June peas are up 20 cents per case; one brand of ham has advanced to 22 cents, making an increase of about 3 cents, and bacon has gone up from 21 to 24 cents.

Sugar, standard granulated.	5 80
Sugar, imported.	5 25
Val. raisins, lb.	0 06½
Cal. " "	0 07
Prunes.	0 05½ 0 07½
Currants.	0 06½ 0 07½
Dried apricots.	0 11 0 13
Flour, Standard, bbl.	6 90
Cornmeal, p. 100 lbs.	2 60
Beans, per lb.	0 03½ 0 04½
Rice, per ton.	68 00 76 00
Tapioca, per lb.	0 03½
Apples, box.	2 75 3 00
Evaporated apples.	0 08½
Butter, Eastern dairy in tubs.	0 25
Butter, Eastern dairy, choice.	0 30 0 31
Butter, local creamery.	0 45
Butter, Western.	0 22 0 25
Eggs, Eastern.	0 30
Eggs, California.	0 32
Eggs, local.	0 35 0 37
Cheese, Ontario.	0 14½ 0 15
" Manitoba.	0 14
Bacon.	0 29
Lard, pure.	0 20
Lard, compound.	0 17½
Potatoes—Ashcroft, ton.	40 00
Local, ton.	25 00
Canned Goods—Peas.	1 30
Tomatoes.	1 27½
Corn.	3 02½
Apples.	3 42½
Strawberries.	3 15
Raspberries.	1 66

NOVA SCOTIA MARKETS.

Halifax, March 31, 1910.

The price of eggs fluctuated widely last week, and early it looked as if the consumer would have to pay high prices for Easter eggs. During the close of

the week, however, good fresh-laid stock could be bought for 22 cents per dozen. The demand was good, and the stocks on hand were soon bought up. When the week opened it looked as if there would be a scarcity and the wholesalers jumped the price to 24 cents. The receipts, however, increased, and the price came down again, 22 cents being quoted. Large quantities have been shipped to Montreal this season, and the receipts from Prince Edward Island have not been as heavy as usual.

Jobbers report a good demand for canned goods of all kinds, and the Easter trade was good in all lines. Collections are good for the season of the year.

Corrected by Wire.

Creamery prints per lb.	0 26 0 27	Beef, Canadian per bbl.	18 00
Creamery solids per lb.	0 27 0 28	Hams smoked.	0 16½
Dairy, tubs, lb.	0 23 0 24	Pork, fresh.	0 10 0 11½
Fresh eggs, doz.	0 22	Codfish, quintal.	5 50
Sugars—Extra Standard, granulated.	5 15	Herring, pickled per bbl.	5 00
Austrian, bags, granulated.	5 05	Apples, per bbl.	1 50 3 00
Bright yellow.	4 75	Potatoes—P.E. Island, bag.	1 40
No. 1 yellow.	4 75	Nova Scotia.	1 60
Flour, wheat per bbl.	6 40 6 50	Onions, Spanish per lb.	0 02½
Flour, Ontario blends, bbl.	5 75 5 85	Onions, American, per lb.	0 02½
Cornmeal, bag.	1 70 1 75	Onions, Canadian, per bag.	1 60 1 75
Oats.	0 54 0 55	Molasses, fancy Barbados, bbl.	0 38
Pork, American per bbl.	28 00	Molasses, fancy Barbados, gal.	0 32 0 35
Beef, American plate per bbl.	18 25	Beans, bushel.	2 25
		Rolled Oats, bbl.	5 25 5 40

NEW BRUNSWICK MARKETS.

Corrected by Wire.

Sugar—Standard gran.	5 30 5 40	Molasses, fcy. Barbados, gal.	0 33 0 34
Austrian.	5 20 5 30	Butter, dairy, lb.	0 22 0 25
Yellows.	4 80 5 20	Butter, creamery, lb.	0 26 0 29
Flour, Manitoba.	6 55 6 65	Eggs, doz.	0 24 0 26
" Ontario.	5 85 6 15	Eggs, new laid.	0 28 0 30
Cornmeal, bags.	1 57 1 60	Potatoes, bbl.	1 25 1 50
Rolled oats, bbls.	5 35 5 40	Canned goods—Peas, doz.	1 10 1 50
Buckwheat, west. grey, bag.	2 90 3 00	Corn, doz.	0 85 0 90
Val. raisins, lb.	0 05½ 0 06½	Tomatoes, dz.	0 95 1 00
Cal. raisins, seed-ed.	0 07½ 0 08½	Raspberries, dozen.	1 90 2 00
Currants, lb.	0 07 0 07½	Strawberries, dozen.	1 65 1 75
Prunes, lb.	0 05½ 0 09	Salmon, case—Red spring.	6 50 6 75
Rice, lb.	0 03½ 0 03½	Cohoos.	6 00 6 25
Beans, hand picked, bus.	2 25 2 30	Peaches, 2's, dozen.	1 70 1 80
Beans, yellow eye, bus.	3 60 3 75	Peaches, 3's, dozen.	2 80 2 90
Cheese, lb.	0 13½ 0 14	Baked beans, dozen.	1 15 1 25
Lard, compound lb.	0 14 0 14½	Fish—Pork, American clear.	30 00 33 50
Lard, pure, lb.	0 18½ 0 18½	Beef, American plate.	18 75 19 00
Pork, domestic mess.	28 00 28 50	Beef, Canadian plate.	18 25 18 50

PRINCE EDWARD ISLAND MARKETS.

Charlottetown, March 31, 1910.

The following are the present quotations in the Charlottetown grocery trade.

Corrected by Wire.

Sugar—Standard gran.	5 35 5 45	Rolled oats, bag 90 lbs.	2 50 2 60
Yellow.	4 70 4 80	Bran, per ton.	26 50 28 00
Crystal.	4 00 4 20	Middlings, ton.	29 00 30 00
Flour, Ontario—Manitoba.	6 60 6 75	Butter, creamery, per lb.	0 25 0 26½
Cornmeal, bag.	1 75 1 85	Butter, dairy, fresh, per lb.	0 22 0 25
Raisins, Val.	0 06½ 0 07½	Butter, dairy, tubs.	0 20 0 23
Raisins, California, seeded.	0 08½ 0 09½	Eggs, dozen.	0 20 0 22
Currants.	0 07 0 07½	Potatoes, bus.	0 25 0 35
Rice.	2 20 2 30	Turnips, bus.	0 15 0 20
Beans, bushel.	0 12½ 0 13½	Chickens, lb.	0 11 0 13
Cheese.	0 17 0 17½	Pork, medium.	0 11 0 11½
Lard, pure.	0 17 0 17½	Pork, heavy.	0 10 0 10½
Molasses, fcy. Barbadoes, gal.	0 34 0 36	Beef, carcass, per lb.	0 07½ 0 08½
Oatmeal, 100 lbs.	3 60 3 25		

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PROPRIETORS:

**ROWAT & CO. GLASGOW, SCOTLAND**

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

## MADE IN CANADA

### “Superfine Linen Record”

There is no feature of ad-  
vertising that pays so well  
as a Ledger made from a  
good paper.

“Superfine Linen Record”  
is a first-class ledger paper

Made by

**THE ROLLAND PAPER COMPANY, LIMITED**  
MONTREAL, CANADA

SAMPLES SENT ON REQUEST



**THIS TIN CONTAINS**

**100%**

PERFUMED-POWDERED

**LYE**

THE QUESTION OF QUALITY  
BEING BETTLED, WHAT ELSE  
INTERESTS YOU?

**A MUCH LARGER PROFIT** THAN YOU HAVE BEEN RE-  
CEIVING ON SIMILAR GOODS.

**A TIN CONTAINING** ABOUT A QUARTER POUND MORE  
LYE THAN IS USUALLY GIVEN.

**A TIN WITH ROTATING COVER** AND SIFTING TOP

YOU WANT MORE PROFIT  
YOUR CUSTOMERS MORE PURE GOODS

**OPPORTUNITY OFFERS**

**TAKE IT TO-DAY**

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

# Take Time by the Forelock!

The three Western provinces have had an exceptionally prosperous year, and there is money out there to spend on just the commodities you manufacture! Don't delay! Get in on the ground floor! We will help you with our experience, and handle your goods for you on an equitable commission basis. We have special facilities in our large track warehouses at the three strategic business points.

It will cost you nothing to ask us to detail our proposition.

Write us to-day

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg      Regina      Calgary      Edmonton

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



**Protect Your Interests**  
by selling nothing but "quality" goods!  
But, how can I be certain of the purity of any line, we hear you say!

Stock up with

**YOUR GUARANTEE**

**Jams and Jellies!**

lies in the Government Analyst's finding that "E.D.S." Brand are 100% pure. Just send to the Department of Inland Revenue for Bulletin 194; it will convince you how much purer "E.D.S." Brand is than most other lines. Try a case of "E. D. S." Pure Grape Juice. It's non-alcoholic, refreshing and invigorating. A ready and profitable seller.

MADE BY  
**E. D. Smith**

At his Fruit Farms  
WINONA, ONT.



## HIGH PRICES

of Fresh and Cured Meats make

## PORK SAUSAGE and BOLOGNA

the Cheapest Meat Food on the market.

You can Increase Your Sales by handling only

## GUNNS High Class Products

WE HAVE A FULL LINE OF COOKED MEATS.

**GUNNS** Pork and Beef Packers  
LIMITED TORONTO

## Hams Bacon Lard

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

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

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

## EVERY MOTHER

Wants the Richest  
Milk for Her Baby



## Jersey Sterilized Cream

is 13% Richer than the Best of other brands  
in Canada.

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

MILD URED

## Breakfast Bacon Skinned Backs and Hams

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

**The WM. RYAN CO.**  
LIMITED

PACKING HOUSE:  
FERCUS, - - ONT.

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

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Cases, 1

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Tubs, 5  
Tierces,

Pork—  
Heavy Cans  
Bean pork.  
Canada sho  
Clear fat ba  
Heavy flank  
Plate beef,

"  
Dry Salt  
Green bacon  
Long clear  
Long clear

Hams—  
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Large sizes,  
Medium siz  
Extra small  
Bone out, n

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Breakfast b  
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Spiced roll  
Hogs, live, 1  
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## Butter Sales Brisk at Somewhat Higher Prices

Receipts Not Large Enough to Supply the Demand — No Change in High Hog Market—Eggs Yet Too Expensive for Packing Purposes—Warm Weather Tends to Shorten Maple Syrup Season.

The provision situation throughout the world is active and prices are high. Even at the high price of hogs, England at present could take our hog products and give us a profit. The scarcity of hogs prevails the world over, and prices must rule high for some time.

The English butter market is strong. Prices have advanced, and sales are easily effected. The bulk of our butter is pretty well cleaned out, and the market is in good condition to meet the new season's make when it opens up.

Cheese also has taken a more favorable turn, and will let the dealers out better than they feared some time ago. They, however, are not satisfied with last year's business. They claim that merely to get out without a loss, is not sufficient inducement to keep on grinding. Very likely cheese will have to start this season at a lower figure, before the dealer will take hold of it.

