

CANADIAN GROCER

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

Montreal: 232 McGill St.

Toronto: 10 Front St. East.

Winnipeg: 511 Union Bank Building.

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

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NO. 16.



It's time now to talk of Blue Laundry Blue

The season will soon be in full swing and it will be good
business on your part to have

Keen's Oxford Blue

in stock.

You can't have any better blue, for there isn't any.

FRANK MAGOR & CO., 403 St. Paul Street, **MONTREAL**
Agents for the Dominion of Canada

Starch Facts

- ¶ You know it is wise to look up your stock of Starch at this time.
- ¶ You also know that it pays to select those brands that will sell without complaint from customers.
- ¶ If your trade is particular about good results in their laundry or kitchen you will understand why they demand

Edwardsburg "Silver Gloss" Starch and **Benson's "Prepared Corn"**

It is for you to look into this Starch matter now. There isn't a jobber in Canada that can't sell you our Starches—Ask for and insist upon getting them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



**No Boiling
No Scalding
No Hard Rubbing**

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

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

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

Branches :—Montreal Toronto Winnipeg Vancouver West Indies

**“The World’s
Best”**

The cook who uses Cox’s Gelatine knows in advance exactly what to expect, namely, exactly what she (and all other cooks) want, *satisfactory results*.

There are no adulterations in Cox’s Gelatine—no by-products to lessen the purity at the expense of a little extra profit for the maker.

**Cox’s
Gelatine**

**ONE PACKAGE of Cox’s
Gelatine makes
TWO QUARTS OF JELLY**

**The Purest, the Cheapest,
the BEST.**

**Cox’s
Gelatine**

For greater convenience to meet most modern requirements it is put up in powdered form. **STRONGEST, PUREST, BEST.** The maximum of quality at the minimum of price to the grocer who buys and sells it. The Gelatine that established the standard.

ABSOLUTELY PURE

A. P. Tippet & Co., Agents

*8 Place Royale
Montreal*

*84 Victoria Street
Toronto*



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

<p>THE MAN ON THE SPOT "There is many a slip between the enquiry and the reply." The man on the spot gets the order. That's me. FACE TO FACE BUSINESS G. WALLACE WEESE Manufacturers Representative. Hamilton, Can. Offices, Myles' Fireproof Storage Warehouse. Write Me To-day.</p>	<p>D. STAMPER GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 MOOSE JAW, SASK.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 29 Melinda Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>T. A. MACNAB & CO. ST. JOHN'S, NFD. 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>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen 27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>G. C. WARREN Box 1036, REGINA Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.</p>	<p>Don Storage and Cartage Co. Limited 81 Front Street East TORONTO PHONE M. 2823 Storage facilities unequalled in city. Special cartage delivery—Lowest rate of insurance.</p>
<p>ROBERT ALLAN & CO. General Commission Merchants MONTREAL Fish, Oils, Beans, Peas and Produce Agents: "Royal Crown" Skinless Codfish, Representing Morris & Co. Chicago. Pork and Lard.</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines</p>	<p>Wholesale Grocery Brokers and Manufacturers' Agents Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Soli- cited. Best of Storage Accommodation. BLIND BROKERAGE CO. Toronto 23 Scott Street</p>
<p>J. WALTER SNOWDON MANUFACTURERS' AGENT and BROKER Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited. Address 23 Burton Ave., Westmount, MONTREAL</p>	<p>Finest Storage in Toronto. Our own warehouse. Lowest possible rates. Also lowest insurance rates.</p>	<p>CARMAN BROKERAGE Co. Wholesale Grocery Brokers 141 Bannatyne St. E. WINNIPEG, MAN. We keep in close touch with the wholesale trade Winnipeg and West—write us.</p>
<p>D. McL. BROPHY 414 St. Paul St. Montreal Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p>W. H. MILLMAN & SONS GROCERY BROKERS TORONTO</p>	<p>C. & J. JONES WHOLESALE BROKERS MANUFACTURERS' AGENTS AND IMPORTERS. 62 Scott Block - WINNIPEG, Man. Domestic Agencies Solicited. Good Storage Facilities</p>
<p>D. McL. BROPHY 414 St. Paul St. Montreal Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.</p>

Choice Cohoe Salmon

to sell at 1/2s
10c.

Specials at
85c. Doz.

TWO SNAPS

Canned Singapore Pineapple

Whole }
Sliced } 1s
Cubes }

to retail at 10c.

EBY-BLAIN, LIMITED

Wholesale Grocers TORONTO

STABILITY

The "EXCITEMENT" caused in the Tea Trade through the possibility of a duty being placed on Tea in the United States, has subsided very suddenly, as it is now definitely known that there will be **NO TAX** levied.

We strongly advised our friends in our last announcement **NOT** to speculate on the chance of an advancing market, and that we would make **NO** change in our prices for Package or Bulk Teas.

We trust they all acted on our suggestion. We shall be glad to mail samples and prices of all our Teas on application to

BLUE RIBBON TEA CO., Limited

266 ST. PAUL STREET, - MONTREAL, P.Q.

HALIFAX

R. B. COLWELL

Representing in
Nova Scotia

Maritime Dairy Co.

Sussex Mineral Springs Co.

Ingersoll Packing Co.

Asepto Mfg. Co.

Ebony Polish Co.

E. D. Smith

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

265 Barrington St.
Halifax, N.S.

SASKATOON

CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Ware-
housed and Forwarded, Warehouse on Transfer
Track. Business Solicited.

PHONE 159

SASKATOON,

P.O. BOX 257.

Western Canada

Try a business card in
The Canadian Grocer.



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

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

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

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

"GLEANER"

might bring inquiries. Better
write for rates to

I. C. STEWART, Halifax

**A. Boake, Roberts
& Co., Limited**

STRATFORD

LONDON

ENGLAND

For:—

**Vinegar and
Sauce Coloring**

**Essential Oils
Essences
Oil Lemon**

**Acid Phosphate &
Phosphate Lime
Preclp.**

**Harmless
Colorings**

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.

MONTREAL

and Room 32-38 Colborne St., Toronto

To
**Brokers and Manufacturers'
Agents**

—Your business card on this page will keep
—your name and field of operations before
—Manufacturers, importers and others
—looking for responsible representatives.
It costs you little and means much to you
if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER

Montreal

Toronto

Winnipeg



is without a peer in the
Canadian market.

No tea is more exten-
sively advertised or better
known.

Good tea is a magnet
which always draws trade.

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

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

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

ESTABLISHED 1849

BRADSTREET'S

Capital and Surplus, \$1,500,000

Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway,
New York City, U.S.A.

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

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

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

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

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

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

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;
and

Fourth: Because of Its Cheapness Regardless of Cost.

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

Why You Should Handle Old Homestead Brand

You can absolutely rely on its uniform high quality. Uniformity in unbeatable excellence is the claim we advance for OLD HOMESTEAD BRAND—a claim substantiated by every can bearing the Old Homestead Label. Old Homestead quality is maintained by very critical selection of stock. Our inspectors reject everything that does not come up to the high standard we have adopted. When stock has been bought it is packed in a factory that is a model of scientific sanitation and up-to-date processing equipment and methods. From the garden to the can Old Homestead Brand is transferred in the manner that preserves the full, delicious flavor and nutriment of the highest grade fruit and vegetables.

Specify Old Homestead Brand
WHEN ORDERING FROM YOUR JOBBER.

The Old Homestead Canning Co.

Picton

Ontario

FARMER BRAND

Canned Goods Class by Themselves.

WHY?

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

UNEQUALLED

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

The Farmers Canning Company, Limited
BLOOMFIELD, ONT.

“PEERLESS” Brand Canned Goods

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

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

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

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, ^{Tilbury,}
Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER

Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

PACKARD'S "SPECIAL" SHOE DRESSINGS

Give the Retail Grocer a
Larger Percentage of Profit
than staple lines of groceries

EVERY PACKAGE GUARANTEED

If your wholesale dealer does not keep it in stock, write us.

L. H. Packard & Co., Ltd.

PACKARD BUILDING

9 to 17 St. Antoine St.,

MONTREAL

MANUFACTURERS OF HIGH-CLASS

SHOE DRESSINGS



FRENCH GLYCERINE
A Liquid Self Polisher, Retails at 10c



BLACK "O"
A Liquid and Paste combined
Retails at 10c. Tin.

GINGER BREAD BRAND MOLASSES

Is the Product of the British
West Indies Sugar Cane.

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

For cooking and table
use it is undoubtedly
the best.

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCartonof,	Kingston.	R. G. Bedlington & Co.,	Calgary.
Jas. H. McIntosh,	Ottawa.	Toos & Peorse,	Edmonton.
Geo. Mussen & Co.,	Toronto.	Wilson & McIntosh,	Vancouver.
J. W. Dickie & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		

Dominion Molasses Co.,

LIMITED

Hallfax, - Nova Scotia



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 2

It gives you a decent margin of profit. This profit is all profit. There is nothing to be subtracted from it at the end of the season. No bad or unsalable stock. No time and trouble spent in persuading people to have it.

Mathieu's Syrup sells all the year round. It is always on the move from off your shelves into your customer's hands.

Mathieu's Nervine Powder is another good Seller. Both are necessities in your business.

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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

"CHOCOLATE BORDEAUX"

Once tried, Always used, Never condemned.

There is nothing that will boost your sales and profits more than a careful selection of new goods. It will put new life into your whole line.

When you are offering the same lines that you did last year and the year before, or the same goods that your Competitors are offering, there is no incentive for people to keep coming to your store.

It takes "No time" to sell our justly famous specialty "Chocolate Bordeaux" and customers are gratified.

Time, energy and ability are alike wasted in foisting cheap imitations upon your customer, your standing with him is injured, your profit is diminished.

If you have nothing better to do, well and good; but if you are an up-to-date Twentieth Century Sweet-handler, you cannot afford to do it.

Write for samples. It does not cost you one cent or place you under any obligation to us.

Write to-day

The MONTREAL BISCUIT CO., MONTREAL

Manufacturers of "Sweets that Satisfy"

Buggy Egg Crate



Everybody Says So:

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg

PRACTICAL — ECONOMICAL — HANDSOME



Eureka Refrigerators are the most practical refrigerators made because they embody every modern convenience to enable you to conveniently handle foodstuffs.

They are the most economical because they have a perfect system of dry air circulation, which is practically a guarantee of perfect refrigeration.

Food stuffs kept in an **EUREKA REFRIGERATOR** retain their freshness for an indefinite period, thus assuring preservation until sold. Moreover, **EUREKA REFRIGERATORS** are extremely easy on ice.

You know how far appearance goes in pleasing customers!

EUREKA REFRIGERATORS

have a strikingly handsome appearance and finish.

Write for Our Catalogue

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

DO YOU WANT

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

Famous Dayton Scales

The Scale with the Guarantee, and the Guarantee backed up
by our Canadian Factory

The scale that saves time, money and worry. The Dayton is the only scale that is fitted with an automatic thermostat, which regulates the scale in every temperature. No other scale maker can use this wonderful invention, as we have all patents on it. Remember, the Dayton Scale fitted with the automatic thermostat is always right. Hot or cold weather makes no difference with it. Other scales may change in cold weather or hot weather, but the Dayton does not.

We say to the merchants of Canada: "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. The thousands of merchants who have bought Dayton Scales prove this every day.

There are more Dayton Scales sold than all other computing scales combined. There is a reason for this, and the Dayton Scale is acknowledged to be the finest scale in the world.

When you buy, be sure you get the finest, and remember the Dayton costs no more than the cheaply made grade of computing scales offered on the market to-day.

Send in your card, and we will have a scale demonstrated to you. You will be under no obligation to buy it.

Do not buy the imitation. Buy the original famous Dayton Scale.

The Computing Scale Co. of Canada

Limited

164 King St. West

-

Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

FOR SALE.

FOR SALE—Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care **GROCER**, Toronto. (16p)

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "**POLYGRAPH**" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. F. W. Tenney, Canadian Sales Agent, Stair Building, 123 Pay Street, Room 116, Toronto, Canada.

SITUATIONS WANTED.

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

ADDING MACHINE.

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

BOOKS FOR THE GROCER.

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

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

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

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

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

WANTED.

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

AGENT WANTED.

WANTED—Manufacturer's agent or jobber in every large distributing center in Canada (where not already represented) to handle our full line of high grade Chocolates and Bon-Bons. Many other leading lines to offer to the right parties. When replying state lines you handle, connections and district covered. The Montreal Biscuit Company, Montreal. [18]

TRY A
Condensed Ad.
IN THE
Canadian Grocer

MISCELLANEOUS.

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

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

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

\$60,000,000 Shrewd merchants all over the world have paid \$60,000,000 for 850,000 National Cash Registers. They've saved more than that. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

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

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

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

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

DAVID SCOTT & CO.

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

TRAVELING SALESMEN

EARN BIG SALARIES

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when particular grocers
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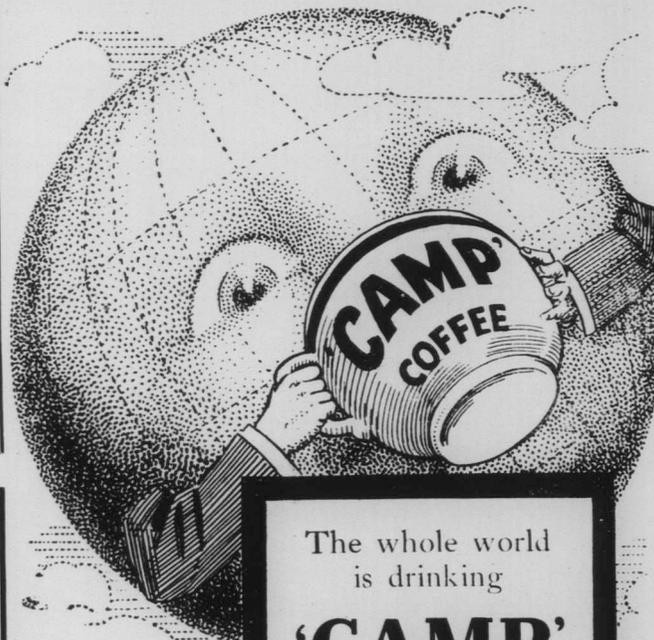
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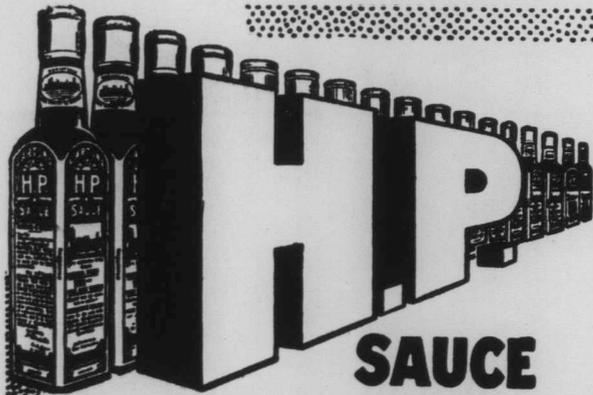
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(Signed)

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Provincial Government Analyst.