### MONTREAL.

Provisions—Live and dressed hogs are both still on the upward grade, being 50c higher than last week, in spite of the fact that this week has been comparatively dull. Dealers expected a certain amount of slackening, however, and it is sure to be only a temporary lull. Other lines of provisions are steady at former prices.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 17 1/2
Cases, tins, each 10 lbs., per lb.	0 17 1/2
" " " 5 " "	0 17 1/2
" " " 3 " "	0 17 1/2
Pails, wood, 20 lbs. net, per lb.	0 17 1/2
Pails, tin, 20 lbs. gross, per lb.	0 17 1/2
Tubs, 50 lbs. net, per lb.	0 17
Tierces, 37 1/2 lbs., per lb.	0 17
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12 1/2
" " " 5 " "	0 12 1/2
" " " 3 " "	0 12 1/2
Pails, wood, 20 lbs. net, per lb.	0 11 1/2
Pails, tin, 20 lbs. gross, per lb.	0 11 1/2
Tubs, 50 lbs. net, per lb.	0 12 1/2
Tierces, 37 1/2 lbs., per lb.	0 12
<b>Pork—</b>	
Heavy Canada short out mess, bbl. 35-45 pieces	32 00
Bean pork	28 00
Canada short out back pork, bbl. 45-55 pieces	31 50
Clear fat backs	34 00
Heavy flank pork, bbl.	21 00
Plate beef, 100 lb bbls.	9 25
" " 200 "	18 00
" " 300 "	26 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 16 1/2
Long clear bacon, heavy, lb.	0 17
Long clear bacon, light, lb.	0 17 1/2
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 16
Large sizes, 18 to 25 lbs., per lb.	0 17 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 18
Extra small sizes, 10 to 13 lbs., per lb.	0 18 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 18 1/2
" " small, 9 to 12 lbs., per lb.	0 19
Breakfast bacon, English, boneless, per lb.	0 20
Windsor bacon, skinned, backs, per lb.	0 21
Spiced roll bacon, boneless, short, per lb.	0 15
Hogs, live, per cwt.	10 50
" dressed, per cwt.	15 00

Butter—Butter is exceptionally high just at present, higher than last year at this time, by some cents. New milk creamery is now on the market, quoted at from 32 to 33 cents. Fresh dairy

rolls are slightly higher. Local stocks are low and receipts, though fair, cannot make up the deficit.

Receipts for the week are 1,169 packages, as against 828 packages same week last year. For the season they are 405,089 packages, as against 422,307 packages same season last year.

New milk creamery	0 32	0 33
Fall creamery solids	0 30	0 30 1/2
Dairy, tubs, lb.	0 22 1/2	0 23 1/2
Fresh dairy rolls	0 24	0 25

Cheese—Cheese is a scarce article just at present, though not sufficiently so to give any higher tone to the market. Receipts for the week are 153 boxes, as compared with 284 boxes same week last year. For the season they are 1,971,991 boxes, as against 1,959,492 boxes same season last year.

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

Eggs—New laid are down this week from three to four cents. They are coming in freely, considering the time of year, and the demand has hardly kept pace proportionately. Receipts for the week are 3,051 cases, as compared with 2,851 cases same week last year. For the season they are 217,580 cases, as against 215,121 cases same season last year.

New laid	0 20	0 21
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Maple Products—This year's crop of syrup and sugar came in freely for a while. In fact, the pressure of large receipts lowered the syrup quotations from 5 to 10 cents per tin. Sugar has not been made to such an extent as last year, most of the sap being boiled only to the syrup stage.

Compound maple syrup, per lb.	0 44	0 05
Pure townships sugar, per lb.	0 10	0 11
Pure syrup, 84 lb. tin	0 60	0 65
" " 104 lb. tin	0 75	0 80

Honey—Honey is steady at former quotations. Sales are fairly brisk, considering that it is the maple season.

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

### TORONTO.

Provisions—The extreme keenness in the hog market which existed last week has somewhat modified and things in general are easier. The local demand for cured meats is booming, and prices are well maintained.

Long clear bacon, per lb.	0 15	0 15 1/2
Smoked breakfast bacon, per lb.	0 18 1/2	0 19
Roll bacon, per lb.	0 15 1/2	0 16
Light hams, per lb.	0 17 1/2	0 18
Medium hams, per lb.	0 17 1/2	0 18
Large hams, per lb.	0 17	0 17 1/2
Shoulder hams, per lb.	0 14 1/2	0 14 1/2

Backs, plain, per lb.	0 20	0 21
" pea meal	0 21	0 21 1/2
Heavy mess pork, per bbl.	23 00	29 00
Short cut, per bbl.	31 00	31 50
Lard, tierces, per lb.	0 16 1/2	0 16 1/2
" tubs	0 16 1/2	0 17
" pails	0 17	0 17 1/2
" compounds, per lb.	0 13	0 13
Live hogs, at country points	9 40	9 60
Dressed hogs	12 75	13 00

Butter—The butter market is firm, and all the good butter that comes in is readily picked up at highest quoted prices. It is, however, altogether likely that the supply will increase and lower prices will rule in the near future.

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

Cheese—The cheese market is strong, but steady. While prices in large quantities are a trifle higher, small lots for local purposes are unchanged. New made cheese may be expected in a few weeks.

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

Eggs—The usual drop in the price of eggs immediately after Easter did not take place this year. Twenty cents is the lowest that any have been sold so far, and while this may be too high to store them for next winter, there is, however, not much chance for them to get much cheaper. There is evidently something wrong somewhere, when a country like Canada cannot produce enough eggs for its own use. This year eggs have been imported from Europe, and nearly two million dollars' worth were allowed to spoil through careless handling. Instead of blaming merchants for marking too much profit in handling the goods, it might be better to learn how to produce more and how to save the immense waste. Merchants should insist on farmers bringing their eggs out at least once a week, and then they should be shipped without any delay by the store keeper.

New laid eggs	0 20
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Poultry—The business in the poultry line is confined almost exclusively to cold storage stock. Little fresh killed is offered, and prices are high.

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

Honey—The regular demand for honey continues. According to reports and judging from the weather conditions, the crop of maple syrup will be light.

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

### CEYLON'S TEA CROP.

The report of the committee of the Planters' Association of Ceylon, recently issued, gives interesting statements of crops for 1909 and estimates for 1910.

The tea production, it states, was more than 190,000,000 pounds, about 12,000,000 more than the last previous year's and about 3,000,000 pounds less than is expected this year. Three thousand acres were opened and planted with tea in 1909. Tea sold in 1909 for two cents a pound more than in 1908.

## Gives Discount of 2½ p.c. on all Cash Purchases

Plan a Montreal Grocer Has to Encourage Cash Payments—  
Uses Cash Register and Announces His Method on the Check  
or Receipt Which Goes With the Goods—How Circular Reads  
Which he Sends Out.

Montreal, March 30. — As a means of inducing cash buying, J. D. Martineau, a local grocer, has a plan of allowing a cash discount of 2½ per cent. to be given when the customer has purchased \$10, \$20 or \$30 worth of goods.

Mr. Martineau came to the conclusion that the cash buyer was of more benefit to him than those who purchased on time and for that reason he concluded that they should be given a preference.

With every cash purchase the customer received a check showing the amount paid and also announcing the fact that

the groceries sold over the counter is for cash, and just as often we have thought we should make some special concession to these CASH BUYERS for making this store their buying centre. It is THEIR cash that enables us to pay cash for our goods and secure the usual CASH discounts allowed by all wholesalers and manufacturers.

We have at last devised a plan whereby we can show our appreciation in a practical and substantial way for the assistance these cash buyers will give this store; in other words treat them rightly and fairly by allowing them a discount for their cash.

We have placed in the store a mechanical cashier, constructed to our express order by—This cashier will give you a plainly printed receipt for each purchase you make for cash, showing the correct amount of your purchase. Keep these receipts until they amount to \$10, \$20, or \$30, then bring them to the store and give them to the first clerk you meet and he is instructed to give you 2½ p.c. of their face value in merchandise.

Cut out and save this 50-cent receipt. It is a start toward the \$10.

This is what is meant by The Martineau's Way; it is

The Cash Discount Way—The Modern Way—The Right Way and you will be surprised to find what an EASY WAY it is to save money, and how much the saving will amount to in the course of a year.

Very truly yours,

J. D. MARTINEAU.

A merchant is never so near success as when he is right.

Keep your future unmortgaged by debt. Save money as well as earn it.

By this means the Martineau store is able to present to the buying public an argument which will appeal to many and which will not offend anyone. Good results have followed the establishment of this method.

### STABS AT PUBLICITY.

By Charlotte Mangold in Signs of the Times.

Advertising at random, or "making a stab" at publicity, is an infallible way to increase the costs of any business. Public attention is the subject of many indefinite stabs, but its coat of armor cannot be penetrated by vague and ill-directed thrusts.

The movement of commodities at times is similar to the circulation of money. Sometimes the latter is in constant and voluminous flow, at other times held in check here and there for commercial reasons. A manufacturer whose customers were brewers, in reply to an inquiry on advertising stated that he had the name of every man who had anything to do with buying supplies for breweries, but that the brewers had absolutely stopped buying dur-

ing a certain period. Asked if he continued to advertise, he said "We never stop our advertising even when we know without doubt that our prospective customers have stopped their buying. They will be forced to buy again some time and somebody will have to sell them again and it may as well be us, as "Florodora" would say. We can not afford to let them forget that we have the goods to sell, and the depletion of their stock will take care of reminding them, sooner or later, that they must go to market. If we ceased to advertise just because we knew they were not buying at any particular time, our competitor would have an advantage that we could not overcome without some extraordinary expense, if we could at all."

This point covers quite well the point of continued space in the trade journal. When the purchasing agent, or the person who authorizes him to procure further supplies, is ready to solicit quotations and details, he orders an office attendant to bring him the trade journal. Having seen the advertisement of Jones and Jones in the last issue inspected, he naturally concludes it is in the current issue. He is not going to look through a stack of back numbers at first. One of the most prevailing ideas in the mind of the business man is that an advertisement that he once saw in a copy of a publication will be in any copy that he picks up, particularly the latest edition. Now, if Jones and Jones, for some reason that may have seemed economical, have discontinued the use of the space or are advertising alternately in every other issue, their advertisement may just happen to be out of the copy of the trade journal in consultation. The result is apt to prove disastrous.

Systematic, painstaking and continuous advertising is nothing short of a business asset. There should be the assertion of originality in the plan and purpose and such that will make it replete with refreshing assurance, so that it may at once elicit the interest and invite the confidence of the people who are in the market or will be in the market for the goods referred to. In other words, the advertiser must inject his own confidence in the goodness of the goods advertised and do it in his own way, which is sure to be like that of no other and will therefore have a better likelihood of commanding attention and trade.

### TO DISCUSS UNION PICNIC.

London, Ont., March 31.—The annual meeting of the London Retail Grocers' Association will be held on Tuesday evening, April 12th, when the election of officers and other important business will come up. The union picnic, Wednesday half holidays for the summer months, the organization of a baseball team to enter the Merchants' League and other matters will be discussed.

It is impossible to say who will be the next president of the association. There are several good men available, if they can be persuaded to stand.

Vice-president N. McLeod has given up business in the east end, and will devote all his time to his market store.

057 JAN 24

**J. D. Martineau**

391 Notre Dame St.  
Corner William David

Groceries, Wines and  
Liquors.

★ B 0.50

This check is worth 2½ %  
of its face value, redeemable  
in my store at any time in  
merchandise: preferably in  
lots of \$10, \$20 or \$30.

(OVER)

Sample of Check Given With a 50-cent Cash Purchase.

The check was worth 2½ per cent. of its face value redeemable in merchandise at any time.

In a circular which Mr. Martineau has sent out to customers and prospective customers, he deals with the advantages, so far as he has studied the question, in cash-purchasing and announces his intention to allow the 2½ per cent. discount.

The circular is headed "Martineau's Cash Grocery," is printed in two colors, red and black, and reads as follows:

The Right Way—The Modern Way—The Martineau's Way

#### READ HOW AND WHY

Our experience in this business has convinced us that merchants have been overlooking the rights and interests of the CASH BUYERS who are so largely responsible for making their business what it is to-day—a success.

Time and again we have been impressed with the fact that a large percentage of



## CONTAINS NO ALUM

The increasing demand by the public for a high-class, medium-priced baking powder that does not contain alum, proves conclusively that consumers are realizing the injurious effects of alum in baking powders.