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Sales Manager Dominion Cart-
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The Busy Man's Magazine

Toronto - Canada

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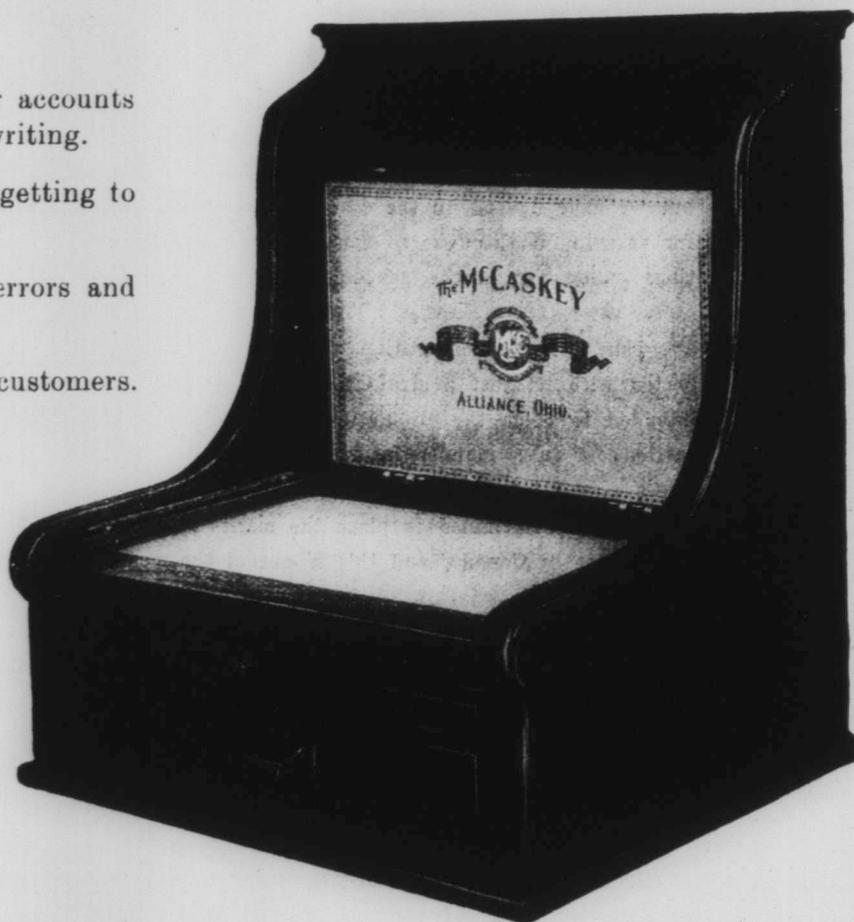
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THE "SALADA" TEA CO., Toronto and Montreal

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.

A		Dignard, Ltd. 55	Loggie W. S. & Co. 63	S			
Adamson, J. T., & Co. 2	Donnison Molasses Co. 9	Lucerna Anglo-Swiss Milk Choc. Co. 65	Lytle, T. A. Co. 17	St. Charles Condensing Co. 19	St. Lawrence Sugar Refining Co. 20		
Allan, Robt., Co. 2	Don Storage & Cartage Co. 2	E		"Salada" Tea Co. 25	Sanitary Can Co. 19		
Allison Coupon Co. 66	E		Eastern Canning Co. 6	Schram Automatic Sealer Co. 65	Scott, David, & Co. 69		
American Dressing Co. 46	Eby-Blain Limited 3	Edwardsburg Starch, outside front cover	Epps, Jas., & Co. 54	Smith, E. D. 21	Snowdon & B'land. 54		
American Tobacco Co. 58	Escott, W. H. 50	Estabrooks, T. H. 46	Eureka Refrigerator Co. 10	Snowdon, J. Walter. 2	Sonne, Thos., sr. 66		
Andrew-Gillespie & Son. 4	Ewing, S. B., & Sons. 20	F		Sprague Canning Machinery Co. 50	Stamper, D. 2		
Aylmer Condensed Milk Co. 18	F		Farmers Canning Co. 7	Stewart, I.C. 4	Stringer, W. B. 61		
B		Fearman, F. W., Co. 48	Food Show. 16	T			
Balfour, Smye & Co. 21	G		T		Tanglefoot. inside back cover		
Batger & Co. 14	Galesburg Cornice Works 66	Gibb, W. A. Co. 62	Gillard, W. H., & Co. 19	Taylor & Pringle. 16	Thomas Bros. 50		
Beamsville Preserving Co. 7	Gillett, E. W. Co., Ltd. 51	Goodwillie & Son. 71	Gorham, J. W., & Co. 4	Thurston & Braidich. 47	Tilbury Canning Co. 8		
Benedict, F. L. 54	Grant, W. J. 58	Gray, Young & Sparling. 54	H		Tippet, Arthur P., & Co. 1		
Bloomfield Packing Co. 8	H		Ham & Nott. 67	Toledo Computing Scale Co. 45	Toronto Salt Works. 50		
Blue Ribbon Tea Co. 3	Hillock, John & Co. 67	H-O Co. 56	H. P. Sauce. 17	Truro Condensed Milk Co., Ltd. 48	Turner, James, & Co. 29		
Borden Condensed Milk Co. 18	Hough Litho Co. 67	I		U			
Bovril, Ltd. 41	I		Imperial Extract Co. 15	United Soap Co. 59	V		
Bowser, S. F. & Co. 68	Imperial Tobacco Co. 58	Island Lead Mills Co. 68	J		V		
Bradstreet's. 4	J		Jones, C. & J. 2	V		Verret, Stewart Co. outside back cover	
Bristol, Geo. & Co. outside back cover	Kentucky Refining Co. 48	Kilgour Bros. 68	King, John, Co. 19	W		Wagstaffe Limited. 16	
Brophy, D., McL. 2	K		L		Walker Bin & Store Fixture Co. 66	Walker, Hugh, & Son. 61	
Busy Man's Magazine. 21, 25	L		Lake of the Woods Milling Co. 57	Lambe, G. W. A. 2	Laperte, Martin & Co. 26	Laport, Joseph. 58	
C		Laport, Joseph. 58	Osman Co. 52	Ox, J. & G. 58	D		
Camp Coffee. 15	Osman Co. 52	Ox, J. & G. 58	D		D		
Campbell's, R., Sons. inside back cover	D		D		D		
Canada Sugar Refining Co. 20	D		D		D		
Canadian Coconut Co. 15	D		D		D		
Canadian Condensing Co. 18	D		D		D		
Canadian Cannery. 36, 37	D		D		D		
Canadian Salt Co. 14	D		D		D		
Capstan Manufacturing Co. 16	D		D		D		
Cargill, H. 59	D		D		D		
Carman Brokerage Co. 2	D		D		D		
Carter-Orume Co. 47	D		D		D		
Carr & Co. 55	D		D		D		
Carruth & Co. 56	D		D		D		
Ceylon Tea Ass'n. 5	D		D		D		
Champion & Slee. 17	D		D		D		
Christie, Brown & Co. 55	D		D		D		
Clare & Little. 4	D		D		D		
Clark, W. 51	D		D		D		
Clawson & Co. 2	D		D		D		
Colwell, E. C. 4	D		D		D		
Common Sense Mfg. Co. 4	D		D		D		
Computing Scale Co. 11	D		D		D		
Connors Bros. 65	D		D		D		
Constant, H. 54	D		D		D		
Cote, Joseph. 58	D		D		D		
Cowan Co. 52	D		D		D		
Cox, J. & G. 58	D		D		D		
D		D		D		D	
Dalley, The F. F., Co., Limited. 70	D		D		D		
Davidson & Hay. 20	D		D		D		
Dawson Commission Co. 62	D		D		D		

Perplexing Trade Questions in Grocers' Conference

New York, April 13.—One of the most significant and, probably, influential conferences ever held in the grocery trade, assembled for a two-days' session at the Waldorf-Astoria last week. It officially represented the National Wholesale, Retail and Manufacturing Grocery Associations and its aim was to reach by amicable discussion some basis which may promote trade harmony.

It will be remembered that at the last annual conferences of the National Wholesalers and National Retailers, the preliminary steps toward such a conference were taken and committees appointed. That was last summer. But nothing tangible could come of it till the formation, three or four months ago, of the American Specialty Manufacturers' Association. This provided the missing link in the harmony chain. Recently Secretary J. T. Austin, of the Manufacturers, acting in concert with Secretary Beckmann, of the Wholesalers, and Secretary Green, of the Retailers, took the matter up definitely and yesterday's session was the result.

The Channels of Trade.

Some of the most perplexing questions in the grocery trade have to do with the relative rights of wholesalers and retailers toward the manufacturer, and vice versa. They cause constant friction. The general trend of manufacturers, just now, is in the direction of selling through "legitimate channels," that is, selling only through the wholesalers. This has roused a protest from certain large retail buyers—notably chain stores, department stores and buying exchanges. Only Monday a session was held in this city by large retailers who were protesting against being cut off from direct purchases on jobbers' terms. In the hope that a discussion might result in a better mutual understanding and, possibly, pave the way for a solution of the trouble, yesterday's conference was held.

After the preliminary explanations of the purpose of the meeting and the filing of the personnel of the conference by the stenographer, the meeting organized with the choice of Mr. Porter as permanent chairman and Mr. Austin as permanent secretary.

Mr. Austin submitted a tentative programme for the guidance of the meeting, and suggested that it be adopted if it met with the approval of the delegates. Copies were passed and after a short deliberation it was unanimously adopted as the outline for the proceedings and discussions. The conference then took a recess till 2 o'clock, when the discussion commenced. The general programme adopted provided the following subjects:

1. Who is a consumer?
 - a From whom should they purchase their goods?

Manufacturers, Wholesalers and Retailers Consider the Proper Channels Through which Trade Should Flow — Many Barriers Opposing Better Relationship Among the Three Interests are Broken Down — Manufacturers Fixing Prices to Consumers on Specialties Endorsed — Trading Stamps and Premiums Discouraged—Trade Press to be Supported by all Interests.

- b Should volume of goods purchased regulate the price?
 - Hotels and restaurants.
 - Steamship lines and railroad companies.
 - Government.
 - Institutions.
2. Who is a retailer?
 - a What is a retailer's fair profit?
 - b Are department stores retailers?
 - c When is a retailer a manufacturing retailer?
 - d What value is a manufacturing retailer to specialty manufacturers?
3. Who is a wholesaler?
 - a What is a wholesaler's fair profit?
 - b When is a wholesaler a manufacturing jobber?
 - c Is the exclusive jobber entitled to a larger margin of profit on specialties than the manufacturing jobber?
4. Should manufacturers fix consumers' prices on specialties?
 - a Should the price be placed on the package?
 - b Are fixed minimum prices without having prices on packages desirable?
5. What is the manufacturers' best selling plan?
 - a Is factory to family plan desirable?
 - b Is the exclusive jobber the ideal distributor?
 - c Should manufacturers sell retailers direct?
 - d Should manufacturers sell chain stores direct?
 - e Should manufacturers sell buying exchanges direct?
6. Should quantity or classification regulate manufacturer's price?
7. Why should not the trade be classified, viz:
 - Class A. Exclusive wholesale grocers.
 - Class B. Manufacturing jobbers.
 - Class C. Wholesale retailers.
 - Class D. Chain stores with wholesale headquarters.
 - Class E. Retailers' buying associations.

Class F. Department stores.
Class G. Retail grocers.

Class H. Hotels, restaurants, steamships, railroads, institutions, government.

8. Is an association such as the "American Specialty Manufacturing Association" desired by the trade?
9. Should wholesale grocers sign the agreement of the American Specialty Manufacturers' Association?
 - a Is the agreement fair and equitable?
 - b Should the wholesalers send out the notices to their customers furnished by the A.S.M.A.?
 - c Will conformity to the terms of this agreement bring about a betterment of conditions in the grocery trade?
10. Should wholesalers and retailers make staples pay a profit?
 - a Should the A.S.M.A. assist them in making a profit on all specialties?
11. Should the three associations here represented co-operate in securing and enforcing laws and ordinances for the benefit of manufacturers, wholesalers and retailers?
 - a Food legislation.
 - b Net weight bills.
 - c Dating laws.
 - d Anti-trust laws.
 - e Trade agreements.
12. Proprietary brands versus private brands.
13. Terms and discounts.
 - a Should long term credits be discouraged?
 - b Is strict conformity to terms desirable?
 - c What are reasonable terms on canned goods, staples, specialties?
 - d Should cash discounts enter into the cost of goods?
14. Should wholesalers make exclusive contracts with manufacturers that will prevent fair and square trade relations with other manufacturers?
15. Are schemes and dealers desirable?
 - a Trading stamps.
 - b Free deals?
 - c Rebates to retailers from manufacturers?
 - d Subsidizing salesmen?
16. Should the trade in general support the trade press?
 - a Trade papers?
 - b House organs?
17. Should the jobber discourage the establishing of irresponsible retailers in business?
18. Should these associations assist in educating retailers as to the true cost of doing business?

- a Advise limited credits?
- b Advise keep stock moving?
- c The importance of making a profit?
- d How can we improve conditions?

Breaking of the Barriers.

While the actual decisions arrived at by the conferees are not such as will probably work immediate solution of the numerous tender spots in intertrade relation, it is probable that the two days of discussion will result in incalculable good for all concerned. It was a frank, face-to-face talk, in which elements of trade, usually scarcely on speaking terms, met and in friendliness and mutual respect sought to arrive at the truth of each other's contentions. At the close all factions agreed that the proceedings had been extremely illuminating, had done a great deal to break down the barriers of selfishness and misunderstanding and would pave the way for future conferences when greater achievements may result.

The three great questions: Who is a consumer—a retailer—a wholesaler? furnished the great main thread of the discussion. Naturally it was impossible to arrive at a conclusion which all would assent to. In the main, there was evidently little difference of opinion where the classification was clearly defined, but it appeared again and again that there were mixed classes which were the basis of much controversy, and as to which neither side appeared to be entirely in the right. It also appeared in the discussion that local conditions vary and tradition and practice in certain localities, to which all elements in those localities assent harmoniously, would cause the utmost hostility and controversy in other sections.

Those Who Are Consumers.

The outcome of the whole question was a vote that it was "the sense of the conference that hotels, restaurants, steamship lines, railroad companies and public institutions are consumers," but—and this was on the amendment of one of the wholesalers—"without regard to their source of supply." This latter was to stamp the classes named academically as "consumers," without jeopardizing the other issues, of where they should buy their goods, a somewhat emasculated definition. Even at that one of the leading jobbers declined to vote for the definition and it turned out afterwards that he did so because such a vote would have placed him under a unique position of inconsistency under the constitution of the National Wholesale Grocers' Association.

This definition of "What is a wholesaler?" as adopted by the National Association, reads: "Any person, firm or corporation, which distributes goods to retailers and wholesalers, but which does not sell to consumers."

Because many of the largest wholesalers do openly sell institutions, hotels, etc., it was manifest why some of the

wholesalers declined to vote to designate them as "consumers."

Left for Local Settlement.

It was decided that the question "From whom should hotels, restaurants, etc., buy their goods," be voted to be a local question, to be settled by the agreement of "interested parties" in their several localities. The direct question of whether quantity on such goods should regulate the price was eliminated from the programme. So was the question of what is a jobber's or a retailer's fair profit.

It was settled that a retailer is one who buys in original quantities and makes a business of subdividing into small quantities; a grocer one who buys to sell to the consumer.

The determination of what is a department store was eliminated. So was the warmly debated question as to when a retailer is a manufacturing retailer and what value a manufacturing retailer is to the manufacturer.

A manufacturing jobber was finally agreed to be "a person, firm or corporation who manufactures from raw material a finished product and markets it under his own label."

On the question of whether the "exclusive jobber" is entitled to further consideration than the "manufacturing jobber," there was a strong disposition to vote in the affirmative, but so many refused to commit themselves that it was finally eliminated without determination.

Fixing of Prices.

The conference expressed its opinion that specialty manufacturers should fix the consumers' prices on specialties, but that the price should not be placed upon the package.

There was much discussion regarding the best selling price plan. There was a strong sentiment that the factory-to-family plan was demoralizing and in that connection the following resolution was adopted:

Resolved That it is the sense of this conference that we are opposed to the "factory-to-family" plan, because it is a trade demoralizer and, in itself, is degrading;

That the conferees representing various interests here acquaint their members with the danger of this movement and that they urge them to instruct their employes to do what they can to educate the public as to the fallacy of the theory that the "factory-to-family" plan means an economy to the family and that the regular channel of distribution is from the retailer to the consumer and the same is the most economical means of delivering goods to the consumer; and is, in that manner, a protection to the consumer.

Premiums Discouraged.

Trading stamps, premiums, free deals, secret rebates to retailers by manufac-

turers on goods bought through the jobber, were all discouraged.

The following resolution expressed the views of the conference on the "Trade Press":

Resolved, That it is the sentiment of this conference that the Trade Press should be loyally supported by the associations represented and by the individual members; also that the Trade Press be looked up to as a guide and counsellor in the many important questions which are constantly agitating the grocery trade.

The conference voted to discourage the establishment of irresponsible retailers in business by the jobbers. A vote was also passed recommending that these associations assist in educating the retailers as to the true cost of doing business, especially in limiting credits, keeping stock moving and making a profit.

The conference dissolved in a general spirit of mutual congratulation and expression of cordial good fellowship, and the hope that other sessions may be held.

FINISH OF BIG FINE.

American Sugar Refining Co. Pay Over Remainder of Amount They Are Alleged to Have Defrauded the Government.

By the payment of the sum of \$342,960.89 on April 9, the American Sugar Refining Co., of New York, completed the payment to a collector of customs of the United States Government of \$1,239,088.38 in reliquidation of duties on sugar entries in consequence of the recent decision of the United States Circuit Court.

Added to the \$134,000 fine for conviction of fraud in weighing cases, the Government has thus far recovered from the American Sugar Refining Company the sum of \$1,373,088.38. The prosecutions against the sugar trust now pending will, it is believed, result in the additional collection of about \$2,000,000.

Parsons, Closson & McHvaine, counsel for the American Sugar Refining Company, state that the payments were made under protest and that an appeal will be taken. In order to have the privilege of appealing, it is required that the amount assessed by the collector be paid in full.

The United States Government also claims that it has been defrauded out of about \$500,000 in duties on importations of sugar weighed at the Jersey City refinery and has also been defrauded of about \$500,000 on importations weighed at the refinery of Havemeyer & Elder prior to December, 1901. Legal steps are now being taken by Messrs. Stimson and Denison on behalf of the Government to enforce the collection of these duties, which aggregate upwards of \$1,000,000 without including the additional penalties, which would increase the liability by a large amount.

Construction of a Lighthouse Window Display

Anchors, Life-buoys, Boats and Lighthouse the Features—Appropriate at This Season in View of Opening of Navigation—May be Easily Constructed From Cartons.

For a grocery store, and particularly one located in a village, town or city near a lake or river, a "lighthouse" window would be appropriate at this season of the year. Such a display opens a wide avenue of thought for the window-dresser and gives splendid opportunities for him to show his originality and constructive ability.

The ice is now clearing in the rivers and lakes and the boats are getting on their new spring coats of paint in preparation for the opening of navigation. Therefore, now is the time to arrange a lighthouse window display.

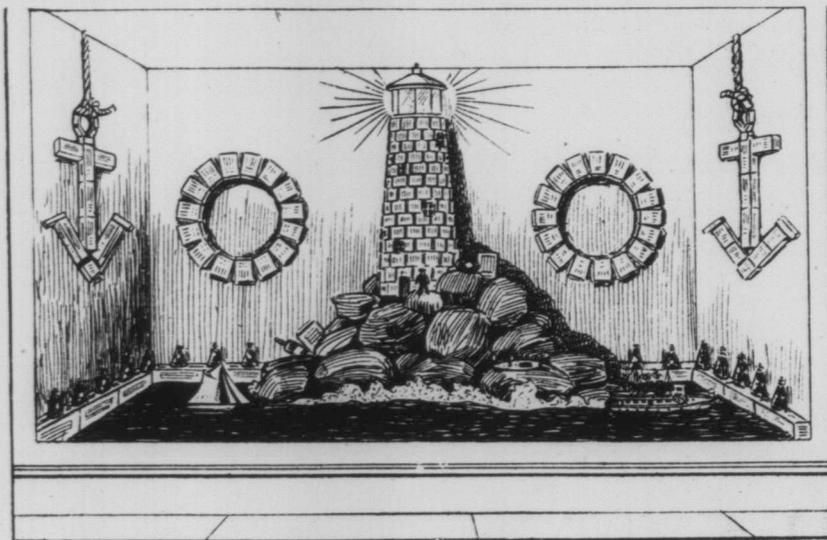
The accompanying illustration should serve to present a few good ideas. The display is simple, easily constructed and one that should hold attention. The central feature is, of course, the lighthouse itself, which can be erected out of cartons of almost any package goods sold. It rises from the strong, rocky foundation which can be constructed of real stones with little difficulty or with bags of coffee, and to make the situation look

Almost any grocer or grocery clerk can construct such a window with comparative ease. It is one seldom used and therefore would present a novelty in any town or city where it has not previously been seen.

Package teas, cereals or soap could be easily worked into a display of this nature. The effect will be all the more striking, however, if only one article is used in a window. It must be simply constructed so that the attention of the intending purchaser will be fixed upon a single article. Where attention is divided it is always more difficult to concentrate. The window-dressing artist should always take this into consideration. It is often desirable, of course, to work in something in a display for the sake of relief or as a background, but that should not necessarily mean an article for sale.

Make Preliminary Plans.

Before beginning the work of constructing a display it is always wise



A Lighthouse Window Display Appropriate at This Season of the Year.

more real the whole is surrounded by water and some miniature vessels. Foam at the base of the rocks can be made with the use of a small quantity of cotton-batting.

Anchors and Life-buoys.

The anchors on either side, also made of cartons, are suggestive of a lighthouse scene and serve to lend additional effect. At the rear of the window are the life-buoys, which, of course also form an appropriate portion of the scheme.

At night an electric light placed in the cabin on the summit of the lighthouse finishes a display which is bound to attract attention.

to do some planning. Symmetry is important. The lighthouse, anchor, boats and life-buoys suggest a story in themselves, as every display of this nature should.

CANADA-MEXICO ROUTE.

Elder-Dempster Co. Decide to Run Steamers Between the Two Countries.

That phenomenal ruler, Porfirio Diaz, of Mexico, has in his dreams of empire, pictured a railroad across the narrowest part of his country which would unite the Pacific and Atlantic Oceans. To do this, a railroad would be at least 170

miles long, as the crow flies. His dream has come true and an iron belt now spans this narrow neck of land between these two great oceans. If a map of the western hemisphere is consulted, it will be seen that, if a line be drawn from the eastern and western limit of Canada to a point on the eastern coast of Mexico, at the narrowest part, we have roughly an inverted equilateral triangle. This short railroad represents the apex of the triangle, and the base is indicated by the distance across Canada. Eastern shippers and western consumers find this long railway journey across Canada enhances in an inordinate way the price of goods shipped either west or east. The Canadian Manufacturers' Association discovered that the freight rates charged on English goods shipped from English ports to Vancouver, and other Pacific coast points, via Mexico, were about one-half less than was paid on goods shipped to the same destinations from Eastern Canada, via an all-rail route. These conditions have determined the action of the Elder-Dempster Co. to place steamers on the route.

Although freight will be much longer in transit, the rates will be practically cut in two. It is significant, in showing the great difference there exists in water and rail routes, that before the construction of this railway in Mexico, freight from England in some cases, was sent east by the Orient to Pacific ocean points in America, in preference to sending it straight across the Atlantic and Canada to its destination.

The New York raw sugar importers have been using this route for months past to secure the product of their possessions in the Southern Pacific in preference to the San Francisco route. The Elder-Dempster Co. are now drawing up their schedule of rates for this new service.

From Victoria, B.C., as well as in Montreal, there is a rumor that the Blue Funnel Line is preparing to enter the same field. There is, however, no official confirmation of this report yet. They will put passenger boats into the trans-Pacific service, during the coming season. Heretofore they have confined their attention to the carriage of freight principally.

NEW COMPANIES.

The J. S. Richardson Company, Tilbury, Ont., has been formed to carry on the business of wholesale and retail merchants.

A company known as the Farmers' Feed Company, of Toronto, has been formed to manufacture foodstuffs, fertilizers, proprietary medicines, etc.

An Ontario license has been granted to R. V. Delapenha & Co., incorporated under the laws of the State of New Jersey to grow, import and can food products including their ingredients, in Ontario. Herbert G. Wookey, Toronto is the company's attorney.

Business Items From the Western Provinces

Horse Show and Cattle Sale at Calgary — Winnipeg Grocers Criticize Modern Day Clerks—Condensed Milk Manufacturing Co. in British Columbia Sues Company for Selling Under Fixed Prices.

CALGARY.

April 13.—The first of what is to be an annual horse show is being held here this week, favored with warm, bright weather and a large attendance, which assures a successful result financially. The quality of horse flesh on exhibition is quite in keeping with the Calgary district. The breeds most in evidence are Clydes, Percheron, Suffolk and Hackneys. The latter are favorites with a number here since the famous Robin Adair, a hackney of renown, was raised by Messrs. Rawlinson Bros., just west of Calgary. This same horse secured the honors at the New York horse show and has since been sold for a handsome figure to an eastern admirer.

The annual spring show and sale of pure-bred cattle is also being held this



J. A. NOLAN.

A Calgary Grocer Making a Success of His Business.

week. The offerings were not so numerous as in past seasons but the quality is fine. The sale took place yesterday afternoon, and with a good attendance bidding was brisk, and the prices realized were quite satisfactory to all concerned. Forty-four shorthorn bulls averaged \$107 per head. Buyers were here from all parts, and the presence of one from the Peace River district would indicate that settlement is steadily pushing into the north country and that quality is appreciated there.

Business has been stimulated by the large influx of visitors from outside points, many of whom are coming from the Middle States.

There are few changes to note in grocery lines. Prices are firm on most commodities, and reports are of a steady

ly increasing trade with an excellent outlook for a big summer's business. In fresh fruits, bananas and strawberries are coming in freely. The latter are, however, rather too high in price to induce large consumption as they are retailing 25c and 30c for a very small box. California celery is still being offered but the season is now about over.

F. Skinner, of the Charlottetown Condensing Co. is in the city at present booking up business for his company's brands.

WINNIPEG.

April 13.—There is one particular point upon which almost every retail merchant in Winnipeg will agree. At any rate the grocers are quite unanimous in their opinion. It is this—that it is an exceedingly difficult matter to get good clerks. In the average store, said a retailer recently, 60 per cent. of the trade is done by telephone service, and frequently dissatisfaction is expressed by the customer at the method in which the order is taken and filled. When asked what was the cause of this lack of expert clerks, the same dealer said they are not of the same calibre to-day as they used to be. They are not willing to serve apprenticeship, he said, at a moderate wage, but ask top wages from the beginning and then all they endeavor to do is to come as late in the morning as they dare, and leave as early in the evening as they can, and draw their pay on Saturday. Not long ago a young man who came out from Ireland applied for a position as clerk in a grocery store representing himself as a first class clerk. When asked of his experience in the business, he said he had driven a delivery waggon for the past nine months. One of the oldest retailers in the city said it was simply remarkable the change in the nature of clerks in the past twenty-five years. To-day a clerk feels as though he could manage the business after being in service about one year. A few years ago a clerk was willing to serve three years in learning to open the door for a lady customer. There seems, he said, to be that uneasiness in the lives of men to-day to plunge into the business arena by a single bound rather than taking the safer and saner method of mounting the ladder round by round. "It can be taken as a fact," he remarked, "that when inexperienced men enter places of trust, the line of business which they are to serve will deteriorate."