## Magic Baking Powder

CONTAINS NO ALUM

MAGIC is the only well-known medium-priced baking powder made in Canada that does not contain alum. Grocers best serve their trade by recommending Magic.



YOUR CUSTOMERS  
WANT

## Clark's Corned Beef

At this time of meat economy it is in special demand, saving as it does 25% on the meat bill.

Keep it and recommend it.

It makes money for you and saves money to your customer.

**Wm. Clark - Montreal**

Manufacturer of high-grade  
—Food Specialties—

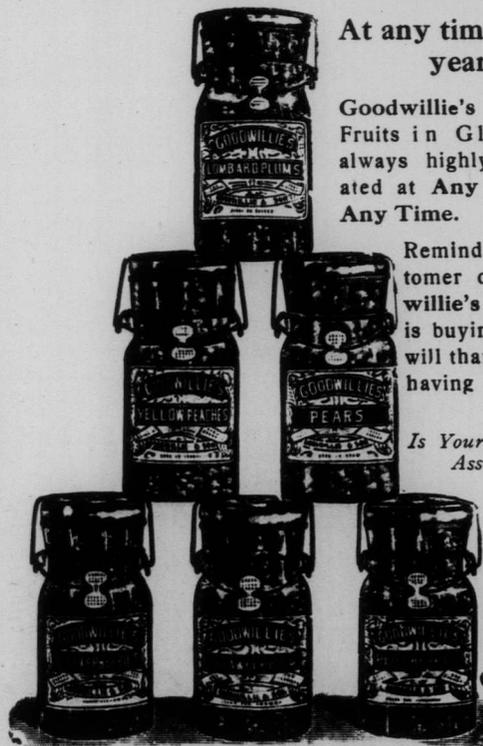
## A REAL TREAT

At any time of the year.

Goodwillie's delicious Fruits in Glass are always highly appreciated at Any Table—at Any Time.

Remind your customer of Goodwillie's when she is buying and she will thank you for having done so.

*Is Your Stock Well Assorted?*



Goodwillie's Pure Fruits in Glass

Agents—Rose & Laflamme, Ltd., Montreal and Toronto

**REGARDING COLD STORAGE.**

**A Montrealer's Opinion on Its Relation With High Cost of Living.**

Editor Canadian Grocer,—Recent publicity given by Montreal dailies to small confiscations of cold storage goods gave many readers the idea that, first, cold storage stock was usually unfit for consumption, and secondly, that, in a great measure, it was the cold storage men who were responsible for the present high prices of farm and dairy produce.

As to the first conclusion, the figures themselves show plainly how much is due to the imagination. One set of figures show that out of 265,000 lbs. of poultry examined, the confiscations amounted to but 150 lbs., or only a fraction of one per cent. Other lines were in similar proportion.

An example of what perfect cold storage can do was shown when, a few years ago, some mammoths were found in the ice in Siberia. Although they had been there for thousands of years, they were in such a perfect state of preservation that the dogs ate their flesh with avidity. Even the food in their stomachs was preserved in its half digested state.

As to the second conclusion drawn, that present high prices are due to cold storage, there is a measure of truth in it. Such large quantities of butter, eggs, cheese, etc., are bought and held in cold storage, that the farmer finds he can raise his prices and accordingly does so. The jobber insists upon his profit and, as a result, the consumer must pay higher prices than were asked during the producing season.

The other side of this is readily seen when we remember that, not so many years ago there were times when little or none of the food stuffs now on sale the year round were to be had. To obtain them at all was beyond any ordinary income. If a general average of present prices for farm and dairy products were to be taken, it would be found that they are not so much above the old-time prices.

Also it must be taken into account that economic conditions are entirely

changed in present day life. Take lines which have absolutely nothing to do with cold storage—pork and wool for instance. They are higher, and others more so in proportion than those with which this letter deals. Money is in free and constant circulation. Wages and salaries are higher, so naturally the tide of spending increases. Supplies of dairy and farm produce used to exceed demand. Now there is often a shortage but seldom any surplus. Remember that in former years the production only had to meet demand during a season. Now, while the season is changed to the entire year, all the products mentioned must be produced in practically the same time as before.

It is all right to correct an evil when it comes, but let us be sure first that it is an unmitigated evil. There is no sense in making a mountain out of a molehill, and we must not forget that cold storage is here to stay. With careful supervision it is something that brings us comforts, even actual necessities, which otherwise we would have to go without.

A MONTREALER.

Montreal, March 31, 1910.

**SOAP CONCERNS AMALGAMATED.**

St. John, N.B., March 30.—An important merger of three soap-making companies in St. John is being arranged, and soon it is anticipated that application will be made for incorporation of a company with \$150,000 capital to carry on the business now done by all three. The companies to amalgamate are the Asepto Soap Co., Colls' Soap Ltd., and the Welcome Soap Co., Ltd. The new concern will be known as Asepto Soaps, Ltd., and the business will be carried on in the Welcome Soap Co.'s premises in Union Street. Under the new conditions, all the brands made by the three companies will be continued.

A despatch from Perth, Ont., states that maple syrup makers in that section are meeting a new situation this season. Last November's ice storm damaged trees almost without exception. The place where the limbs were broken has become the outlet for sap.

Farmers figure that this continual drop, drop from these places cannot help but cut down the usual amount in their sap cans.

**MAPLE SYRUP!**

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

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

Just the thing  
**WHEN EGGS ARE SCARCE**

We stock it. Write.  
**W. H. ESCOTT**  
Broker  
Winnipeg, - - Man.

**The Largest and Oldest Barley  
Manufacturers in Canada**

LET US QUOTE YOU PRICES ON  
**Pot and Pearl Barley  
Split Peas and Feed**

**John MacKay, Limited**  
BOWMANVILLE, - ONTARIO

The GRAY, YOUNG & SPARLING CO., Limited  
**SALT  
MANUFACTURERS**  
Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

**Biscuits and Maple Syrup**

**Always a Tasty and Dainty Dish.**

This is a good season to push biscuits. With maple syrup they are simply delicious. The suggestion will be appreciated by your housewife customers. Suggest our line—very high quality, and sold at the popular price which ensures steady sales.

**Ask us about our O.K. Soda Biscuits in 2-lb. cartons and pails.**

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

**There is no stable profit where there is no lasting reputation.**

That's a self-evident proposition—just as plain as "two and two make four."

Profits may flow in for a while, even when a merchant handles second-rate goods.

But, shrewd grocers do not bother much about transient success.

They're out for the trade that stays—the trade worth while—the *trade that pays*.

And that trade can only be clinched by handling *first-quality, high-grade* goods.

That's why a vast majority of grocers prefer to handle

## CHRISTIE BISCUITS

They realize the significance of Christie reputation—a reputation based on high-grade, honest-quality goods.

Besides, there's a Christie biscuit for every taste—we manufacture 600 varieties.

*N.B.—Christie Biscuits sell more than biscuits.*

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

**GEO. KEMP, LTD.**  
LONDON, ENGLAND.



**BISCUITS**

Do not miss these good selling lines.

Satisfaction on all points.

Repeat orders with every mail.

\$ \$ \$ \$  
in these dainty goods.

**FOR QUALITY**

Export Agents:

**H. COLLINGS & CO.**

16 Philpot Lane

London, England

**SIXTY THOUSAND  
SOLD IN  
SIX YEARS**

FIRST AND STILL THE BEST.

☞ The fact that we have sold sixty thousand McCASKEY REGISTERS in the six years we have been in business is sufficient proof that THE McCASKEY SYSTEM IS A SUCCESS.

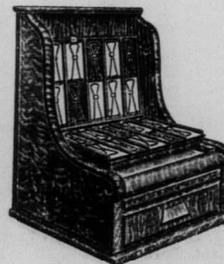
☞ No thinking man doubts that.

☞ Since it is a proven success in handling credit accounts WITH BUT ONE WRITING why haven't you one?

☞ What it has done for sixty thousand merchants it will do for you.

☞ Let us prove it.

☞ A postal card will bring you information free.



**DOMINION REGISTER CO.  
LIMITED**

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

TORONTO, CANADA



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

**National Licorice Co.**  
MONTREAL

## WHITE LILY BRAND BISCUITS

### GET BUSY

handling WHITE LILY BRAND  
PEOPLE'S FANCY MIXED BISCUITS.

There's no line of Mixed Biscuits quite as good in point of flavour and biscuit condition.

These biscuits include Coconut Cakes, Ginger Frosted, Jellied Bar and Hard Sugar Biscuits, and retail at 2 lbs. for 25c., leaving a splendid profit margin.

Other special WHITE LILY LINES we recommend are:

CREAM SODAS, JAM JAMS and  
HAVELOCK LUNCH, MARSHMALLOW

WRITE FOR PRICES

**J. A. Marven, Limited**  
MONCTON, - N.B.

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"

brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

# High Wheat Prices Keep Up the Flour Market Your particular Customer

**Cause Seems to be Due to Manipulation Rather Than to Supply and Demand—No Changes in Flour Markets in Three Months—Demand for Cereals Lighter.**

The wheat situation is certainly a puzzler, and it must be manipulated entirely independent from supply and demand. It is quite true that the new crop of last year began with a low stock of old wheat on hand, but with an unprecedented world's crop the natural conclusion at which one should arrive was that wheat and flour would be cheaper. This was the general opinion, and flour dealers were slow in making purchases. When the market however did not give way, a feeling of more confidence was created and trade became active, but it always lacked that spirit of certainty which is based on supply and demand.

At present the flour market in England is dull, and in order to effect sales, lower prices have to be accepted.

Millers declare that there is no margin of profit in shipping flour to England, and it will remain to be seen whether the wheat will get cheaper here, or the flour dearer in Europe. Judging from the condition of the flour market in England and also from the fact that the farmers are still holding larger quantities than were estimated, the chances are that prices will be lower.

## MONTREAL.

Flour—Local demand is much better than last week. A general strengthening of the market is noted by local millers. There has been some export demand but not so much as last week. No changes in prices are made.

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

Oatmeal—Demand locally is strong. As in flour, the situation looks much better to local dealers. Supplies are good, with no change in prices.

Fine oatmeal, bags	2 37½
Standard oatmeal, bags	2 37½
Granulated "	2 37½
Gold dust oatmeal, 98-lb. bags	2 10
Boiled oatmeal, 100-bags	1 85
Roller oats, bags	2 15
barrels	4 55

## TORONTO.

Flour—The local flour market has been without the slightest change for about three months, and although the tendency is downward, there is nothing in view that will change it from the old mark. The market has been dragging for some time. Wheat is claimed to be too high for the price of flour, and yet keen competition will not allow an advance.

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

Cereals—Things in the cereal line are quiet owing, it is claimed to the mild weather especially in rolled oats. Prices are the same as they have been for weeks.

Roller oats, small lots, 90 lb. sacks	2 20
"    25 bags to car lots	2 05
Roller wheat, small lots, 100 lb. brls.	3 10
"    25 brls. to car lots	2 80
Standard and granulated oatmeal, 48 lb. sacks	2 55

## TROUBLE OVER FLOUR PRICES.

**Millers Fix Their B.C. Prices to Consumer and These are Alleged to Have Been Cut.**

Vancouver, B.C., March 30.—The executive of the Vancouver Retail Grocers' Association and the flour mill men are conferring these days over the cutting of prices. Some of the \$1.90 brands are being offered at \$1.75 as an attraction at one grocery, and having no organization among themselves the mills are doing what they can to stop the display of these goods at cost price. Representatives of the four brands on the market conferred with the executive on two or three occasions but they find the matter a difficult one to handle unless some drastic action is taken.

At that time one brand was not cut, but it was the day after, and the representative of the firm that produces that flour immediately took steps to see if prosecution would be effective, since that flour was sold with a fixed retail price.

At the time a retail grocery firm of Victoria, violated the agreement with a milk condensing company, successful action was entered against that retail firm, but the manufacturers did not press for damages, which it was allowed they were entitled to. Encouraged by this, it may be that similar action may be taken in this instance through the courts.