This is an age in which the world is advancing along lines of scientific specialization. Laboratory science is only a phase of the greater and more general science that is required in all branches of life." It would be interesting to hear the opinions of the clerks on these observations.

A considerable quantity of commercial paper fell due on April 4, and as the fourth this year fell on a Sunday

the paper did not actually come due until the fifth. Wholesalers, therefore, do not yet know just how the paper was taken care of, as advices from country points have not yet reached them. One of the bankers said that the first of the month paper had been fairly well met. "Normal" was the term used.

Collections have been just fair with the majority of merchants. Those who trade with mechanics, who work only a part of their time, are somewhat unfortunate in this regard. Those who have accounts against spasmodic toilers are quite hopeful however. According to the amount of building and other civic contracts to be done this season there will be little excuse for any unemployed, and many whom the grocer has been carrying for a year or more will have an opportunity of helping the trade by paying their debts. Those who depend upon their day's work to supply food for the next day do not, as a rule, deal in the larger stores.— They reside in certain sections of the city where little grocery stores are numerous. We are inclined to despise these small stores, but they reflect exactly the conditions with which they have to cope. Many of them have amazingly heavy accounts on their books, and they are heroic in the service. They are rendering the city their assistance in feeding those who cannot pay for bread.

VANCOUVER.

April 13.—E. C. Stark, of the B. C. Milk Condensing Co., of New Westminster, was in the city to-day, and stated that his firm has entered action against Dixie, Ross & Co., of Victoria, for cutting the price of their product. This is a question which has agitated retailers and manufacturers for a considerable time, and the outcome of this case will be watched with interest. The regular selling price of the product is two cans for 25c, and Dixie, Ross & Co. sold it for ten cents. The B. C. Milk Condensing Company has entered suit for \$2,500 damages, and is applying for an injunction to prevent the firm selling this brand below the regular fixed price.

Competition is keen in this market among the manufacturers of soda biscuits. Christie's used to be 35c, but it was reduced to 30c to keep alongside of Mooney's, Perrin's and others, which were getting a portion of the local trade. Ramsay's also sold at 30c. They were jobbed at a little less than the eastern article, but not enough to make them so they could be sold at 25c. However, some time ago, a cut to 25c was announced, as it was found that the eastern biscuits were beating out.

The commission man has been on more than one occasion the cause of the retailer getting an advantage on certain lines of goods, avoiding the middle wholesaler's price. This is at present evidenced in the Pure Gold goods, which are supplied through a local commission man, and the saving of a few cents per package makes it worth while to the grocer.

Potatoes are climbing up, and local to-day are worth \$40, with the best quality at \$45. It is stated by those

who hold stocks that the price will go up to \$50, because of the scarcity.

The store of Cashion Brothers, grocers, at Cedar Cottage, was destroyed by fire, the loss being over \$3,000, mostly covered by insurance.

There was a rumor in the city early last week that because of the story that eight cents per pound import was to be charged on tea entering the United States, large buying was taking place in Vancouver, and that local stocks were being sold out and even cornered. Chas. J. Peter, manager of the G. F. & J. Galt Company, says the rumors are unfounded and he does not see what gave rise to them.

Whether or not there is any truth in the story that the Swift Company and P. Burns & Company are striving for the command of the meat trade in the West, the fact remains that both sides are strengthening up. The latest move is the purchase of the four meat markets, two in Victoria and two in Vancouver, of R. Porter & Sons, by P. Burns & Co., the price being stated at \$300,000. This will mean the advent of the Burns Company to Victoria, which will give them a foothold in all the large centres of the province. The Porter Co. was in existence 37 years.

The farmers of the Duncan district, on Vancouver Island, held a meeting last week and discussed co-operation in egg selling, along similar lines to those of the co-operative creamery, which has been a success on the lower mainland and on the island. Mr. Marker, of Calgary, who assisted in the formation of the creamery ten years ago, addressed the meeting. It was decided to have an egg collecting station in Duncan in connection with the creamery. Among the rules proposed, so as to ensure the eggs being as fresh as possible to the consumer, was: That eggs sold must be clean, that they must be gathered every day, and that each farmer's eggs shall be designated by a number; the eggs are to be tested and to be guaranteed by a man in charge.

The Okanagan Preserving Company is getting ahead with its fruit cannery at Kelowna. It will be two storeys in height, and at the outset will be able to handle 25 tons of tomatoes per day. The speciality of the factory, however, will be the preserving of fruit in syrup in glass jars.

Lieut. Hallett, R.N., of Procter, Kootenay, has returned from a trip to the Old Country, and while in London studied the apple question thoroughly. He interviewed the Covent Garden wholesalers and commission agents and the retailers in fruit shops in different parts and everywhere heard golden opinions concerning the first-class quality of the product of British Columbia. Apples from this province retailed at threepence each for cooking purposes, Baldwins and Jonathans, threepence each, and Spitzbergens at sixpence each. He paid these prices himself. Covent Garden dealers stated that there was a large and increasing demand for certain varieties of apples, such as Cox's

Orange Pippins, the yellow Newton Pippin, the Jonathan, and a scarce, but remarkably good cooking variety, the Wellington. The B.C. Gravenstein was in

active competition with the product of Nova Scotia, but Lieut. Hallett was told that the competition was on an even basis.

Notes From the Maritime Provinces and Quebec

Nova Scotia Gets Beef From Ontario—Question of Carrying Freight by Street Railway Under Consideration in Montreal—Seed Inspector Visits St. John.

HALIFAX.

April 13.—The Easter trade was good this season, most of the dealers reporting business brisk in all lines. Canned goods were in quite heavy demand, but sales of these goods earlier in the season were slow. It is stated here that several of the dealers still have large stocks on hand, and that there will be no shortage of this class of goods this season. The market is well supplied with fruit, the apples and oranges now offered for sale being of very fine quality. Bananas are fairly good for the season of the year.

The local victuallers imported large quantities of beef from Ontario for the Easter trade this year. Heretofore it has been the custom to buy Nova Scotia beef, but the stock this year was scarce and the price so high that the local men preferred to import beef from Ontario. Outside of a few fowls, all the poultry offered for sale came from Ontario. This stock is costly to the consumer, but the dealers have to handle it as no other is available. Halifax is now a good customer of Ontario in the meat line, the dealers importing it fresh, corned and smoked, and some of it from as far west as Hamilton.

Vegetables wintered well this year, and the stocks on hand are of good quality. Several vessels have been chartered to bring cargoes of potatoes from Charlottetown to Halifax at the earliest opportunity. Cabbage are scarce and high. Dealers are asking from 15c to 18c per head, and then the quality is only fair.

Better conditions prevail in the fish markets now than at the same time last year. There is an increasing demand due to the lower prices and the market shows general improvement. Inquiries for bank fish have been much better recently, the sale has been good on the whole and the greater part of last season's catch has now been sold. The West India markets have shown a marked improvement recently. The local market is well supplied with fresh fish of all kinds. There is some scarcity of halibut and lobsters. Most of the latter are being sent to Boston, the shipments totalling about one thousand crates per week.

Eggs were in heavy demand last week and all the fresh Nova Scotia stock was quickly bought up. Not as many eggs were marketed as during the previ-

ous week and in consequence the price held firm at 18c per dozen. After the rush is over it is expected that the price will go lower, but the commission men are doing their best to keep the price up. Butter is in good supply and the price continues low. Good fresh-made butter can be bought for 21c. There appears to be an abundance of old butter on the market for which there is no sale.

MONTREAL.

April 13.—The death occurred on Saturday, April 10, of J. Alfred Dupuis, of Dupuis Freres. Mr. Dupuis was in his 49th year, and leaves a widow, two sons and two daughters. He was a brother of Recorder Dupuis. He was a native of St. Jacques de l'Achigan, Que. Coming to Montreal when he was eight years old he was educated at the Catholic Commercial College, and commenced his business career with Dupuis Freres. In 1888 he left the firm to take up the duties of a customs official, returning in 1896 as a partner. The late Mr. Dupuis has been in failing health for the last six years, suffering from asthma and internal complications.

L. Lorne Stewart, the agent of John Taylor & Co., Toronto, has moved from 32 Renouf building, St. Catherine St. West, to larger and more commodious quarters, Room 514, in the Coristine building. This move will make Mr. Stewart better able to get around among his customers down town.

A. H. Brittain has been spending a few days in Toronto lately.

Andrews, Gillespie & Co., Coristine building, have opened an office at Room 22, 8 Colborne St., Toronto. H. H. Ridd, late of the Montreal staff, is in charge.

The old question of moving freight by the Montreal Street Railway is again on the tapis. The city council are about to consider this proposition in conjunction with the removal of snow from the streets next winter. As before stated in The Grocer, a number of Montreal merchants have drafted a petition to the city council showing that there are times when it is impossible for them to get freight moved promptly, and asking that an arrangement be made with the Street Railway Company so that it will take up a portion of this work. In regard to the freight matter the company is prepared to take up the

work, but the aldermen fear that the company will not pay the city a sufficient percentage for the privilege. On the other hand, officials of the company state that they do not want to drive a hard bargain with the city, and that if the problem is approached in a proper spirit it can be solved in a few weeks' time.

R. J. Sharpe, with W. P. Downey, 23 St. Peter Street, has left for an extended trip to Nova Scotia, New Brunswick, Quebec and Ontario, in the interests of his firm.

Liptons have closed their demonstration at Dupuis Freres, St. Catherine St. East, and will move to Dionnes, Westmount.

W. J. Wilson, with S. H. Ewing & Sons, Montreal, has returned to Montreal from a trip to the Maritime Provinces.

So great a success have become the tea rooms of the Castle Blend Tea Co. that they have opened a new wing to their establishment on the property recently secured by them at the corner of Stanley and St. Catherine Sts. Not only has this establishment achieved distinction among the feminine portion of Montreal, but gentlemen on their way uptown have patronized it largely for the refreshing beverages which it is noted for. Charles Fuller, manager of the Castle Blend Tea Co., who has had much experience in this connection in England, speaking of the growing custom of afternoon tea among the business men, said recently that it was a natural outcome of the English habit, strengthened by a real demand produced by modern business and social conditions. It was to meet this demand, he said, that the Castle Blend Tea Rooms had been established, and the fact that within a short time the premises had to be enlarged to accommodate patrons was the best proof needed that a real want was being supplied.

Albert W. Bullock, grocer, of Georgeville, and wife, spent the Easter holidays in Montreal.

During the past week the following buyers were noticed in the city: M. J. St. Laurent, St. Ours, Que.; A. E. Dubue, of Cote, Boivin & Co., Chicoutimi, Que.; J. A. Forest, St. Jacques l'Achigan, Que.; M. Raymond, St. Hyacinthe, Que.; J. Dufour, Chateauquay, Que.; A. Brunet, St. Lazare, Que.; J. D. Rene, St. Jean Baptiste de Rouville, Que.; A. Brossard, Laprairie, Que.; Francois Lamarche, Mascouche, Que.; D. Bougie, of Pointe Clairs, Que.; J. A. Tremblay, St. Lambert, Que.; C. D. Gervais, St. Constant, Que.; J. Brunet, St. Julie, Que.; C. O. Gervais, St. Constant, Que.; Aug. Beausoliel, Terrebonne, Que.; J. P. Rocheleau, Pauline, Que.

ST. JOHN.

April 13.—Manitoba flours have again advanced and are now quoted at \$6.95. On Monday the price was raised 35 cents a barrel. Ontario's, which jumped 10 cents last week are selling at \$6.10 and it is expected will go still higher. Since the 1st of January Ontario's have

advanced 50 cents and Manitoba's have gone up 60 cents.

Business generally, both wholesale and retail is reported good. The schooner trade with Bay of Fundy ports is opening up and the river is expected to be clear of ice and open for navigation in a week or two at the latest.

Easter business was reported very good. Eggs were quoted at 21 to 23 cents and there was a good supply of butter, bacon, poultry, meats and vegetables of all kinds. Some carcasses of spring lamb sold at \$3 to \$6 according to weight.

The seed business has opened up and sales are reported brisk. The retailers have arranged their stock in racks specially constructed or in pails, tubs, etc., and though the frost is not all out of the ground sales are being made of

considerable quantities. The government inspector of seeds was here from Ottawa last week and examined the stocks and reported that the seed shown was exceptionally good.

In the death of Jacob D. Underhill which occurred on April 7, St. John lost a respected citizen. Mr. Underhill was a lieutenant-colonel in the artillery and some years ago was in the grocery business. He was a son of the late B. J. Underhill who was a member of the old grocery firm of Hannah & Underhill. Col. Underhill was formerly in the wholesale grocery and flour business on the south wharf.

For the month of March, the receipts of Canadian potatoes at the Bangor customs house totalled 106,128 bushels. The U. S. government received \$26,532 in tariff charges.

Some Interesting Ontario Grocery Correspondence

Brantford Grocers Establish Collecting System Similar to One in Guelph—Many Flowers Sold by Chatham Grocers—Trouble Over the Licensing of Peddlers in St. Thomas—Half Holiday in London Again—Splendid Easter Trade in Ontario.

BRANTFORD.

April 14.—Brantford is to have a collecting system similar to the one now in operation at Guelph—at least that was the decision of those present at a most enthusiastic and representative meeting of the merchants of the city in the K. of P. Hall last evening. F. C. Harp was chosen chairman and in a few brief remarks stated the nature of the gathering and introduced D. A. Scroggie, of Guelph, the social collector of the Guelph Retail Merchants' Association, who addressed the meeting. Mr. Scroggie, in his opening remarks, referred to the progressiveness of their association which, he said, was the result of definite plans and hard work. Because they had been successful in one particular field of the work—that of collecting—their fame had spread from ocean to ocean, shown by extracts the speaker read from letters he had received from New Brunswick, New York State and Vancouver. Mr. Scroggie explained in detail their plan of keeping the accounts and that of the monthly reports, which showed accounts received during the month, the amount collected during each month and those who had paid their accounts in full during the month. These reports are typewritten and sent to each member. The collector banks all moneys collected and pays by cheque pro ratio amount collected. Mr. Scroggie related a number of very amusing experiences he has had on his rounds, but stated, the people as a whole are delighted with the opportunity of paying their accounts on the instalment plan, with no extra cost to the people. The most of the merchants seemed to regard the protection as the main feature. They would all like to do business on a cash basis, but when they cannot, they would like to be rea-

sonably sure whom they are trusting, so that they will get their money without trouble. The merchants seem to be the most benevolent people in the city, for they keep hundreds of men when they are not working in order that they may be here when the manufacturers want them. The working man when he is out of work never thinks of going to the manufacturer and asking him to advance his pay, but he does not hesitate going to the merchants and asking for credit until they get to work. It was rather a different matter to finance the scheme for the first year in regard to the amount to assess each member.

In order to get the thing going in Brantford this year an equal assessment will be used—\$10 per member—and there were enough willing to join at the meeting to assure it a success. It was moved by Messrs. Thompson and Willitts that a vote of thanks be tendered Mr. Scroggie for his kindness in coming to address them. An executive committee was appointed and it was left in their hands to complete the details and secure the collector.

KINGSTON.

April 14.—The Easter displays of meats in Kingston were about the average. Many fine windows however, were in evidence. Anderson Bros. have built up a phenomenal trade for meats and they may in the near future sell meats exclusively. They claim there is not the percentage in groceries there ought to be, owing to the trade being over run with shops. Anderson Bros. have just completed a cold storage plant.

Lou Glover who has been doing the "Marathon" for about 20 years has sold about a ton of cream of tartar here. When Lou makes his effort to sell

an article he seldom takes out his little book and pencil in vain.

Harold Buck has opened a grocery on Earl Street with a bright new stock of groceries. He is in "hot company" and will gain experience.

James Crawford has secured the contract for supplying the penitentiary. It seems to be simply a lottery tendering to supply ten thousand dollars worth of goods and running chances of rises or declines in prices. A good many learn this by experience.

Mayor Dan Couper has placed in his window an electric coffee mill.

James Ridden secured the contract for the supplying of the Battery. James, it is said, has been offered some good political jobs, but James would not be happy if he wasn't smelling tea or coffee. He has spent 98 per cent of his time in the grocery business.

Andrew Maclean, wholesale grocer, is a proud man these days. He has another heir added to the list.

B. McCarey after a sojourn in the North West has settled down again and opened a large grocery on Ontario St. He expects to do a big boot business also.

Mrs. Webster is still demonstrating cocoa here and is doing good work for her firm.

A. Boyd has engaged with J. Gilbert as clerk. There were over thirty applicants and it was a hard matter to choose from the many good ones who sent in applications.

B. W. Robertson is spending Easter with his son George at St. Catharines. George is a graduate of the Guelph Agricultural College and owns a large fruit farm.

W. G. Craig is enjoying the California climate around Pasadena. It is indeed a grand place to spend a few weeks of our winter in the south and come back to meet our spring. The pleasure of snuffing the zephyrs that play through the orange and lemon groves, of feasting the eyes on apricot and peach blossoms, and of rubbing up against eucalyptus, cactus and calla lilies is one not soon to be forgotten. We expect to see a few columns in The Grocer from Mr. Craig's pen shortly.

Samples of coffees from a few merchants were bought by government officials some time ago and analyzed. The result was that a percentage of chicory was found with some and recorded against them on the blue books.

Some merchants make a specialty of good coffee, but do a jobbing trade with small stores when a cheaper grade is demanded and thus get caught. If a grocer gives the consumer a high grade blend of coffee with two ounces of English chicory costing 28c and retailing at 35 or 40c, is he not doing the consumer a greater favor than the merchant who sells a pure coffee mixed with cheaper stuff which costs him 22c. Governments can peg away with their laboratory and analyses all they like but if the man behind the counter is crooked they are wasting time stamping scales, sampling his goods, etc. They should stop the manufacture of compounds if they wish to get rid of them.

This season's maple syrup is coming in freely—good, bad and indifferent. Some looks like and tastes sweetened rain-water. The best comes from Elgin, Delta, Athens and near by villages.

INGERSOLL.

April 14.—W. M. Scanlon who engaged in the bakery and confectionery business here about a year ago, and sold out a few months ago, has purchased a business in Fergus. In his new stand it is understood Mr. Scanlon will carry a general line of confectionery, fruits, tobaccos, etc. Many friends here will wish him success.

A business change of interest took place last week when the Pickard Co., of Niagara Falls, acquired the confectionery business formerly conducted by L. Tanner. The new firm took possession on Saturday.

Considerable judicious window-dressing was noticeable in the grocery stores during the past week. Although always up-to-date in their window displays, the grocers showed exceptional care in arranging their windows for the Easter trade, and they were very attractive and appropriate to the season. This is certainly good advertising as the passer-by will invariably stop to look at an attractive window and many sales are doubtless made as a result.

The maple syrup season has been much shorter than usual, and the output considerably below former years in the territory surrounding Ingersoll. The season was late in opening and it was brought to an abrupt termination by the several frostless nights last week. The drop in the temperature during Saturday and Sunday started the sap flowing again the early part of this week, but the makers predict that the season is practically at an end. The quality of the syrup was never better than this season, but the supply has been altogether too small for the demand. The bulk of the sales have been made at \$1.25 per gallon.

Fifteen-cent eggs for Easter are but an echo of bygone days. At the market Saturday hundreds of dozens were offered but the price did not get below sixteen cents, and many sales were made at 18 cents.

HAMILTON.

April 14.—General regret is felt by the grocers' association here that the amendments proposed to the Division Court Act, relative to an easier mode of collection of small accounts, was not considered seriously by the legislature this session. The cost now of suing for an account is high, both for debtor and creditor. In some cases for small sums the cost runs up to three or four dollars, where fifty cents ought to be ample. It seems a pity that a more general expression of opinion in regard to this matter from all Ontario merchants should not be placed before the legislature. The Retail Merchants' Association took the matter up and proposed to look after it, but the grocers here think that the movement lacked energy. No opinion on the matter has been expressed by the Retail Merchants' Association here. They hold only annual meetings, and if the interest in the work is as

dead in other places as here, we cannot expect much help from those in power. The Hamilton Grocers' Association have been discussing this question for a long time, and fully intended to send a deputation to the Attorney-General's department to press their cause, but were assured by E. M. Trowern, the secretary of the Retail Merchants' Association, that being on the spot he would let them know when to go down. But alas! the message never came, and they now find that they made a mistake in not following up the job themselves. Better luck await them next session.

At their next meeting Mr. McIntosh will offer a paper on the subject of Canned Goods to the grocers' association. This fact having been announced through the press, Mr. McIntosh has received a large number of suggestions and enquiries from canners, wholesalers and others which have aroused considerable interest, and as he is expected to give an exhaustive opinion on the question, particularly on points that affect the retailer, all the grocers are keeping an open date for that night.

Maple syrup and sugar are coming in very slowly and the price is ruling high. One firm is reported to be selling at \$2 per gallon, which is pretty high for this market.

H. P. Boyd, vice-president of the retail grocers' association, has sold his business to Gordon McInnes, late manager for Peebles-Hobson & Co.

Robt. Horton, also of Peebles-Hobson & Co. has opened a fine new store in the west end.

John Lampman, grocer, South Queen St., has purchased a 40 h.p. automobile. This purchase is probably why new stores are starting up in his section. Well, "Jack" worked hard for it and deserves it all right.

PERTH.

April 14.—A representative of one of the large condensed milk companies was in Perth this week. He says, as far as he knows, there is less condensed milk and cream sold in this town than in any town he has visited.

Maple syrup is bringing 75c to \$1 gallon. Though the supply is just about the average or below, there is much more for sale than can easily be disposed of. Some farmers unable to sell have had to take syrup home again. A great deal of last year's syrup was carried over. This probably accounts for the "lack of appetite" of Perth people for the maple product. Maple sugar brings 8c to 10c a pound.

H. M. Shaw held a demonstration of some particular lines of jellies and coffee in his grocery department last week.

Bread is 6c per 1½-lb. loaf in Perth. In most surrounding towns we are told it is 5c per loaf.

In considering the cash system of doing business a local merchant looks at it this way: "If at present my bad accounts amount to, roughly, one-half of one per cent. of the business I do,

and when I come to the end of the month, I find my business is, will be, one-half per cent. of the system and accounts, I get credit. Croft & they Grocers the poor of they have of them are spongy usual sweetened because J. V. W. with G. E. position. ment of district.

April 14. ness very In the sun to travelers. Brokers firm, though prices. Te very firm. the country arrival of canned goods condition much in wholesalers ing to sell Currants a reported h

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and when I open an account with a customer, I usually get the biggest part of his business, then the question to me is, Will I lose more or less than that one-half per cent. by adopting a cash system and cutting out my present credit accounts, for these credit customers can get credit somewhere else?"

Croft & Son, of Middleville, advertise that they are going out of business.

Grocers here are complaining about the poor quality of the navel oranges they have received this winter. Many of them arrive lacking the juice. They are spongy and dry and have not their usual sweetness. Some loss is experienced because of this.

J. V. Watson, for some years a clerk with G. E. Armstrong, has given up his position. He has received the appointment of customs officer for Perth district.

LONDON.

April 14.—Retail grocers report business very good during the past week. In the surrounding country, according to travelers' reports, trade was fair.

Brokers state that sugar is still very firm, though there has been no change in prices. Teas of all grades also continue very firm. There is very little Japan in the country, nor will there be before the arrival of the new crop in July. The canned goods market is in a demoralized condition here. There seems to be so much in the hands of canners and wholesalers that they are evidently willing to sell at any price they can get. Currants at the point of growth are reported higher.

The highest honor to which the average London Irishman aspires is that of president of the Irish Benevolent Society, the leading organization of the kind in the city, and one noted for its great charitable work and the splendid picnics which it annually holds. This week the society holds its annual meeting, when the presidential prize falls into the lap of E. J. Ryan, of Ryan & Russell, grocers, an ex-president and now treasurer of the Retail Merchants' Association. Mr. Ryan has filled the office of vice-president of the I.B.S. during the past year and the presidency comes to him by right of succession. That he will fill his new position acceptably to the members as a whole no one who knows Mr. Ryan has the slightest doubt.

John Rennie, for some time traveler for R. C. Struthers & Co., has taken possession of Goodge's grocery, corner of Dundas and Maitland Streets, which business he recently purchased. One of Mr. Rennie's first acts on engaging in his new line was to join the Retail Grocers' Association.

For some years past the grocers of London have closed their places of business every Wednesday afternoon during the months of June, July, August and September. A more is on foot to make the weekly half holiday season begin with the first Wednesday in May. Whatever is done as to this, it is cer-

tain the weekly half holiday will be continued by the London grocers during the coming summer.

"Does the handling of daily newspapers and postage stamps pay?" was asked of a north end grocer to-day. And the answer was: "Not in themselves, for the profit in both cases is very small. But for the convenience of our customers we carry both stamps and papers, and the benefit to us is that people who come for them, buy other things in the store. These, under different circumstances, might go elsewhere to buy."

Londoners paid 18c to 19c per dozen for their Easter eggs, which is about 3c lower than a year ago. Best butter sold on the market for 25c to 26c per lb., and poultry brought 12c to 16c per pound.

GUELPH.

April 14.—The week before Easter was marked by special and elaborate preparations by consumers and merchants. Commencing Monday trade became brisker until Thursday and Saturday. The latter day was apparently a record one. Business was fast all day until after 10 p.m., there being no break or slackness. Although it was very cold, there was a large contingent of people from the country, and Wyndham St. showed a very "animated picture" to the "looker-on."

A. J. Groom is showing some "good quality" maple syrup in jars, which is having a good sale.

Geo. Williams had a splendid display of spring vegetables on Thursday and Saturday which had a ready sale. The display reflected great credit upon the responsible party.

Saturday was "egg day" on the market and there was a big rush for the Easter supply. There was a large supply of eggs, but it was not equal to the demand, consequently the result was a stiffening in the prices. The market throughout was on the same basis, and there was an upward tendency in the prices all along the line. Eggs went up to 17c and 18c, and butter, in good demand, remained firm at 24c and 25c. Poultry was scarce and high in price. Potatoes sold at 70c and 75c per bag. Maple syrup was offered at \$1.40 per gallon and 40c per quart.

ST. THOMAS.

April 14.—Both markets were small on Saturday considering the fact of its being Easter and the produce offered was all disposed of. Eggs were the principal feature and opened at 18c per doz. but the tardy buyers were lucky as they dropped to 15c per dozen before the close. Butter sold readily at from 25c to 28c per lb. Maple syrup sold from \$1.25 to \$1.40 per gallon, according to quality. One farmer had a large quantity for sale and a neighbor stated that he did not have a maple tree on his place. If a grocer were to offer for sale that kind of stuff he would be fined. There was no change of price in

other produce. The millers paid \$1.07 per bushel for wheat—the highest price reached here in years. Flour has advanced 10c per 100 lbs.

The by-law depriving the grocers from buying on the markets until ten a.m. has been evaded, it is said, by one firm of grocers. It is stated that another party buys for them and that their wagon has been seen to call and get the load of produce from a man whose duty it ought to be to see that the by-law is enforced. Some of the grocers have interviewed the chairman of the market committee and he stated that an information should be laid before the magistrate. If this is done it is an injustice to the grocers who observe the law and it should not be tolerated.

Our police magistrate has dismissed two more cases brought before him of "peddling without a license" and as the Ontario Legislature has, it is understood, put off till next session the amendment of the act, although passed by the committee, no relief is likely and the local merchants who pay their business tax have to suffer from this injustice till next session. If the grocers of Ontario were properly organized and their case fairly presented no doubt action to remedy this condition of affairs would have met with immediate success and the delay would have been avoided.