A milling company of Lethbridge, Alta., who wants to place his goods here, is also looking into the matter. The trouble is that if the price goes to cost, it is believed the grocers will push the second grades in which there is some profit, and in a short time this will have a good part of the trade. A selling price of \$1.90 allows only 15 cents on a sack, which is considered a very small percentage of profit, and there had been no objection raised.

The matter is still under consideration.

## TRADE NOTES.

John Anderson, general merchant, Haliburton, Ont., died recently.

F. McKeown has purchased the business of A. J. Neville, grocer, Fort William, Ont.

T. W. Edwards, grocer, of 1016 Dundas Street, Toronto, has made an assignment to W. J. Taylor.

will quickly recognize the superlative merit of

## Mooney's Perfection Cream Crackers

from the fresh and crisp condition in which they always reach you.

Moreover the flavor of this cracker is a little different from the rest, an individuality obtained by careful selection of materials, skillful mixing, and scientific baking.

Specialize on "Mooney's" and your crackers will influence all the family trade your way.

**THE MOONEY BISCUIT & CANDY COMPANY LIMITED STRATFORD, CAN.**



**COX'S INSTANT POWDERED GELATINE**

The PURITY of this GELATINE is GUARANTEED by Messrs. COX who themselves both MANUFACTURE and PACK their brand under scientific supervision.

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



THE NEW FLAVOR

**MAPLEINE**

Better  
Than  
Maple

The Crescent Mfg. Co.,  
Seattle, Wash.

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

**FEATHERS WANTED**

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

WRITE TO

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

**WINDSOR SALT**

CAR LOT OR LESS. Prompt shipments. Write us or prices. Phone order our expense.

**TORONTO SALT WORKS**  
TORONTO, ONT. GEO. J. CLIFF, MANAGER

**ROLLED OATS**

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.  
**J. W. EWEN,** - Uxbridge, Ont.



**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, Gout, Wons, Strains, Bruises, stops Pain and inflammation  
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.  
LYMANS Ltd., Montreal, Canadian Agents.

**Butter Dish Season**

is the whole year, but more particularly the next six months. Are you prepared for it with a stock of Oval Dishes?  
Your order will please your dealer. The dishes will please you.

**Graham Bros. & Co.,** Kinmount, Ont.

**TRUMILK**

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

**MILKSTOCK**

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

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

**Canadian Milk Products, Limited**

Sole Manufacturers

Head Office: MAIL BUILDING, TORONTO.



**The Whole  
Day Long**

The goodness of **ANCHOR BRAND FLOUR** is proverbial; it gives "every man's wife" the opportunity to make good bread. This, of course, means larger consumption, but you don't mind that, and your children will not be running Across the Way for "a piece"; they will stay right at home **THE WHOLE DAY LONG.**

Manfd. by

**Leitch Brothers Flour Mills**

OAK LAKE, MANITOBA

**THE Beverage for ALL Weathers**

**Epps's Cocoa**

A Cup of "Epps's" at breakfast **Warms and Sustains** you for hours. As a supper beverage it is perfect.

**Grateful**

**Comforting**

Special Agents: **C. E. COLSON & SON,** Montreal

Nova Scotia: **E. B. ADAMS,** Halifax.

Manitoba: **BUCHANAN & GORDON,** Winnipeg.



LAKE O  
MILLIN

MAKERS



LAKE OF THE WOODS  
MILLING COMPANY

LIMITED

MONTREAL  
TORONTO  
OTTAWA  
LONDON  
ST. JOHN  
WINNIPEG  
KEEWATIN  
VANCOUVER

MAKERS OF FIVE ROSES

**M**AYBE, Brother Grocer, you'll remember the little booklet we told you about some time ago.

About Jones and Mrs. Brown on a rainy day, you know.

Of course, you remember "GET FLOURWISE"—the name on the cover.

Or, maybe, you didn't read your "GROCER" that week and missed the gladsome tidings.

Well, it was a kind of four-color affair on the outside with three inside.

Filled with dinkey little illustrations like a Christmas Pudding is full of plums.

Explaining just what Jones is piping about.

About good flour, FIVE ROSES and things, you know.

Sure we thought it was pretty good ourselves, which was only "nacheral" under the circumstances.

But far be it from us to toot our own trumpet, Brother Grocer.

So we waited with our ear to the ground to see how the trade would "cotton" to the idea.

The way that little booklet circulated would make hot cakes on a hungry day look like an "also ran."

Why, no sensible woman with cooking aspirations can read that little confab between Jones and Mrs. B. without conceiving a taste for FIVE ROSES goodies.

We defy YOUR wife to break the charm.

Says a prominent advertising expert from Toronto Town, whom we do not know personally, and who spent all of a two-cent stamp and half an hour's time to say it:

"My wife came home from the grocer's to-day with a copy of "GET FLOURWISE," and, knowing you to be the guilty party, I take this earliest opportunity of taking off my hat to one of the cleverest things in the booklet line it has been my good fortune to come across."

"I have read it all through, and my oldest boy has started on it, so that if we don't soon become a "FIVE ROSES" family it will not be for want of advertising. If it makes the bread plate circulate, the booklet ought certainly to make the flour do likewise."

Nice man, that!

Now, Brother Grocer, the printers are working on the *fourth* edition of TWENTY THOUSAND.

So that if YOU missed the first opportunity to get a supply of "silent salesmen," don't miss THIS.

A postal does it.

**THE RETAILER'S PROFIT.**

**Merchant Suggests Closer Understanding and Co-operation Among Manufacturers, Jobbers and Retailers.**

Editor Canadian Grocer.—Can the honest retailer continue in the grocery business and pay one hundred cents on the dollar with trade conditions as they are to-day? That's the question which I think every independent retailer should figure out. Do it carefully, and note whether he who has been in business for a number of years and has hoarded up a little of his hard earned profits, would not be better off to sell his business before the money which he made under better conditions, has been filched away from him by the standards of to-day. Slowly but surely the net is closing in around him. Uncontrollable expenditure is such that his expense account is easily found from five to ten per cent more than ten years ago. Telephones, rapid delivery, higher wages to poorer help, increased rents and taxes, and smaller profits all tend to make the man with the live business dread stock-taking time.

The practical wiping out of discounts, the raising of prices to such a point that the profit does not pay expenses, the competition of those wholesalers who sell to the consumer, and the utter indifference of some manufacturers to the retail end of distribution of their goods, have all tended to make it hard for the retailer to eke out a living.

A grocer tells me that a soap company's traveler came into his store with the glad hand and said: "We have reduced the price of our renowned soap from \$4 to \$3.85 a box, and now if you want to, you can sell six bars for 25c." There are 100 bars to the box. What a nice profit that soap company figures out for the retailer! Another large company puts out a special line of canned goods, advertised at 5c a tin, which are bought from the jobber at 50c a dozen—positively no discount for cash. These goods are all heavily advertised and the manufacturers practically tell the retailer, what our late friend Mr. Vanderbilt remarked in regard to the public—that if the terms didn't suit, he could go to some place unmentionable here. Such manufacturers, however, may be fooled themselves in the long run.

But why doesn't the retail grocer take hold of this question and figure a way out? As long as things go on as they are, individual kicking will be of no avail. Really I do not think the manufacturers and the jobbers are such terrible fellows. They are just pushing the thing along to a point where the wisest course to pursue would be to have a triangular meeting and let the retailer explain where his troubles are the most pressing. If the retail grocers could get together and make some showing of their actual strength,

something to show the manufacturer that at least a portion of the profit should go to them, there might be some very strong arguments put up. That would lead the manufacturer to believe that the co-operation of the dealer would have a much greater selling power than the expensive consumer advertising he often indulges in.

Why not have a convention of manufacturers, or their selling agents, wholesalers and retail men, at some central point and thrash the matter out. I am confident that good would come of it, even if no better arrangements were made in the immediate future. The gathering of retailers would be an inspiration to the trade, and no doubt would lead either to a national association or to some mode of arbitration regarding grievances, by which a committee elected from the three sections could meet at regular intervals and discuss and adjust matters to the general satisfaction of all.

It seems foolish for the matter to be continued under present conditions. The success of the retailer should be the first consideration of both manufacturer and wholesaler. I should like to see at least from fifty to a hundred letters in your next issue from prominent retailers all over the country, giving us their opinions. You have very kindly asked your readers for opinions on matters affecting this line of business, why not every man who reads the above, write at once to you with a candid expression on the subject—Is it not worth while?

RETAIL GROCER.

Hamilton, March 31, 1910.

Lyman Cox, St. John, N.B., and Henry W. Graham, Halifax, N.S., have formed a partnership with head office in Halifax, to open a new tea blending and packing concern.

**Tell Your Customers That:**

**SHAMROCK  
BIG PLUG  
SMOKING TOBACCO**

*When out 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.

**SPRAGUE**

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

**TANGLEFOOT**



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

**Black Watch**

**The Big Black Plug  
Chewing Tobacco**

**"A Trade Bringer"**

**Sold by all the Wholesale Trade**



## A Profit Producer

to which, perchance, you are not yet awake, is a **cigar department**, and the profit in this department will be all you can wish, if you feature the

# 7-20-4 CIGAR

It is a real business getter, is appreciated by connoisseurs of a good cigar, and sells at the right price.

WRITE FOR DETAILS AND PRICES

**The Sherbrooke Cigar Co.**  
Sherbrooke, Que.

*Everything About—*

## Wonderful Soap

Will show you that it is the Washday Wonder Soap. The Friend of the Household.

The packing, the make-up and the quick sales have made it the friend of the grocer.

We Have a Proposition to Offer You

One that will work to our mutual advantage. It isn't a long story, but it will prove an interesting one. Write for particulars.

**The Guelph Soap' Co.,**  
GUELPH, : : ONT.

TORONTO AGENTS:  
MacGREGOR SPECIALTY CO.

## 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.

## Fresh Caught Fish Arriving for Post Lenten Trade

Early Spring Weather Leaves a Supply of Frozen Fish in Cold Storage—Potatoes and Apples in Large Quantities on the Market—Oranges are Good Sellers.

### MONTREAL.

Green Fruits—There is little change in the green fruit market. Oranges are coming in fast and lower prices are looked for, though the demand is large enough to warrant a continued good price.

Apples—	Lemons—
Baldwins, bbl. .... 3 50	Sicily bitters, box 1 75 2 25
Greenings, bbl. .... 4 00	Limes, per box. .... 1 50
Russets ..... 3 50 4 25	Oranges—
Kings, No. 1. .... 4 00	Floridas ..... 3 00
Spies, per bbl. .... 5 00	California navels 2 75 3 00
Tallman Sweets. .... 3 00	Porto Ricos ..... 2 50
Bananas crated,	Mexicans ..... 2 25
bunch ..... 1 50 2 00	Messina bitters,
Cranberries, bbl. 6 00 10 00	box ..... 2 25 3 00
Cranberries, per	Jamaica, bbl ..... 4 10
bushel box. .... 1 50 2 00	Pineapples—
Cocoanuts, bags. .... 4 25	Floridas, case. .... 3 75 4 00
Grape fruit—	Strawberries—
Florida, box. .... 5 00	Florida, qt. .... 0 30 0 40
Grapes, Almeria,	Tangerines, strap ..... 8 00
per keg ..... 5 00 7 00	

Vegetables — Lima beans are scarce, and are being quoted at \$3.05 on the coast. This is a raise of 15c over last quotations. Sales of most lines are somewhat slow and prices, while weakening somewhat, are the same as before.