There are many good reasons why grocers should have an organization of their own and one of them is to study their relationship with jobber and manufacturer. Other grievances are the paying of cartage at the point of shipment as well as at destination; church tickets, price-cutters, Christmas presents, etc.

The grocers report that Saturday's business was ahead of last year and the local customs receipts for March were also ahead, which spells encouragement.

CHATHAM.

April 14.—Grocers unite in declaring that the Easter business this year was the best on record, Easter week, and particularly the Saturday before Easter Sunday, being far in advance of the corresponding days last year. Grocers are anticipating a big summer, all the signs pointing that way.

Flowers were features of most of the grocery offerings this Easter, and floral window displays proved very attractive. In most cases the flowers were taken on commission for local floral firms, and, though as a consequence of the competition, the floral trade was pretty well divided, most of those handling flowers found that they fairly paid for their trouble. Hitherto, Wm. Anderson has been practically the only grocer to carry a regular line of potted plants.

Fred Ward, of Harry Andrews' grocery staff will be in Petrolia this Thursday, April 15, attending the wedding of his son, Fred J. Ward, to Miss Maude Tanton, formerly manager of Parsons' Fair here.

Saturday saw a busy and crowded market here, with most prices high.

Poultry is expensive just now, chickens ranging as high as 60c each and a few turkeys offering for \$2.50. Eggs sold at 16c, and butter at 24c and 25c. Potatoes brought 85c a bag. Live hogs went up to \$7.10 per cwt., deliveries being considerable. Fresh vegetables, home-grown, are making their appearance on the market, lettuce, radishes and rhubarb being in evidence.

Reports from the country indicate that the farmers are well advanced with their spring work. Plowing is pretty well completed, and seeding on clay lands is nearly finished in most sections, though on sand it is coming on slowly, being held back by cold weather. Much corn ground has been already plowed. The recent warm spells have had a very beneficial effect upon the wheat which has picked up wonderfully, while one Raleigh farmer reports oats already up. This last is a record breaker.

That, as a consequence of the failure of the ice crop this winter, ice this summer will cost twice as much as last year, was the prophecy made last week by a local ice dealer. All Chatham's ice this year has to be imported.

A movement looking to the establishment of a government experimental cold storage station here for the handling of apples is in progress, and is being actively championed by D. A. Gordon, M.P., in the Dominion House. One grower declared to a Grocer representative that the encouragement of cold storage would probably mean the salvation of the industry, adding that, although Kent had probably more apple trees than any other county, owing to the insufficient means of taking care of the product the county is this spring unable to supply her own demands, let alone to export.

The big gale last Wednesday did quite a bit of damage in this section. In addition to tossing delivery rigs in all directions, it pretty well wrecked the roof of the Tilbury canning factory, and the west wall of the main building, the damage being estimated at \$1,000. The fire wall of J. S. Richardson's general store at Tilbury was also damaged to the extent of about \$350.

Mitton & Campbell have opened their new grocery and general store at Ridgetown, in the premises formerly occupied by the Northway Company.

The proprietors of the St. Thomas Canning Company purpose establishing a branch at Ridgetown this summer, business men of the town having subscribed money to rent the Harrison building near the Pere Marquette for their machinery. While they expect to put up only tomatoes this year, they will handle peaches if the crop warrants the move.

C. L. Robertson, of Rutherford, has disposed of his grocery and general store to Mr. Talbot, of London.

John Grass, of Ridgetown, advertises that he is giving up the handling of crockery in connection with his grocery

business, and is disposing of that line by bargain sale.

The Dresden Basket Factory, which has been carrying on business in the Hicks Block, has been compelled by rush of orders to move to larger premises in connection with the Mahler evaporating factory. A New Idea egg basket, designed to hold 18 dozen eggs and fit beneath a buggy seat, has had considerable to do with the rush, though the company manufactures baskets of all kinds.

R. Heyland's grocery, at Dresden, was the scene of a small chimney fire last week, the damage being slight.

Dresden's new flour mill will have a capacity of 250 barrels. The company is capitalized at \$50,000, and \$20,000 worth of machinery is being installed. The town subscribed \$3,000. C. C. Morrison, of Guelph; Leslie Morrison, of Hensall; Jas. Morrison, of Wheatley; John Dodd, of Alton; and Melvin Hunt, of Barrie, are the men behind.

E. H. Ruttan, Wallaceburg, has erected a handsome new awning in front of his grocery.

S. J. Helmer has purchased the Sombra bakery from Geo. W. Meyers, who is leaving for the Northwest.

Wm. Piggott, the South Side, Wallaceburg, grocer, is able to be out again after several weeks' illness.

The Merlin Creamery, conducted by Wm. Parker, opens for business on April 15th.

A milk route is being inaugurated at Wheatley by Geo. R. Robertson.

Snuff tobacco promises to be the next novel product of the south-western counties. A Tennessean named Wall is now experimenting in the growing in Essex county of a grade of tobacco suitable for the purpose, 20 acres being under cultivation this year.

The Dominion Government has taken a wise and important step in establishing an experimental tobacco station on the farm of A. R. Ferriss, near Harrow. W. A. Barnet, B.S.A., will be in charge. What the Canadian tobacco growers need most is expert instruction on growing and curing the weed—especially the latter—and the experimental farm should have a good effect in improving the quality of the Canadian-grown weed.

That the Tilbury canning factory will operate this year was the statement handed out by Manager H. H. Shaver last week, in contradiction of many widespread rumors. Mr. Shaver says the 1908 output will be doubled this year.

D. M. Edmonds, of Tilbury, recently sold his grocery business to W. A. Johnson, of the same place. Irvine Wallace, formerly manager of the grocery department of the W. C. Crawford store, who recently relinquished that post to accept a position in Amherstburg, has been secured by Mr. Johnson to manage his new venture, and will remain in Tilbury.

The Pease evaporating factory at Wallaceburg will henceforth use natural gas as fuel, arrangements for its installation having been completed.

Wm. McIntosh, a Wallaceburg baker, has left to take a position in Barrie.

Bruce Gonyou has resumed his position in Ruttan's grocery at Wallaceburg, after an extended illness.

Mitton & Campbell, who are this week opening a new grocery in Ridgetown, have made big improvements in the store front.

The old-established grocery and general business of J. S. Richardson, at Tilbury, has been incorporated as a joint stock company, under the name of the J. S. Richardson Co., Limited. Mr. Richardson retains active control of the business, which is the oldest business concern in Tilbury, having been started in an unpretentious fashion in 1879, and since grown to very large proportions.

Henry Everest, who formerly conducted a small grocery in Chatham, on Grand Ave. West, passed away recently, in Pontiac, Mich., aged 73 years.

The news that the committee of the Legislature had approved the bill introduced by P. H. Bowyer, M.P.P., to permit the sale by grocers and general merchants of ordinary household remedies, has undoubtedly proven a source of much gratification to merchants in this vicinity. It was in this county that most of the original prosecutions took place, and many a country merchant who had to cash up \$20 and costs for selling five cents' worth of quinine will be glad to learn that the obnoxious restrictions are practically down and out. Incidentally, the stand taken by Secretary Trowern of the Retail Merchants' Association, will hardly meet with the approval of many of the active members of the local branch. Though the restrictions fell most heavily on country merchants, they were deeply resented by members of the grocery trade in this city—and grocers have always comprised about fifty per cent. of the active membership of the local association. Prior to the passage of the act in question—and possibly since—Chatham druggists did a considerable jobbing business in drugs and "patents" with country merchants, and it is doubtful if the measure, originally designed, it is understood, to hit the departmental stores, was much appreciated by the local men who were supposed to benefit. The incident may lend impetus to a certain underlying movement to make the local branch of the R.M.A. a purely city affair.

ST. CATHARINES.

April 14.—Mrs. Jno. Kilroy has disposed of her grocery stock and given up business.

J. T. Petrie is having the Simpson store in Thorold, which he recently purchased, refitted. The store will be thoroughly up-to-date. The grocery section will be fitted with Walker bins and counters. A handsome plate glass front is also being put in. Mr. Petrie expects to have this store opened as a branch store about May 1.

G. G. Gamble, general merchant, of Fenwick, has assigned.

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TORONTO.

April 14.—J. Patterson, 19 Howard St. is constantly re-arranging his store, which gives it always a new and attractive appearance.

A. L. Thurston has bought out Mr. Swain, 1232 College St. His bright young daughter is taking an active part in the management of the business.

A grocer was seen the other day waiting on a customer with his pipe in his mouth—he ought to know better.

Geo. Rutledge, a successful young clerk for years in Parkdale, has started a store of his own with entirely new goods. Everything looks cheerful in the store and he is bound to be a winner.

P. D. Dunn opened a new store at 1646 Queen west two months ago and is doing a good business.

J. P. Cowan, from Dundalk, has purchased the business of Mrs. Maybee, 1362 College St., and has prospects of a good business.

A College St. grocer is actually the limit. He has come to the conclusion that *The Canadian Grocer* is not worth the two dollars and the only reason he gives is that he does not read it.

A west-end grocer recently kindly supplied a customer with goods on credit. In course of time he asked for some money, but instead he claims he received abuse. He then wrote her a letter and demanded payment for his goods, but in answer to this she appeared in the store with vengeance in her eyes and threatened to bring him up in the police court. Getting abuse for his kindness was more than he could stand, and he helped her out of his store. For this he had to pay ten dollars and costs. The sympathy of those who know something about the affair is with the grocer, who feels that he deserved better treatment.

W. J. Sawyers & Son, 429 Yonge St., has arranged a very attractive window with canned milk. The rivalry in the city now is not who can sell the cheapest, but who can have the cleanest and most attractive store and give the best service.

Teasdale Grocery Co. are making a great display of canned apples. This is a good business move, as green apples are very scarce and dear, and now, before the fresh berries come in canned apples are in season.

Brittain L. Hill, 668 Bloor St. West, is doing a good business, much better than he expected when he started last June.

OTTAWA.

F. W. Forde took over the store of Forde Bros. on Bank St. on the first of the month.

The Hull Electric Company is being prosecuted under the Meat and Canned Foods Act for unlawfully transporting one dressed hog from Ottawa into Quebec. These Hull people seem to be getting fussy. In Ottawa there is a dressed hog on nearly every end seat of the cars in summer.

Miller & Watson, grocers and butchers, have opened on the corner of Bay and Gladstone Ave.

The store of R. Baird, Somerset St., is closed, the owner having gone west. It will be remembered this store was very badly damaged by fire and water some three weeks ago, and the manager, A. Nellin, has been reducing the stock since that time.

PETERBORO.

April 14.—One of the city's influential grocers states that there has been a great deal of last year's butter sold during the past winter by grocers who have either had it in storage or who have bought it from those who have thus kept it. This butter was purchased last autumn and not a little is reported to have been bought in the early summer, a June make being found. As a result the quality of the butter was not what it should be but still a number of the grocers are said to have had no scruples in selling it. The informant states that if the grocers want to build up their butter trade and cut in on the market business they should draw the line at selling an inferior grade.

The time has at last arrived for the show windows of our grocers to give a good place to seeds and many of the grocers have already done so. A few more weeks and the demand will be at its height. Flower seeds, as well as vegetable, are kept in stock.

White & Gillespie being the centre of the dairy supply trade for this city, report a good business so far. The cheese factories are getting ready to open up for the summer and are laying in a stock of requisites for the work. They are selling many cream separators throughout the country, Mr. Gillespie being well known and the firm's integrity being a good advertisement.

The small stores in the outlying parts of the city had their annual sale of hot-cross buns on Good Friday. They objected to the keeping of their stores open on Friday and in vain endeavored to get all their deliveries of orders made on Thursday evening.

The merchants state that the farmers of this section are asking the highest price for maple syrup in the province. The price is 40c a quart or \$1.50 a gallon, and the quality is said to be nothing out of the ordinary. The weather has not been of the right kind thus far for a bountiful flow of sap, but there is a chance yet of the season redeeming itself.

It has been learned that Ald. Geo. Gillespie, of White & Gillespie, recently made a secret journey to New York on an important municipal matter.

John T. Donoghue, corner Sherbrooke and Rubidge Sts., has begun to make an addition to his grocery store.

Market prices of butter and eggs last Saturday were 27c and 18c respectively. Butter is expected to remain about these figures, as the supply will just about meet the demand.

Will Grady, a young man who is occupying his own store in the south end of the city, and who was recently married states that his business is coming along nicely and although practically new in the grocery business he is pleased with his experience so far.

The brightening prospects of the spring have brought increased business to the merchants in general and the grocers report that they have been affected and are looking out for bills being paid better in the near future on account of the building boom that is expected and which is already being realized.

The local flour mills are doing a good business judging from the fact that the Central Milling Company are doubling their capacity and adding the machinery to meet the demand of their increased business. The Peterboro Cereal Co. have also added to their flour department.

R. C. Braund and Mrs. Braund celebrated their crystal wedding on Monday evening, April 12. They received a large number of presents and the congratulations of a host of friends. About 70 people were present at the affair and Mr. Braund and his wife proved themselves most delightful hosts. Mr. Braund conducts a large general store in the south end of the city which he started at about the same time as his marriage and he attributes his success to the help and inspiration received from his wife.

Bert Hunter, who opened a store of his own some months ago, is disposing of it this week and will leave on an extended trip to the West.

Henry Cross proprietor of a small store near the C. G. E. works, has sold his business.

Jas. R. Bell, grocer, was in Toronto on Wednesday on a buying trip.

BRACEBRIDGE.

April 14.—Easter decorations among the different merchants this year were excellent. Among the neat grocery windows noticed were Armstrong & Gillespie, showing a large display of fruits and flowers; Hutchison Bros., an Easter window of bacon, hams, cheese and eggs, making an effective display; Kirk Bros.' windows were pretty with flowers and fruits, and Jos. G. Meyers had a large display of eggs and meats.

All day Saturday the streets were thronged with people. Merchants and clerks were kept on the jump till late at night.

"The best Easter trade ever," they all exclaim.