Beets, bag ..... 0 40 0 50	Spanish, cases
Brussels sprouts,	150 lbs. .... 3 00
per qt. .... 0 23	Spanish, $\frac{1}{2}$ cases 1 50 1 75
Carrots, bag ..... 0 40 0 50	Potatoes—
Cabbage, bbl ..... 1 00 1 25	Montreal, bag. .... 0 60 0 70
Celery—	" basket. .... 1 50
California, crate. .... 5 50	Parsley, dozen. .... 0 30
Florida, crate. .... 3 00 3 25	Paranips, bag. .... 0 75 0 80
Cauliflowers, or te 2 75 3 00	Radishes, dozen
Cucumbers, doz. .... 2 50	bunches. .... 0 40
Garlic, per lb. .... 0 15	Rhubarb, doz. .... 1 25
Green Peppers,	Spinach, bbl. .... 4 00
basket. .... 0 85	Tomatoes—
Lettuce—	Floridas, crate .. 4 00 4 50
Montreal, box. .... 0 50 0 75	Cubans, crate .. 2 25 2 50
Imported, box. .... 2 50	Turnips, bag. .... 0 50 0 60
Mushrooms, lb. .... 0 50 0 75	" Quebec,
Onions—	per ton. .... 12 00 14 00
Red, per bag ..... 1 00	

Fish—Fish trade is now to some extent giving way to the meat and egg trade. Demand will be comparatively slow for some time to come. Arrivals of fresh fish are numerous. At least one car of fresh halibut will arrive for a local wholesaler the first of the season. On account of mild weather setting in so early this spring, quantities of frozen fish will be held in cold storage for some time, but it will find a ready market when some shortage of fresh occurs.

Dore ..... 0 15	Mullets. .... 0 07
Pike ..... 0 08	Haddock ..... 0 04
Perch ..... 0 07	Halibut ..... 0 12
Steak cod. .... 0 06	Bullheads ..... 0 12
	Carp ..... 0 10
FROZEN	
Codfish ..... 0 04 0 04	Mackerel ..... 0 08
Dore, winter caught,	Pike ..... 0 06
per lb. .... 0 08	Salmon, B.O., red, 0 10
Halibut ..... 0 04	Gaspesalmon. .... 0 18
Halibut, per lb. .... 0 10	Smelts, 10 lb. boxes. 0 07
Herring, per 100. .... 0 00	Whitefish, large,
Market cod. .... 0 04	lb. .... 0 09
Steak cod. .... 0 05	Whitefish, small. .... 0 07
SALTED AND PICKLED	
Green cod, No. 1,	Salmon, B.O., red, bbl 15 00
bbl. .... 6 00 6 50	" pink, bbl 13 00
Labrador herring, bbl 5 00	" Labrador, bbl 18 00
" $\frac{1}{2}$ bbl 2 85	" " bbls 9 00
Labrador sea trout,	" " trca.,
bbls ..... 11 00	300 lb. .... 25 00
Labrador sea trout,	Salt eels, per lb. .... 0 07
half bbls. .... 6 00	Salt sardines, 20 lb. pis 1 00
No. 1 mackerel, pail. 2 00	Scottish herring, bbl. 6 50
" " $\frac{1}{2}$ bbls. .... 9 00	" keg 1 00
No. 1 pollock, lb. .... 0 02	Holland herring, bbl 5 50
	" keg 0 75

SMOKED	
Bloaters, large, per box. .... 1 00	
Fillets, lb. .... 0 12	
Haddies ..... 0 09	
Herring, new smoked, per box. .... 0 13	
Kipper herring, per box ..... 1 00	
SHELL FISH	
Shell oysters, bbl. .... 10 00	
Lobsters, live, per lb. .... 0 13	
Oysters, choice, bulk, Imp. gal. .... 1 30	
" Selects, Imp. gal. .... 1 50	
" "Sealshtpt," standards, per Imp. gal. .... 1 75	
" select, per Imp. gal. .... 2 00	
PREPARED FISH	
Boneless cod, in blocks, all grades, at 5 $\frac{1}{2}$ , 6, 8, 9 & 10c. per lb	
Shredded cod, per box ..... 1 80	
Skinless cod, 100 lb. case. .... 5 50	

### TORONTO.

Green Fruits—The apple situation is still a burden on the hands of the fruit men. The demand is altogether too light, compared with other fruit. This has been brought about through the poor quality of the apples put on our markets, the best stock having been exported. The Canadian people want the best and will not be satisfied with the culls, after the good ones have been picked out for export.

Oranges are in good demand, and the quality is improving. Frosted stock is all off the market. Strawberries are still arriving in ice boxes, and as long as this is necessary, they will have to be sold at high prices.

Apples ..... 1 00 4 00	Oranges—
Bananas ..... 1 75 2 00	California navels 2 50 3 00
Cranberries, bbl 6 25 6 50	Floridas ..... 2 50 2 75
Cocoanuts, sack ..... 4 00	Mexican ..... 2 00 2 25
Grapes, Almeria	Valencia ..... 3 50 4 00
per keg ..... 6 00 6 50	Jamaica, barrel ..... 4 25
Grape Fruit—	Marmalade, Sev
Cuban ..... 2 25 2 50	ille, per chest. .... 3 00
Florida ..... 4 00 4 25	Sicily bitter, box. .... 2 50
Lemons—	Pineapples, case 4 50 5 00
Sicily ..... 2 25 2 75	Strawberries, qt. 0 50 0 60

Vegetables—From week to week the varieties and quantities of vegetables are increasing. This week a nice variety of tempting squash has made its appearance. Tomatoes are getting more plentiful and are of better quality. Celery is in abundance, and is selling well, but potatoes are a drug on the market. One of the dealers on being asked about the price he was selling potatoes at, said that from 50c a bag up was realized, "or any old thing we can get." Potatoes are as plentiful in the vegetable line as apples are in the fruit line, but much safer to handle.

Asparagus, bunch. .... 0 40	Valencias, new, crate ..... 3 00 3 25
Beets, bag ..... 0 90	Spanish ..... 2 50 2 75
Beets, new, doz. .... 1 00	Green, per doz. 0 50 0 60
Beans, green in qt. boxes. .... 0 25	Spanish, $\frac{1}{2}$ cases. .... 1 50
Cauliflower, doz. .... 2 25	Paranips, bag. .... 0 85 0 90
Cabbage, Canadian, dozen ..... 0 35 0 40	Potatoes—
Cabbage, Can., per barrel. .... 1 50	Canadian, bag. .... 0 50 0 55
Cabbage, new, bri. .... 3 00	Bermuda, new, per barrel. .... 8 00
Carrots, bag. .... 0 65 0 75	Sweet, hamper. 1 25 1 50
Carrots, new, dz. .... 1 25	" barrel. .... 3 50
Celery, Canadian, dozen. .... 0 30 0 35	Parsley, per doz bunches. .... 0 70
Celery, Florida 2 00 2 50	Radishes, doz. .... 0 35 0 40
Cucumbers, doz. .... 2 50	Rhubarb, doz. .... 1 00
Lettuce, hamper. .... 2 50	Spinach, hamper 90 1 00
Lettuce, per doz. .... 0 80	Tomatoes, hot house, lb. .... 0 25
Mushrooms, lb. .... 0 90	Tomatoes, case of 5 baskets. .... 4 00 4 50
Canadian, bag. 1 00 1 25	Turnips, bag. .... 0 40

Fish—The fish market, following Lent, is as usual, quiet, and is likely to remain

**Fancy Florida Tomatoes** Hard Ripe  
**Florida Cabbage** Hard, Green Heads  
**Florida Celery—Fancy** at low prices

Arriving in car lots, you may rely on getting fresh stock, as demand is good and cars clean up quickly.

**Refrigerators of Fancy Florida STRAWBERRIES**

arriving by express—direct shipments from Florida to ourselves.

**Bananas, Oranges, Lemons, Grapefruit, Pineapples.**

Also **Full lines Cukes, Lettuce, Onions, Peppers, Parsley, Egg Plant.**



25-27 CHURCH ST. - TORONTO

**IT'S**

more difficult of explanation why a few grocers still pass by

**"St. Nicholas"**  
and  
**"Home Guard"**

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

Do you want to make your Lemon Business pay?

**J. J. McCABE**

AGENT

32 Church Street, Toronto.

so for a few weeks. Little fish will be used now till the fresh caught stock comes in. Several small consignments of fresh-caught sunfish, perch, carp and suckers arrived this week from Port Rowan. While the demand is slack, the prices, however, remain unchanged. This being between seasons, it means the cleaning up of the frozen stock and arranging for the summer's business.

LAKE FISH (FROZEN)			
Goldeyes.....	0 06	Pike.....	0 06
Herring, Lake Superior.....	0 04	Trout.....	0 10
Pickrel, blue.....	0 05	Whitefish.....	0 11
Pickrel yellow.....	0 09		
OCEAN FISH (FROZEN)			
Steak Cod.....	0 07	Salmon, pink, per lb.....	0 09
Halibut.....	0 12	" red.....	0 10
Hadlock.....	0 08	" sea dressed.....	0 13
Herring, per 100.....	1 75	Smelts, No. 1.....	0 08
Mackerel, each.....	0 20		

SMOKED, BONELESS AND PICKLED FISH.			
Acadia, per crate.....	2 40	Fillets, per lb.....	0 14
" tablets, box.....	1 60	Haddie, Finnan.....	0 01
Bloaters, per basket.....	0 90	Herrings, Digby, bundle.....	0 60
Codfish, shredded, box.....	1 80	Herrings, Imported.....	
" Bluenose, ".....	1 40	Loch Fyne, per kit.....	1 50
Cod steak, per lb.....	0 07	Kippers, per box.....	1 25
Cod, Imperial, per lb.....	0 05	Quail on toast, per lb.....	0 05
Ciscoes, per basket.....	1 25		
BULK OYSTERS.			
Oysters, standards, per gal.....	1 65	Oysters, selects, per gal.....	1 85
		Oysters, extra selects.....	2 00

**DUTIES ON IMPORTED VEGETABLES.**

That the consumption of canned vegetables is being retarded by the importation of fresh vegetables from the south is the contention of some of our packers. It is a well known fact that fresh vegetables are now being extensively used in the winter months more so than in years gone by. That is of common knowledge among the trade, but are they reducing the consumption of the canned products? This is the problem which is under consideration by canners.

Fresh vegetables of course will never take the place of the canned product in lumber, mining and construction camps, but in the cities where they can be easily obtained they are being used extensively.

The tariff on imported vegetables from the U. S. such as cabbage, tomatoes, celery, rhubarb, beets, string beans, and egg plant is 30 per cent. and on sweet potatoes, 10 cents per bushel.

On strawberries, which are now being used largely, the duty is 2 cents per lb. and on cranberries it is 25 p.c. When these goods come from British Colonies the duty is a third less in each case.

# Bananas, Tomatoes and Pineapples

THE season for these lines is at hand and every dealer should now begin to handle them. We represent the largest and best shippers. Our supply is steady and of best quality. Our big turnover enables us to ship fresh goods at all times, and that is a big factor.

Our prices are low, consistent with the quality of the goods we ship.

**WHITE & CO., Limited**  
 Branch at Hamilton **TORONTO** MAIN 6565

## FANCY

**RIPE** PINEAPPLES  
 FLORIDA TOMATOES  
 BANANAS

**FRESH** LETTUCE  
 RADISH  
 RHUBARB  
 GREEN ONIONS

== Finest Oranges and Lemons ==

**HUGH WALKER & SON**  
 (Established 1861) GUELPH, ONTARIO



In these busy days of advancement, improved methods of packing, handling and transporting Lemons, FOLLINA BROS. keep abreast of the times and offer always the new reliable pack of Lemons,

## BUSTER BROWN

The old reliable method of saddling the horse—taking the grist to mill—alternately shifting the bag from the saddle to your own shoulder, to ease the horse, was certainly reliable, and to-day's methods are as reliable but more in keeping with the keen demand for better Quality—better Lemons. See that every box you buy bears our name.

**FRATELLI FOLLINA**  
 PALMERO, MESSINA, Packers

**W. B. STRINGER**  
 Canadian Agent, Toronto.

## Merchants Unite in Business Men's Associations

**Fredericton Retailers Unite to Discuss and Remedy Grievances  
—Collection of Bad Debts a Prominent Question in New Brunswick.**

Fredericton, N.B., March 30.—The merchants of Fredericton are in favor of a Business Men's Association. This was shown by addresses given at a meeting held last week to discuss this question.

M. Tennant occupied the chair and read a communication from Mr. Crocket, M.P., in answer to a request of the merchants that he oppose the Harris Co-operative bill before parliament in Ottawa. Mr. Crocket stated that the Harris bill has been withdrawn in committee and a similar bill known as the Monk bill would probably not become law.

Mr. Jennings stated the object of the meeting and told of the ideas regarding the formation of a Business Men's Association, which had been brought out at the previous meeting. He outlined the advantages of such an association. He referred to the benefits of an association in dealing with the transportation question and other protective methods. He also asked for suggestions regarding merchants' week.

### Collection of Bad Debts.

Mr. Neill gave an account of the way bad debts were collected in New York and the Upper Provinces. Information relating to the collection of bad debts in Chatham and Guelph in Ontario was given.

The plan adopted was that a "dead beat" list was adopted and merchants were warned not to trust such people. Then a regular collector was appointed to get after the collection of debts. Other matters such as the regulation of market conditions were considered.

Mr. Neill suggested the formation of a Business Men's Association and on motion it was agreed upon.

Mr. Jennings read the duties of the "bad debt" collector as the plan has been adopted in other places.

The collection plan is run separately from the other benefits of the association and if a merchant wishes to take this benefit he pays an extra fee of \$10.

Mr. Lemont referred to the outside collection firms who have handled bad debts for Fredericton merchants and expressed the opinion that they had not all been satisfactory. He thought a local collection system would produce better results. He thought a Business Men's Association would be a great advantage to merchants and that an annual dinner of the merchants would be a good thing to band the business men together.

Ald. Walker was in favor of the scheme and was pleased that all classes of merchants were to be admitted to membership. He thought a committee should be appointed to get this information. The merchants could unite together and derive good results both socially and in a business way.

Mayor Thomas was also a supporter of the new idea and Mr. Jennings urged that the business men attend the meetings and take an interest in the matter once it was formed.

### TRADE CHANGES OF THE WEEK.

#### Losses Sustained by Fire, Assignments Made and Businesses Bought and Sold.

##### Ontario.

Jessie McDonald, grocer, Goderich, Ont., has assigned.

A. Cameron, general merchant, Oakwood, Ont., is dead.

H. Tolchard, grocer, Toronto, has assigned to M. E. Stanfield.

Estate of A. E. Swain, grocer, Toronto, is selling the stock.

A. McAllister, grocer, Ottawa, has sold to W. F. McQuestion.

The Standard Fruit Co., Midland, Ont., has obtained a charter.

The Lang Jodouin Trading Co., Elk Lake, has obtained an extension.

Wm. Kirkpatrick, general merchant, Burgesville, Ont., sustained loss by fire.

E. A. Wood, Ltd. general merchants, Orillia, Ont., sustained loss by fire recently.

Jno. Mellroy, grocer, flour and feed merchant, Madoc, Ont., has assigned to Dennis Gillen.

R. H. Benson & Co., general merchants, Copper Cliff, Ont., advertise their business for sale.

Mendelsohn & Soskin, general merchants, Huntsville, Ont., advertise their business for sale.

Stock of Jno. Mensour, general merchant, Blind River, Ont., is advertised for sale by tender.

##### Quebec.

Sarah Herscovitch, grocer, Montreal, has registered.

Mrs. J. G. U. Brodeur, grocer, St. Hyacinthe, Que., has registered.

Assets of Ulysse Harvey, general merchant, Ponte a Pic, Que., are sold.

I. E. Authier, general merchant, Roston Falls, Que., is offering a compromise.

A meeting of creditors of H. Brunelle, grocer, Three Rivers, is called for April 4.

Assets of A. Stern & Co., general merchants, Grand Vallee, Que., are to be sold.

Hill & Depatie, general merchants, St. Armand Station, Que., have sold to H. Ledoux.

Winding up order has been granted on the Caledonian Biscuit & Confectionery Co., Montreal.

A meeting of creditors of J. A. Desaulniers, grocer, Montreal, was called for the 29th of March.

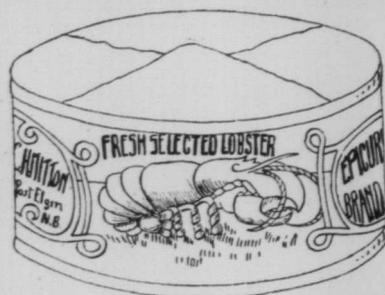
##### Maritime Provinces.

Alex Burnett, general merchant, Oromocto, N.B., is offering a compromise.

McCormick & Stronach, general merchants, Clementsport, N.S., have registered.

##### Western Canada.

Margaret J. Smiley, general merchant, Bates, Man., is succeeded by R. Finnie.



## "EPICURE" LOBSTERS

are the choicest fish obtainable, scientifically packed, their natural flavor retained. Always delicious—uniform in quality.

ORDER AT ONCE TO INSURE DELIVERY

C. H. MITTON, Sole Packer,

PORT ELGIN, N.B.

**Nearly Everybody is Pleased  
With the System of the  
Independents for Supplying  
Spoons**

Your customers obtain the spoon for free without the inconvenience of saving wrappers—you make a little profit. Get Independent Orange and Spoons from your jobber—there's none better being offered.

NOTE—As a few jobbers at present may not be handling Independent Packs of Oranges, we will publish a complete list next week for your guidance.

**Independent California  
Orange Brokers of Toronto**

32 CHURCH STREET - - TORONTO

**Your best customers will buy  
"Concord" Norwegian Sardines**

because of their distinctive and delicate flavor, and because there is an absolute guarantee of purity of contents given with each tin.

Each tin is provided with a spare lid for use after the tin has been opened.

"CONCORD" SARDINES will more than please your better-class customers, and will prove a remunerative line to handle.



LIST OF AGENTS:

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



**Especial Emphasis**

should be laid on the fact that

**BRUNSWICK BRAND SEA FOODS**

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—a great selling point!

See that you have a full range on your shelves.

**CONNORS BROS., LIMITED**

Black's Harbor, N.B.

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

Max Hermann, grocer, Winnipeg, has assigned to C. H. Newton.

Dodds & Tyson, grocers, North Vancouver, B.C., are closing out.

W. E. Schwanz, grocer, Vancouver, has sold to Elliott & Marshall.

M. McLean, general merchant, Moose Jaw, Sask., has sold to R. Fysh.

G. Greenslade, grocer and hardware merchant, Vancouver, B.C., has sold the North Arm Road store.

**FORECAST OF FISH SUPPLY.**

**Peculiar Situation in Newfoundland Where Exporters are Holding up the Market.**

Halifax, N.S., March 31.—The export trade on dry fish is not exceptionally brisk. The situation is peculiar, particularly in St. John's, Nfld., where buyers for the Northern Brazils are trying to break the market, and exporters are asking higher figures every time they quote, with every probability of the latter winning out, for the simple reason that there are not nearly enough fish to last until new cure is obtainable in any quantity.

The world's consuming markets are absorbing at this time the average quantity of fishstuffs, consumption last week in Oporto alone being 4,500 qtls. of British fish and 4,000 vogs Norwegian. Stocks there have been reduced to 23,000 qtls., against 42,000 qtls. this time last year. Only one cargo said to be on the way from Newfoundland. The Spanish markets are pretty well cleaned up of soft cure Labrador. Italy and Porto Rico are the two markets that seem to have an over supply at the moment. In Southern Brazils, particularly Rio and Santos, the stock is the smallest for years at this season, and Norway case fish evidently is exhausted in the supplying markets, as a portion of Newfoundland cure is now taking the place of this article, where otherwise there would not be a sale or demand for it.

The most of the nearby West India Islands are in pretty good shape, and judging by the fact that it took ten different shippers to fill a small one thousand-barrel bulk vessel for Barbados in St. John's last week, it is evident that low grade fish is about cleaned up there.

The Norwegian catch has opened in pretty good shape, last reports showing about 13,000,000 landed to date, against 12,000,000 last year.

There is nothing particularly new in pickled fish. Herrings caught last fall sold ex vessel this week at \$2, and quite a few are reported yet on the shore. If the Bay St. George fishery is a large one this year, low prices will rule. The market is almost bare of salmon and mackerel; alewives are in fair supply.

The store that is run with one set of rules for the employes and another and different set for the employer is not likely to run far without collision.

**INFORMATION FOR BUYERS.**

**Supplied to the Trade by Sellers.**

The original Beauce Brand Maple Syrup, new season's pack, is arriving and all orders will be filled promptly, only by the MacLaren Imperial Cheese Co., Ltd.

Laporte, Martin & Co., Montreal, announce bargain figures on 500 cases of sardines, Roman brand, and 50 cases of European asparagus. Their travelers are now on the road taking orders for canned vegetables, soups and fruits, Soleil brand, crop of 1910.

The pop-corn factory of Clyde Fuller & Bro., Windsor, Ont., manufacturers of Kandy Kid, was completely destroyed by fire. They have already made arrangements to establish a larger and better plant than before, and they expect to be in a position to fill orders in about 30 days. The trade will do well to place future orders with this firm now, as they were sold up to their capacity for about 6 weeks when their plant was destroyed. This will no doubt prove one of the best summer lines, which has ever been place on the market.

George Mason & Co., Ltd., London, Engalnd, manufacturers of "O.K." Sauce, write apropos of the Canadian Pure Food Laws and point out that theirs is the only sauce that carries with it a purity guarantee of 1,000

guineas and that this challenge still stands uncontested after a period of 25 years. The exact guarantee, as printed on every label, is as follows:—"We guarantee every ingredient of the "O.K." Sauce to be absolutely pure, and of the finest quality only, and the above sum (1,000 guineas) will be paid to any one who can prove to the contrary, whether by analysis or otherwise."

Another instance of the manner in which trade in some particular line of goods can be greatly stimulated by a simple suggestion amongst customers comes to our notice. Amongst the biscuit specialities manufactured by George Kemp, Ltd., of London, England, is a round, light, flaky biscuit called "Butter Puff," and a grocer who recommended their use in the form of a jam sandwich found his sales increase most satisfactorily. He showed his customers that by splitting these "Puffs," placing an even spread of jam between the two halves and afterwards putting in a hot oven for five minutes or more, most delicious pastry sandwiches were made. In this way, a most tasty sweet can be produced and it will be found a welcome addition to the luncheon or tea table, as wholesome as it is delicate.

James Dobbin, who for the past twenty-six years has conducted a grocery business on Dundas street east, London, Ont., is dead. He was 87 years of age.

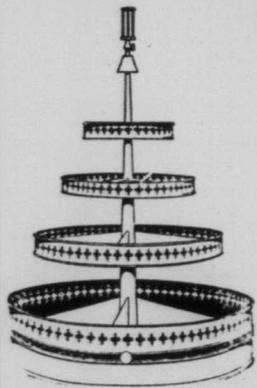
Highest price paid for  
**DRIED APPLES**  
O. E. ROBINSON & CO.  
ESTABLISHED 1886  
Ingersoll - Ontario  
Would you like our Weekly Circular

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

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

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

**SELL MORE VEGETABLES  
AT BETTER PRICES**



We figure that's what you want to do so we'd like to tell you how you can do it by using our **VEGETABLE DISPLAY STAND**

When writing state whether you have a city water supply.