Some, at least, eat macaroni in this town. We noticed 130 cases of this toothsome foodstuff unloading at Hutchison Bros.' store on Thursday.

Some of us hope for the starting of the movement in Ontario "for more daylight." Your correspondent questioned the merchants, clerks, and other men of this town and all speak greatly in favor of the clock advancing one hour during the summer. It will give the man behind the counter daylight to enjoy the numerous sports and other

Have you secured a trial lot of our

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Pure Preserves



and

Marmalades?

Ask your Wholesaler for
his Special on these Goods.

Our New Tin Package

Our New Tin Package

is conceded to be the handsomest ever put on the market. Have you seen it? It is gold on the inside, also on the outside top and bottom, with white enamel face.

Our facilities for supplying the BEST in FRUIT JAMS are unequaled.

QUALITY IS GUARANTEED by

The Canadian Cannery, Limited

pleasures that at present he is barred from.

A SUBSTITUTION.

The claim is made by the Schram Automatic Sealer Co., of Canada, that their product, the Schram sealer, which was introduced into this country last year is being misrepresented by other firms selling fruit jars. It is stated that some parties are selling what they claim to be Schram jars but which in reality are entirely different. The above mentioned company did a considerable trade in Canada during their first year doing business here and it is probable that it is just another case of a good thing being imitated.

PARTNERSHIP FORMED.

A change has been made in the brokerage business of J. Walter Snowdon, Montreal, he having taken into partnership W. George Borland. The firm will in future be known as Snowdon & Borland and will maintain offices in the Guardian Building.

Mr. Snowdon has been connected with the grocery trade in Montreal for many years, having been for some time sales representative in Montreal of the Quaker Oats Company, and latterly having conducted a brokerage business of his own. He has a fine connection with both wholesale and retail trade.

Mr. Borland began his business experience with the Royal Bank, by whom he was engaged for some years. While there employed he met many influential business men, with many of whom he has had dealings later on in his business career. He resigned from the responsible position of purchasing agent for one of the largest industrial concerns in Montreal, in order to go into the brokerage.

Both young men are progressive, and the partnership will enable them to look after the interests of their principles most satisfactorily. They have several first-class agencies.

PURE FOOD SHOW AT COLISEUM.

A pure food show will be held at the Coliseum, Montreal, beginning May 17 and continuing until May 29. The site selected is an admirable one, being in the heart of the town. The building contains 36,000 square feet of floor space, with no posts. Duquette & Robertson are carrying out the interior arrangements. Somewhat of an innovation will be provided in the shape of a vaudeville performance. A first-class orchestra will also be in attendance. The proceeds of the show will be devoted to charity and in this connection a rather novel scheme has been adopted. One thousand tickets will be sent to each charitable institution, and they are to sell them at 10c each, and keep the proceeds.

Many manufacturers in Toronto and elsewhere displayed an Easter spirit by allowing their employes a holiday from Thursday until Monday. Among the leaders in this regard was E. W. Gillett Company, Limited.

The Grocer's Encyclopedia From Week to Week

The Preparation of Prunes From Plums — How They Are Gathered, Dried and Made Ready for the Market—The Sources of Supply and Differences in the Fruit—France a Great Prune Country.

PRUNES—The word prune, is derived from the latin word prunum, a plum, and may be more specifically defined as the fleshy varieties of the common plum, of firm texture, which are easily dried whole either in the sun or by artificial heat without fermenting at the pit. In fact the common English name, for dried plums is "prunes" but in French "pruneaux." Prunelloes is a name generally applied to the larger, lighter colored and finer flavored of the ordinary prunes, and mostly come from Tours.

Prepared From Plums.

In preparing prunes and prunelloes, the fresh gathered ripe and thick skinned plums are dried first in the sun till soft. Sometimes they are spread on hurdles and then left about twenty-four hours in a slow brick oven. After cooling they are put in a warmer oven and again a third or fourth time till sufficiently dried. Great care has to be exercised that the skin be not broken, and that the fruit be not packed until all surplus moisture between the fruit has entirely disappeared; for if packed while damp it will mould in the package.

A skilled packer can tell by the touch just when the fruit is fit for packing, and when it is not. Some prunes may be noticed to have a smoky flavor, from having been dried over wood fires, especially those from Servia, Hungary and Bohemia. The Italian or Fallenberg prune is a well-known sort. It has a rich acid flavor, and dark color, with blue tint and is nearly round. Bosnia and Herzegovina prepare 40,000 or 50,000 tons of prunes yearly. They resemble the Italian product, but are not quite so large, and are generally highly cooked.

Prunes are also extensively prepared in Germany, from the Quetsch plum, which is best known as the German prune. These contain considerable acidity, but the most widely celebrated prunes of all are the Catharine variety of French or "Imperial plums," which reach England from Bordeaux. The tree thrives best in clayey and calcareous soils, and does not require loam of profound depth. The finest flavored are prepared around the little town of Brignoles in Provence. They are known commercially as Pistoles, and Pruneaux de Brignoles, and comprise the Pendrigo blanc, and Pendrigo violette. The Pistoles variety is a superior grade to the Brignoles. The centre of the French prune industry, however, is at Agen in the Southwest. Immense quantities are put up in the fertile departments of Lot-et-Garonne, Dordogne and Lot.

The prune d' Agen or d'Ente (date grafted plum) grown in the valley of the Lot, has long been highly esteemed. "Ente" means grafted by a special method. In travelling from Avignon to Fumel through the valley of Lot whole plains are seen covered with these grafted plum trees which furnish the famous Prunes d'Ente and Robe Sergent. They are sun dried, and are exported to the remotest corners of the earth. Other

well known varieties are the Rcine Claude, Mirabelle, Petit Damas or French St. Julien chiefly used in medicine and used in the valley of the Loire, whence also come the "Tours Prunes" above referred to. Lorraine produces an immense quantity of the kind known as Quetschs, which are one of the best for ordinary preserving, but their flavor is very inferior to their appearance.

Of late years, large quantities of prunes from Servia have been imported into France, and re-exported as French at considerably higher prices.

Differences in Prunes.

The processes employed for curing are very primitive, although plums are one of the chief resources of that country. Every grower cures them at his own orchard. Spain and Portugal also prepare prunes. California raises over 60,000 tons a year, a great number of which are packed and exported in boxes of 10, 25 and 50 lbs. each. The Californian are said to contain a less proportion of stone and skin than French prunes, while the meat and saccharin matter is much greater. They are also said to be superior in flavor, and to keep better and longer without sugaring.

Oregon prunes are large and acid of the Italian type. The Dosch prune is also large and acid but as a rule people prefer the sweeter kinds.

Fruit Gathered at Mid-day.

In France, at Agen, when the prune is rich, full and thoroughly ripe, it is covered with a sort of glaucous powder, called "flower" which greatly adds to its value as a table fruit. The fruit is usually gathered in the middle of the day after the sun has dissipated the humidity of the night, and straw is generally spread under the trees to prevent the fruit from getting bruised or dirty through coming in contact with the soil. Sometimes a canvas cloth is held or suspended under the tree. Only such fruit as readily falls when the tree is shaken, is gathered; as soon as it is harvested the fruit is taken to a building where it remains a day or two to mature.

In Europe, Bordeaux is the principal export centre of the prune industry. America is now a strong competitor with Europe in this product. The system of drying the fruit, in the latter country has the best results, and several French firms have adopted the American method and found it to answer admirably.

Prunes are a favorite fruit in manufacturing districts both for culinary purposes and dessert. They are considered very nutritious and slightly laxative. Stewed in water they form a good remedy for costiveness and feverishness, as does also the liquor as a drink.

The new season's pack begins to arrive in England toward the latter end of September. The qualities are mostly inferior after a wet summer and the best of them high in price.

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The Canadian Grocer

Established 1886

THE MACLEAN PUBLISHING CO., LIMITED

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THE "SHORTS" AND THE MILLERS.

The situation in the wheat and flour trade is rather unique at present. At any rate it is most interesting.

As those who are conversant with the market are well aware, prices of wheat are unusually high and strong, with little or no indication at present of a lower market, as the high prices which are being quoted for next year's crops indicate.

Shorts are being particularly hard hit by the wheat market. Many have sold May wheat at \$1.03, and on Tuesday of this week, prices for that option touched \$1.27½, or 24½c. above the price for which they had sold. Consequently, they are feeling uncomfortable and are praying for "night or Blucher."

Naturally, in view of these conditions, the situation of the millers is by no means comfortable. The smaller millers are feeling decidedly uncomfortable. To buy wheat to turn into flour with prices now ruling is not at all inviting. Most of the millers are what might be termed "lying low."

Then to make matters still worse for the average miller, there has been a good deal of price cutting during the last few months by the large milling companies. With their large equipment, the large mills are naturally able to manufacture at a lower cost, and taking advantage of this, they are quoting lower prices than the smaller millers can quote. This has so handicapped the latter, that some of them at any rate have been buying flour from the larger millers rather than manufacture their own flour at a loss.

It is evident, therefore, that whatever may be the outlook for high prices for the farmer, for the miller it is not at all bright, for plus the high price of wheat, there is the demoralizing influence of price-cutting.

ILLEGAL LABELLING.

The action of some companies in labelling their products in such a manner as to deceive buyers in the country of their production is something to be strongly condemned. It has been brought to our notice that at least one such case exists in Canada in which a Canadian manufacturer represents part of his goods as coming from a foreign country. Their particular product has a tax imposed on it coming into Canada so that their scheme is readily seen. They seek to enhance the quality and value of their goods by an illegal label and at the same time to create a demand for goods purporting to be manufactured in a superior manner to their own.

From a national standpoint such a scheme should be emphatically opposed. We have Canadian manufactured goods, which may be just as good as any imported, sold as foreign. Such manufacturers are almost bound to lose in the end. Jobbers knowing such goods are being misrepresented will not pay the price and ultimately the consumer will find it out. Why cannot Canadian manufacturers who have the facilities for turning out a good article not let that fact be known? It is more to their credit to do so and to the country's advantage as well. Morally, too, the action is wrong and contrary to the fundamental principles of an honest business.

We are not aware as to the exact nature of the law and the penalties that may be incurred but it appears that each province looks after its own offenders. As such a condition of affairs affects the business of manufacturers of similar products in the various sections of the country it seems advisable that a general law should be enacted to protect home manufacturers as well as importers who pay their legitimate dues. It is an unfair competition and dishonest business.

THE CLERK'S ROAD TO SUCCESS.

There are few men who have served the greater portion of their lives in the grocery trade who will not admit that the various demands upon the clerk are stringent, but absolutely necessary. It almost invariably takes years of work and concentration to develop a good clerk. As one man said a few days ago, "I have been in business for 35 years and I am still learning."

Any who overlook the necessary qualifications are, from the nature of the case, going to lower the standard which the industry has set up by means of its continual progress during the years that have passed.

To refer more particularly to the grocery trade it is not a too sweeping statement to say that a grocery business will probably depend upon the clerk above all else. The business will rise or fall according to the ability of the man behind the counter, who meets or who doesn't meet, the highly specialized requirements of the patrons. He must start at the bottom and work up—the trade demands it. Some may be more fitted to bring about a speedy development, according to the nature of their lives, prior to entering their vocation, but the quicker a clerk grasps the opportunities to show his mettle the more rapidly will he rise towards the summit.

CLEANLINESS IN THE STORE.

There isn't anything in connection with food products that appeals so much to the consumer as "Cleanliness" in the store she visits.

It impresses her at once with the idea that what she buys is clean and good.

There is the comforting feeling that her grocer is paying tribute to her own taste and habits.

Time was when any kind of a grocery store would suit her. There was little or no attention paid to the proper arrangement and display of goods.

With the improved conditions and requirements of modern life and the elevation of taste, things have changed and now the best arranged, best equipped and cleanest store gets her custom.

This elevation is due to the modern grocery store with its bright shelves, clean counters, handsome show cases, silent salesmen, practical refrigerators, computing scales, cash registers, clean windows and bright fixtures.

The inventive genius of the present day store outfitter is seen in the furnishing of the modern grocery store.

The Canadian Grocer since its inception twenty-one years ago has been a strong factor in bringing about these improved conditions in Canada. It has advocated the installation of every kind of practical, useful and cleanly fixture and equipment.

It has pointed out to the grocers the value of such improvements and it is largely due to its educational campaign in this direction that Canadian grocery stores are to-day the equal of any similar stores in the world.

ADVANCE IN FLOUR PRICES.

The bonds binding the price of flour during the past few weeks have been broken, and on Monday there was a general advance in nearly all the large centres in Canada. This has been the feature of the past week's markets and was directly due to the high figure at which wheat has been selling. This advance was not unexpected, but was rather late in arriving, the time having been prolonged on account of a war among some of the stronger western millers.

It is now to be expected that the bakers will raise the price of bread, and the advance in flour warrants a change of two cents in a six-pound loaf. Bread, however, has not yet been advanced, but if the present price of flour is maintained there is every likelihood that it will.

HOTEL INSPECTOR IN QUEBEC.

It is now almost certain that the government of the Province of Quebec will take definite action in the matter of appointing an inspector of hotels. The executive of the Dominion Commercial Travelers' Association has been in close touch with the officials at Quebec, and, to be of further possible assistance to the government, on Saturday morning last formed a special and a strong committee to offer to act with the authorities in any way deemed advisable.

This committee is composed of the men who look after the interests of the association, which is composed of 6,500 men—commercial travelers who are on the road eight to eleven months a year—and as every member of the committee has traveled himself in the past, or is traveling now, their co-operation will enable the government to select a first-class man to fill the new position, and to properly instruct him in his duties.

Great interest in the project is being evinced by both the government and the opposition, both parties seeing that the appointment of a really good inspector, a man who would know his business, would be for the benefit of the public as well as the commercial traveler.

BROOM CORN PRICES UP.

The three advances of twenty-five cents each in the prices of brooms since December, have not, according to prices quoted this week, covered the advance in the price of the broom corn, the material used in the manufacture of brooms.

One manufacturer, for instance, bought two cars of broom corn this week, paying \$130 and \$135 per ton for the material, whereas, last fall the same

stock could be secured for \$60 to \$65, the advance being over one hundred per cent.