**GALESBURG CORNICER WORKS**  
93 Cox Street, Galesburg, Illinois



# SUNKIST ORANGES



## To the Trade:

The co-operative growing and marketing of California oranges and lemons has made it possible for the jobber and retailer to continue selling Citrus fruit. The consumer also has been greatly benefited by these methods of disposing of the orchard products of California.

A few years ago many speculators whipsawed the grower—creating an unstable market, keeping the fruit situation panicky, making it impossible to tell just what the market conditions were and just what the prospects might be.

Rapid fluctuations in the market frequently caused by speculative methods, that were subject to question, kept the jobber and retailer guessing all the time as to what a day would bring forth.

Fruit growers were at the mercy of unfair trade conditions and the legitimate business man suffered because of them.

The California Fruit Growers' Exchange is composed of 5,000 fruit farmers. Anyone growing oranges and lemons can become a member and have a vote in the management of the Exchange. These fruit farmers appoint their own salesmen to sell the product of their orchards.

No profits whatever beyond salary are derived by officers or workers of the Exchange. Every benefit, after actual selling expenses are taken out, goes to the grower of the fruit.

The big advantage of the Exchange is their greater facilities in buying material, such as boxes, etc.—their large shipments, which enable them to secure better transportation facilities, and their splendid organization for the growing, picking and packing of their fruit.

All this means that the consumer of oranges and lemons can now get better fruit at less cost than ever before.

The object of the California Fruit Growers' Exchange is entirely to improve fruit culture in California, and, by handling the product of their orchards in a scientific manner give the consumer all the benefits of highly cultivated fruit at the lowest possible cost. This can be done only by helping the grower, helping the jobber and helping the retail trade.

The present advertising campaign, being conducted by the 5,000 fruit farmers, comprising the California Fruit Growers' Exchange, is intended to acquaint the public with the nourishing, health-giving qualities of California Oranges and Lemons. The members of the Exchange believe public appreciation will stimulate the growers to greater activity in the production of more and better fruit.

## The California Fruit Growers' Exchange

DISTRIBUTING POINTS:

Toronto      Winnipeg      Montreal      Calgary

## Platform of N.S. Retail Merchants' Association

**Organization in the East Broadening its Membership to Make Work Effective—To Encourage Harmony Among Merchants and to Correct Evils in Credit System—Wholesalers Selling to Consumer Direct.**

Halifax, N.S., March 30.—The Retail Merchants' Association of Nova Scotia is now well organized, and is working to obtain as large a membership as possible to assist in attaining its objects and aims. It was organized last September.

Its objects in general are:—

The encouragement of harmony and joint action between retail merchants and the improvement of business methods in general.

To correct evils attending the credit system.

To abolish trade abuses and injurious and unbusiness-like practices.

To disseminate trade information, encourage improvement in business methods, and generally to advance the interests of retail merchants.

Among the by-laws as laid down in the constitution are: The regular meetings of the association shall be held in Halifax on the third Tuesday in January in each year and special meetings at the call of the president.

Membership can be secured on application to the secretary, and on the approval of the executive committee.

The dues shall be \$2 per annum, payable in advance at the beginning of each fiscal year, or on application for membership.

All membership privileges shall be suspended after twelve months delinquency, but may be restored on payment of arrears.

The officers shall be, president, vice-president, secretary-treasurer, who shall be elected at the regular annual meeting and shall hold office for the term of one year and until their successors are elected and qualified.

The executive committee shall consist of the president, vice-president and secretary-treasurer, and one member from each county. Five members of the executive shall constitute a quorum.

The president shall be the presiding and executive officer of the association. He shall take the chair at all meetings both of the association and executive committee. In his absence or inability the vice-president shall preside.

The secretary-treasurer shall keep a record of all the proceedings of the association and of the executive committee, attend to all correspondence and such other duties as the association or the executive may direct. He shall have charge of all the funds and deposit the same in a bank in the name of the association, and pay all bills upon vouchers signed by the president, and render a full report at each meeting of the association of duties performed, moneys received and

paid out by him, and keep a full and accurate account of all transactions of his office.

The constitution and by-laws of this association may be amended at annual meeting, provided such amendment or provision be proposed in writing and submitted to the executive committee for consideration and report to the meeting with such recommendations as they may deem proper.

### Platform of the Association.

Among the specific questions to be given attention are the weights and

measures of goods, as merchants in this province are led to believe that great injustice is done both to retailers and consumers in this respect. All members are requested to report to the secretary any cases of shortage with the names of the parties responsible therefor.

The telephone rates, which are claimed to be exorbitant in some districts, will be considered as well as the matter of the parcel post business, as it affects retail trade.

The association will ask the Government to hold the manufacturer responsible for the adulteration of goods instead of the retailer.

Still another object is to prevent the retailing of goods by wholesale houses—al such cases to be reported to the secretary.

The secretary of the association is Isaac MacDonald, Box 439, Halifax.

## Why One Merchant Eliminated Delivering Goods

**Customers Imposed on Him Too Much and He Couldn't Stand It—Claimed That They Made His Business Unprofitable—How His Customers Got Their Goods Home.**

There are few merchants in these days of competition who do not deliver goods and the experience of one who does not, should be of interest to readers.

The multitude of difficulties that would naturally arise were a grocer to eliminate deliveries causes him to consider carefully before he leaps.

A grocer who has broken over the traces and who still claims to be doing a good business was asked the question recently. What he would do if a customer wanted a hundred pounds of flour, a bushel of potatoes or five gallons of coal-oil.

"As we do not deliver any groceries," he replied, "we do not have to bother about that part of it; we let the customer get the goods home in any way he sees fit. But I will tell you how scores of them do get the goods home.

"Many people have rigs of some kind, either buggies or automobiles, and those who have none ask those who have to call at the store and bring the goods out to them. Some families have boys come with a push cart or a wheel barrow and some put the stuff on their shoulders and carry it home themselves. Ladies often use their baby carriages to take home the heavier articles.

### Never Saw So Many Rigs.

"I did not know that so many people had rigs until I quit delivering goods; nor how many ways there are to get things home in order to get them a little cheaper. When I quit delivering I thought my flour business would fall off, but instead of that it has increased. But of course I am selling it cheaper than my neighbor. We have a large country trade and the cheaper price just suits them. Their goods are never delivered anyway and when they buy from me they say

they are not paying for delivery here in the city which they do when they buy from one who delivers.

"When we used to deliver, a lady drove by and said, 'send me out 25 cents worth of bacon.' She was driving directly home. We drove along behind her all the way to her home when she could have saved us the trip just as well as not. Delivering would not be so bad if the people did not impose upon the merchant so.

"That was one reason why I quit delivering groceries. We were running a wagon and could not refuse her, but it made me boil a little. I resolved then that same day I would quit delivering goods.

### Sells For Cash.

"Four years ago I decided to try it and put an advertisement in the paper to the effect that I was going to give my horses a vacation for a month and that my customers should buy enough to last them awhile. Most of them considered it a joke as they had never heard of a horse getting a vacation. When the end of the month came I had my horses all sold and the money spent. I have never delivered goods since.

"We have eight or ten grocers here, but I am the only one who does not deliver. I sell for cash and as I do not employ any help I can sell cheaper than my competitors."

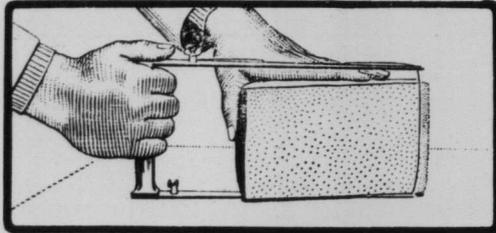
E. W. La Chance, representing Wm. H. Dunn, Montreal, was in Toronto on Monday.

The grocery and general store that has been carried on by T. W. Robinson, at Juniper Island, Stony Lake, Ont., for many years, will this season be run by H. Stock, of Peterboro.

## The Perfect CHEESE CUTTER

(Made in England)

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



Patent 13713

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

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

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

**E. MORRIS & CO.**

KING'S LYNN, NORFOLK, ENGLAND

## Bradley Stencil Machine

The latest development of a CIRCULAR Stencil Machine not so expensive as the Standard.

E A S Y T O O P E R A T E



**HAMILTON STAMP & STENCIL WORKS, Limited**

Sole Canada Agents

HAMILTON

37-39 King William St.

TORONTO

38 Colborne St.

## EAT SALMON?

**Quaker Salmon** is the best on earth. That's what we think.

We want **your** opinion.

We want your canned salmon business, and we'll get it if you try a tin of **Quaker Salmon**.

**Mathewson's Sons**

Wholesale Grocers

202 McGill Street - Montreal



## Royal Metal Polishes

With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in **Royal** Polishes than in any other. Cost you less—sell for the same price as other polishes, and a **Home product**.

**Canada's Leading Metal Polish**

Write for samples and prices.

**Royal Polishes Company, Montreal**

## BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY ALL JOBBERS

½-lb. tins—3 doz. in case.

**Classified Advertising**

**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

**ADDING MACHINE.**

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

**AGENT WANTED.**

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

**BUSINESS CHANCES.**

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

**COUNTER CHECK BOOKS.**

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

**FOR SALE.**

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

**MALE HELP WANTED**

WANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

**MISCELLANEOUS.**

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

**MISCELLANEOUS.**

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st. Invoice; 2nd. Delivery Ticket; 3rd. Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E. C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

**MISCELLANEOUS.**

A BOOK-KEEPING STAFF IN ITSELF—DOING the work with machine-precision and accuracy, the National Cash Register. Write for demonstration literature. The National Cash Register Co., 285 Yonge St., Toronto.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerepress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

\$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quills, one key, one oil can and one set of registers. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

**REPRESENTATIVE WANTED.**

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

**TECHNICAL BOOKS.**

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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

W. 911 mould—  
1-lb. tin, 2 do  
1-lb. tin, 3  
1-lb. tin, 4

IMPEE  
Cases  
4-dozen.....  
3-dozen.....  
1-dozen.....  
3-dozen.....  
1-dozen.....



CANAI  
Aylmer J

Strawberry...  
Raspberry...  
Black currant  
Red currant  
Raspberry &  
currant...  
Raspberry at  
gooseberry  
Damson plum  
stoneless  
Greengage pl  
stoneless  
Gooseberry...

5s  
Strawberry...  
Black currant  
Raspberry...  
Other variety  
Freight all  
WHITE SWA  
White Swan  
1-lb. tins, 3  
1-lb. "



Coak  
Cartoons—  
No. 1, 1-lb., 4  
No. 1, 1-lb., 4  
No. 2, 5-oz., 4  
No. 2, 5-oz., 4  
No. 3, 2 1/2-oz., 4  
No. 10, 12-oz.  
No. 10, 12-oz.



White Swat  
White Swat  
White Swat  
Kest's Oxit  
In 10-box  
Gillett's Ma





**ALWAYS RIGHT.** SUN PASTE

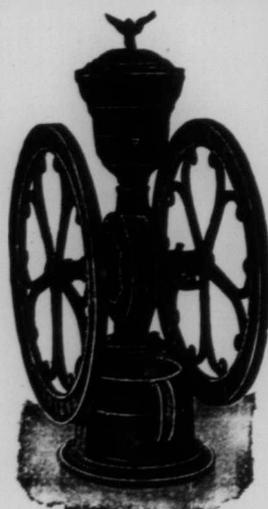
Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**



If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

**The Walker Bln & Store  
Fixture Co., Ltd.**  
Berlin, - - Ontario



**ELGIN NATIONAL  
COFFEE MILLS**

are made in no less than  
40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The ELGIN has steel grinders, can be adjusted while running, and sells at a

**LOW COST**

Ask any of the following Jobbers for our Catalogue:

- WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).
- VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.
- HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glassco & Co.
- TORONTO—Eby, Blain, Ltd.
- LONDON—Gorman, Eckert & Co.
- ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.
- REGINA, SASK.—Campbell Bros. & Wilson
- MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**  
ELGIN, ILL., U.S.A.

**R. B. Wiseman & Co.**

123 Bannatyne Avenue East **WINNIPEG, MAN.**

**Warehousemen, Forwarding Agents and  
Wholesale Brokers**

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

**Reference—Bank of Ottawa, Winnipeg**

**HAVE YOU TRIED**

**MOLASSINE DOG and PUPPY CAKES?**

**MARVELLOUS FOR ERADICATING WORMS  
and Keeping Dogs in Splendid General Health**

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

**ANDREW WATSON, - Sole Importer**  
91 PLACE YOUVILLE MONTREAL

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Ocean corn sta

30-lb wood pa  
Pure assorted  
dozen in c

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THE GENUI



Price  
Less than 5 c  
Five cases or

# CURRANTS

We are proprietors of  
**"AFRODITE"** brand, the best AMALIAS  
 currant on the market.  
**"NARCISSUS,"** fine FILIATRA currants,  
**"NAUSICAA,"** fine FILIATRA cleaned  
 currants  
 and importers and distributors of  
 highest grade PATRAS and VOSTIZZA  
 currants.

We aim to give the trade the best grades  
 of currants obtainable from season to season.  
 We solicit the opportunity to quote on  
 your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

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- W. G. A. LAMBE & CO., Toronto
- H. D. MARSHALL, Ottawa
- ARTHUR P. TIPPET & CO., Montreal
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**GREEK CURRANT CO**  
 95 Broad Street - NEW YORK  
 THE LARGEST CURRANT HOUSE IN GREECE

# BUGGY EGG CRATE



The most satisfactory Egg Carrier  
 yet invented.

**YOU** should have them in stock.  
 5,000 sold first season.

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

**OCEAN MILLS**  
 Montreal  
 Chinese starch, 48  
 1-lb., per case \$4.00;  
 Ocean Baking Pow-  
 der, 48 3-oz., \$1.40;  
 48 4-oz., \$1.80; 60 8-  
 oz., \$4.50; 36 1-lb.-  
 \$3.75; 48 1-lb. pkg.  
 \$4; 10 1-lb. tins, \$5;  
 loose 25 lbs., \$1.75;  
 Ocean blancmange,  
 48 8-oz., \$4; Ocean  
 borax, 48 8-oz.,  
 \$1.60; Ocean cough  
 syrup, 36 6-oz., \$6.00;  
 36 6-ounce, \$7.20;

Ocean corn starch, 48 1-lb. \$3.60  
**Jam** Per lb.  
 30-lb. wood pails..... 0 062  
 Pure assorted jam, 1-lb. glass jars, two  
 dozen in case..... 1 75

**Jelly Powders**  
**IMPERIAL DESSERT JELLY**  
  
**PURE AND DELICIOUS**  
 TRUE FRUIT FLAVORS  
 CARTONS EACH 1 DOZ.

Assorted flavors—gross 10.75.  
**Soap**  
 THE GENUINE. Packed 100 Bars to case.

Price—Ontario and Quebec:  
 Less than 5 cases..... \$6 00  
 Five cases or more..... 4 85



List price.  
 "Shirriff's" (all  
 flavors), per doz ....  
 Discounts on applica-  
 tion.

**WHITE SWAN SPICE  
 AND CEREALS, LTD.**  
 White Swan, 15  
 flavors. 1 doz. in  
 handsome counter  
 carton, per doz., 90c.



**Lard**  
**N. K. FAIRBANK CO. BOAR'S HEAD  
 LARD COMPOUND.**

Tierces.... \$0 12  
 4-bbls. .... 0 12  
 Tubs, 60 lbs. 0 12  
 20-lb. Pails. 2 63  
 20-lb. tins.. 2 53  
 Cases 3-lb.. 0 13  
 " 5-lb.. 0 13  
 " 10-lb.. 0 13

F.O.B. Montreal.



**GUNNS**  
**"EASIFIRST"**  
 LARD  
 COMPOUND.

Tierces.... 0 12  
 Tubs..... 0 12  
 20-lb. pails. 0 12  
 20-lb. tins. 0 12  
 10-lb. " 0 13  
 5-lb. " 0 13  
 3-lb. " 0 13  
 1-lb. cartons 1 34

**Licorice**  
**NATIONAL LICORICE CO.**  
 5-lb. boxes, wood or paper, per lb. .... \$0 40  
 Fancy boxes (36 or 50 sticks), per box... 1 25  
 "Ringed" 5-lb. boxes, per lb. .... 0 40  
 "Acme" pellets, 5-lb. cans, per can ... 2 00  
 "Acme" pellets, (fancy box, 40), per box 1 50  
 Tar licorice and tolu wafers, 5-lb. cans,  
 per can ..... 3 00  
 Licorice lozenges, 1-lb. glass jars..... 1 75  
 20 5-lb. cans..... 1 50

"Purity" licorice, 10 sticks..... 1 45  
 " " 100 sticks..... 0 73  
 Dulc, large cent sticks, 100 in box.....  
**Lye (Concentrated)**



**GILLETT'S  
 PERFUMED LYE**  
 Per case  
 1 case of 4 doz \$3 50  
 3 cases of 4 doz 3 40  
 5 cases or more 3 35

**Marmalade.**

**T. UPTON & CO.**  
 12-oz. glass jars, 2 dozen  
 case, per doz. \$1; 16-oz.  
 glass jars, 2 doz. in case,  
 per doz. \$1.45; 5 and 7  
 lb. tins and 7-lb. pails,  
 per lb. 7½c; pint sealers  
 (24 oz.), 1 doz. in case,  
 per dozen \$2.25.

**"SHIRRIFF BRAND"**  
 "Imperial Scotch"—  
 1-lb. glass, doz. ... 1 55  
 2-lb. " " " " 2 80  
 4-lb. tins, " " 4 65  
 7-lb. " " " " 7 85  
 "Sbradded"—  
 1-lb. glass, doz. .... 1 80  
 2-lb. " " " " 2 10  
 7-lb. tins. " " " 8 25



**SPRATT'S PRICE LIST**  
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen  
 cases per doz. .... \$0 85  
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45  
 Parrot Food, 2-lb. pkts ..... 1 35  
 Bird Cage Sand, about 1½-lb. bags, 4  
 gross cases, per doz. .... 0 30  
 Bird Cage Grit, about 1½-lb. bags, 4  
 gross cases, per doz. .... 0 30  
**Mince Meat**  
 Wethay's condensed, per gross, net... \$12 00  
 per case of 3 dozen, net. .... 1 00



**ST. CHARLES CON-  
 DENSING CO**  
 PRICES:  
 St. Charles Cream,  
 family size, per case  
 ..... \$3.50  
 Baby size, per  
 case..... 2.00  
 Ditto, hotel, 3.70  
 Silver Cow Milk 4.55  
 Purity Milk.... 4.25  
 Good Luck.... 4.00

**Mustard**  
**COLMAN'S OR KEEN'S**  
 D.S.F., 1-lb. tins..... per doz. \$ 1 40  
 " 1-lb. tins..... " 2 50  
 " 1-lb. tins..... " 5 00  
 Durham 4-lb. jar..... per jar 0 75  
 " 1-lb. jar..... 0 25  
 F.D. 1-lb. tins..... per doz. 0 85  
 " 1-lb. tins..... 1 45

**IMPERIAL PREPARED MUSTARD**  
 Small, cases 4 dozen..... 0 45 dozen  
 Medium, cases 2 dozen..... 0 90 "  
 Large, cases 1 dozen..... 1 35 "

**Olive Oil**  
**LAPORTE, MARTIN & OIE., LTD.**  
**Minerva Brand—**  
 Minerva, qts. 12's ..... \$ 5 75  
 " pts. 24's ..... 6 50  
 " 1-pt. 24's ..... 4 25

**Sauces**  
**PATERSON'S WORCESTER SAUCE**  
 1-pint bottles, 3 and 6 dozen cases, doz 0 90  
 Pint bottles, 3 dozen cases, doz. .... 1 75

**Soda**  
**COW BRAND**  
  
 Case of 1-lb. contain-  
 ing 60 packages, per  
 box, \$3.00  
 Case of 1-lb. con-  
 taining 120 pkgs. per  
 box, \$3.00  
 Case of 1-lb. and 1-lb.  
 containing 30 1-lb.  
 and 80 1-lb. pkgs. per  
 box \$3.00

Case of 50 pkgs. containing 96 pkgs. per  
 box, \$3.00  
**MAGIC BRAND** Per case  
 No. 1, cases 60 1-lb. packages..... \$2 60  
 No. 2, " 120 1-lb. " ..... 2 60  
 No. 2, " { 30 1-lb. " ..... 2 60  
 " { 60 1-lb. " ..... 2 60  
 No. 5 Magic soda—cases 100—10-oz. pkgs.  
 1 case..... 2 65  
 5 cases..... 2 55



Tell your Doggy Customers that you Stock  
**Spratt's** <sup>MEAT</sup> **Dog Cakes**  
 "FIBRINE"

Your Jobber can supply, **It means More Business.** Packed in all Sizes.

MAY WE SEND OUR ILLUSTRATED LIST?

Write **SPRATT'S Patent Ltd., London, Eng.** Canadian Branch - 13 St. Therese Street, St. Gabriel's, Montreal.

## Sanitary Cans

For Hand Filled Goods

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

## Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

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

## A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

## Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

**BRUNNER, MOND & CO.'S**  
 ENGLISH SAL SODA

is the **PUREST**, contains **LEAST MOISTURE** and therefore **GOES FURTHEST** of any Washing Soda sold.

**WINN & HOLLAND, LIMITED**

SOLE AGENTS

MONTREAL

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
 HALIFAX

## DAKEY'S 'WELLINGTON' KNIFE POLISH

**JOHN DAKEY & SONS, Limited**  
 Manufacturers of  
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills London, England

## Queen City Water White Oil

GIVES PERFECT LIGHT

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

FOR SALE EVERYWHERE

ER

st of the  
ce.

MITED  
Montreal

0 30  
0 35  
0 42  
0 55



90 cents  
Powder } per doz.  
n.

THOMAS  
WOOD & CO.  
LTD

Montreal and  
Boston

wholesale  
... 0 40  
... 0 45  
... 0 50  
... 0 55  
All grades—either

M TARTAR Per doz  
n case..... \$0 50  
n case..... 1 80

Per case  
assorted..... \$7 30

Per doz  
ers, 4 doz. in \$2 00  
ers, 3 doz. in 3 75

Per lb  
In case..... 0 20  
..... 0 27 1/2  
..... 0 27 1/2  
..... 0 25 1/4  
..... 0 25

0.

PANY OF CANADA,  
e BRANCH.

..... 44  
..... 45  
..... 46  
..... 44  
..... 46  
..... 46  
..... 44  
..... 42  
..... 46  
..... 42

6s., plug or bar. 42

..... 44  
..... 44  
..... 40  
..... 50  
Pouches, 8s. 50

remedies

ING  
..... \$18 00  
..... 9 00

pkgs. .... \$1 15  
e. In case. 1 15

rest office.

# SALT:

Complete list of  
laid-down prices  
gladly submitted.

Write

**VERRET, STEWART & CO.**

LIMITED

No. 12 Port St.

**MONTREAL**

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

## WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed  
in sanitary packages

**SOLVES THIS QUESTION**

Quality Unexcelled.  
Three dozen to a case.

Absolutely Dust-proof.  
All jobbers.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.

## YOUR RUSH ORDERS

Phone them  
at our  
expense.

4

Free Phones



## SERVICE

This business has been built up on service.

The idea—or ideal, if you like—behind it is service, prompt and efficient to an unusual degree.

Ask any of the merchants who buy from us if we do not live up to the high standards we have set for ourselves.

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WHOLESALE GROCERS

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