In a standard line of maderate-priced brooms it requires at least 23 pounds of corn to make a dozen brooms and this at present prices of 3½c. per pound would equal about 81c. per dozen, or six cents over the advance made by manufacturers, lines which formerly sold at \$2.75 having advanced to \$3.50. The manufacturers, therefore, are being hit by the advance as well as the consumers, and as the market is cornered in strong hands, no relief is in sight until a new crop is marketed next fall.

THE EFFECT OF UNITY.

When men associated with any particular line of business get together, they have presented to them the only opportunity of satisfactorily attending to their differences. What hope is there for the manufacturer to work alone and settle his business so that it will meet with the entire approval of the wholesaler and retailer? What hope has the wholesaler to form rules and regulations that manufacturer and retailer will be satisfied with? And a similar question may be asked as to the retailer. The course he decides to pursue will necessarily cross the paths of the others and instead of having business run smoothly along there exists a feeling of distrust among the three.

On another page of this issue there appears a report of the conference held last week in New York, at which were officially represented the National Retail Grocers' Association, the National Wholesale Grocers' Association, and the American Specialty Manufacturers' Association. Men of these three associations met to discuss together the things that could be made beneficial to all concerned. Permeating the debate there was the spirit that the different interests were much in common, that such a conference had the tendency of bringing the various factors into a closer relationship and of clearing the way to a better understanding.

Apart from the business benefits to be derived, the social aspect of such a gathering of men is worthy of consideration. How often are our prejudices against the men we meet on the street changed to admiration for them when we are privileged to come into closer contact! Such an instance has come within the experience of almost every business man, who learns to know how little foundation he has had for many of his secretly formed dislikes.

A conference of men similar to the one referred to cannot fail to be attended with good results. It brings forth in free discussion the grievances of them all, thus presenting the only

chance to adjust matters satisfactorily. The manufacturer, wholesaler and retailer, when they unite, do not do so with any idea of formulating plans to practice extortion methods on consumers. They come together to consider what shall constitute the proper channels through which trade shall flow and other problems of general interest. They rub against each other and get new ideas, all of which tend to their private advantage as well as to the advantage of the association to which they belong.

KEEP THE STORE WELL LIGHTED.

The lighting of a store is always a problem. Both daylight and artificial light should be supplied in an ample degree. In the congested quarters of the cities it is not always possible to get sufficient daylight, but it is always possible to have a good quantity of artificial light. When the days get short, the well-lighted store is the one that commands attention, and beginning at the front door, which should always be well lighted, the window should be resplendent, of course, taking for granted the dressing is attractive, otherwise the lights ought to be as dim and few as possible. The efficacy of good lighting in the store itself is obvious. First, there is the psychological effect on the customer when he comes into a flood of light where everything seems to speak a welcome full of warmth. Secondly, in ill-lighted stores dirt and rubbish are more likely to collect and lead to an unsanitary condition. Thirdly, there is the general satisfaction to be derived from working in a well-lighted store, as compared with work anywhere in a dim and insufficient light. Electricity is undoubtedly the best form of light, as it is the cleanest, least cumbersome and most easily taken care of, requiring very little attention. Gas and acetylene come next, and coal oil last. There are many kinds of acetylene plants, and some of them give a very brilliant light, but they require considerable attention.

BUSINESS MAXIMS.

By Plato, Jr.

¶ The early bird at the store picks up the wide-awake customer.

¶ He who is always late to business usually ends up a lap behind at the close of his commercial career.

•¶ He who is in love with laziness can never expect to win the approving smile of success.

¶ Time has his eye on the loafer who is eternally watching the clock.

¶ The onus for failure in life is usually charged by the lazy man to the discrimination of opportunity.

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Canadian General Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Dried Fruits—Firm under good demand.

Canned Goods—Moving well.

Sugar—Market quiet.

Molasses—Decline in prices.

Montreal, April 15, 1909.

Business in the country is slack owing to the bad condition of the roads and many of the farmers are devoting their attention to sugar-making rather than patronizing the stores. A comparatively quiet time may be expected for some time now until the opening of navigation, which will be two weeks earlier than usual, as the ice is nearly clear of the river. Dried fruits and canned goods have been moving well. The demand for fish has been better sustained since Easter than for some seasons past. Beans, peas, molasses, syrups and maple products are going into consumption fairly freely. The paper under discount at the banks has not been met as well as expected, as some good customers who never asked favors before, have had to obtain renewals. This is usually a quiet time for remittances and collections, but after the opening of navigation, and the new dairy season, an improvement may be safely expected.

SUGAR—The sugar situation is displaying no novel features this week. Trade is decidedly quiet.

Granulated, bbls	\$ 70
" 4-bbls	4 85
" 20-lb. bags	4 75
" Imperial	4 49
" Beaver	4 40
Paris lump, boxes, 100 lbs	5 55
" 50 lbs	5 65
" 25 lbs	5 85
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 15
" 100 lb. boxes	5 95
" 50 lb.	6 05
" 25 lb.	6 25
" 5 lb. cartons	5 40
Extra ground, bbls	5 10
" 50-lb. boxes	5 30
" 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 30
No. 1 " bags	4 25

SYRUPS AND MOLASSES—The arrival of new stock molasses has depressed the market from two to three cents. Choice and fancy are quoted at the same figure. Demand is first-class. Syrups are a little stronger and in good demand, especially the small tinned varieties.

Bartadoes, in puncheons, choice and fancy	0 31	0 42
" in barrels	0 41	0 44
" in half-barrels	0 42	0 45
New Orleans	0 32	0 35
Antigua	0 33	0 36
Porto Rico	0 40	0 43
Corn syrups, bbls	0 05	0 08
" 4-bbls	0 05	0 08
" 2-bbls	0 05	0 08
" 35 lb. pails	1 75	1 25
Cases, 2 lb. tins, 2 doz per case	2 40	2 75
" 10-lb. " 1 doz. "	2 65	2 80
" 20-lb. " 1 doz. "	2 60	2 80

MAPLE PRODUCTS—Supplies are large of both sugar and syrup, and demand is good. Ten and a half-pound

tins of syrup are being quoted at 70c to 75c this week.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 47	0 08
Pure syrup, 8 lb tin	0 60	0 65
" 10 lb. tins	0 70	0 75

TEA—What few teas that are left are in good demand. While the volume of business is not relatively large, trade may be said to be active.

Choicest	0 40	0 0
Choice	0 35	0 30
Japans—Fine	0 31	0 35
Medium	0 25	0 28
Good common	0 22	0 25
Common	0 20	0 23
Ceylon—Brok-n Orange Pekoe	0 21	0 40
Pekoes	0 70	0 23
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 20
Ceylon greens—Young Hyson	0 23	0 25
Hyson	0 20	0 23
Gunpowders	0 19	0 21
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" pea leaf	0 23	0 30
" pinhead	0 30	0 50

COFFEE—Locally, some coffee which was bought for shipment to the United States, when a duty looked imminent, is being thrown onto the market here. It has not, however, had any effect on prices, which remain steady.

Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 12	0 16

DRIED FRUITS—Last week a good general demand was reported and this has been well maintained since. Practically everything on the list is having a call these days. Prices have not altered since last quoted.

Figs—		
Big figs	0 03	0 05
Tappets	0 03	0 05
Elmes	0 08	0 14
Dates—		
Halloweas, per lb	0 05	0 06
Sais, per lb	0 05	0 05
Malaga Raisins—		
London layers	2 25	
" Connoisseur Clusters	2 50	
" box	0 75	
" Royal Buckingham Clusters, 1/2-boxes	1 30	
" boxes	4 75	
" Excelsior Windsor Clusters	5 75	
" 1/2's	1 60	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 19	0 10
Choice seeded, 1-lb. pkgs	0 18	0 09
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 12	0 14
Peaches, "	0 11	0 14
Pears, "	0 13	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " 40-50s	0 09	0 10
" " " 50-60s	0 08	0 11
" " " 60-70s	0 03	0 08
" " " 80-100s	0 07	0 07
Currants, fine filistras	0 06	0 07
" Patras	0 08	0 08
" Vostizzas	0 08	0 09

SPICES—In discussing the spice situation with a dealer, he stated trade was quiet, owing to the fact that buyers were waiting for better transportation facilities—that is, water, and an improved state of the roads in the country. Spices is one of those commodities which dealers can wait until a favorable time to buy.

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

RICE AND TAPIOCA—The jobbers report a falling off of business in rice since Easter, which is not significant. Tapioca has suffered some, and is quiet now. No changes in quotations have been reported during the week.

Rice, grade B, bags 250 pounds	2 95
" " " 100 "	2 95
" " " 50 "	3 15
" " " pockets 25 pounds	3 05
" " " 1/2 pockets, 12 1/2 pounds	3 15
" grade c.c., 250 pounds	2 85
" " " 10 "	2 85
" " " 10 "	2 85
" " " pockets 25 pounds	2 85
" " " 1/2 pockets, 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04

BEANS AND PEAS—Market is steady and unchanged for both beans and peas.

On, rio, pickery	2 10	2 15
Peas, boiling	1 4	1 50

EVAPORATED APPLES—Prices remain firm, and stocks are very low. Demand is only fair.

Evaporated apples, new	0 03	0 08
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CANNED GOODS

MONTREAL—Canned fruits, with the exception of peaches and pears, are going into consumption rapidly. Vegetables are meeting with only a fair demand. Canned fish, with the exception of sardines, are dead. Meats are very quiet just now.

TORONTO—Business in canned goods, generally speaking, has been brisk. There is reported a scarcity in two-pound red raspberries, and 2's and 2's in peaches. Gallon apples are moving freely with no change in prices. The scarcity of peas is one of the features of this market, but tomatoes are apparently in large stocks. A local broker disposed of two cars of the latter goods during the week, and also 1,200 cases of canned pumpkin, which, he stated, was selling better than a short time ago. He attributed this to the lowering of the price of eggs, there being more consumed.

The warm weather will bring a better demand for fish. The market in the better grades of salmon in the United States is very firm, and stocks are reported light, there being very little in first hands. Some Toronto wholesalers have difficulty in getting the better classes. With the pink salmon, however, it is different.

ONTARIO MARKETS

POINTERS—

SUGAR—Raws easier.

CANNED PUMPKIN—Selling freely.

DRIED FRUITS—Good demand.

PEPPERS—Firm in price.

RICE AND TAPIOCA—Quiet.

Toronto, April 14, 1909.

Some disappointments were experienced among wholesale grocers here regarding the extent of their Easter trade. They were expecting a better business

THE CANADIAN GROCER.

advance is made it will be the fourth within six weeks.

Montreal and B.C. granulated, in bbls.	5 30
" " in sacks	5 25
" " yellow, in bbls.	4 90
" " in sacks	4 85
Wallaceburg, in bbls.	5 10
" " in sacks	5 15
B.C. gunnies granulated, 5-18's to bale, per owt	5 25
" " 5-20's	5 25
" " icing	5 90
" " bar sugar	5 90
Icing sugar in bbls.	5 90
" " in boxes	6 10
" " in small quantities	6 30
Powdered sugar, in bbls.	5 65
" " in boxes	5 85
" " in small quantities	6 15
Lump, hard, in bbls.	6 20
" " in 1-bbls.	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—Syrup is selling well. This is a bachelor's table commodity, consequently there is a large demand for it all over western Canada. The trade in molasses has been good during the week, as was expected. The prices are firm as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 " case	2 75
" " 10-lb tins, per 1 " case	2 58
" " 20-lb tins, per 1 " case	2 70
" " barrel, per lb.	0 03 1/2
" " Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 25
" " 5 " " " " "	3 75
" " 10 " " " " "	3 45
" " 20 " " " " "	3 35
Barbadoes molasses in 1-bbls, per lb.	0 04 1/2
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 5 gal. bats., each	2 25

MAPLE PRODUCTS — Probably the greatest surprise in the local market this spring is the lack of demand for maple syrup and sugar. A mother may buy a little sugar for her child if she happens to have one with her in the store.

and occasionally she will buy a pint of syrup for tea. These are about the size of the lots sold by retail.

Sugar 2 1/2 lb. boxes 1/2 doz. and 1/2 doz.	3 00
Syrup gallons 1/2 doz. to case, per case	5 40
" " 1 doz. to case	6 65
" " 2 doz. to case	8 00

FOREIGN DRIED FRUITS — The new French treaty has imposed a duty on dates, but as yet the price has not been affected. The expected advance in prunes and currants has not been made, but the market is firm. We quote the prices as follows:

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " cleaned, per lb.	0 08 1/2
Trenor's Valencia raisins, f.o.s., per case, 28's	2 05
" " " " 14's	1 00
" " " " 28's	2 25
" " " " 14's	1 15
" " " " 28's	2 35
" " " " 14's	1 25
California raisins, choice seeded in 1-lb. packages per package	0 05 1/2
" " fancy seeded in 1-lb. packages per package	0 05 1/2
" " choice seeded in 1-lb. packages per package	0 06 1/2
" " fancy seeded, 1-lb. packages, per package	0 07 1/2
Raisins, 3 crown muscatels, per lb.	0 05 1/2
Prunes 90-100 per lb.	0 05
" " 80-90 " "	0 05 1/2
" " 70-80 " "	0 06 1/2
" " 60-70 " "	0 06 1/2
" " 50-60 " "	0 08 1/2
" " 40-50 " "	0 08
" " 30-40 " "	0 09
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" " dry cleaned, Filiatras, per lb.	0 06 1/2
" " wet cleaned, per lb.	0 07
" " Filiatras in 1-lb pkg. dry cleaned, per lb.	0 08
Pears, per lb.	0 08 1/2
Peaches, standard, per lb.	0 07
" " choice	0 07 1/2
Apricots, standard, per lb.	0 10 1/2
" " choice, per lb.	0 11 1/2
Plums black pitted, per lb.	0 11 1/2
Newari ves, per lb.	0 09 1/2
Dates, new, per lb.	0 06

RICE AND TAPIOCA—Japan rice,

it is stated, will advance on May 15, on account of the new freight tariff. Notification has been issued by the railway companies to the latter effect. The advance will be 10c per 100 lbs. Orders at the following prices will be filled until that date:

Japan rice, per lb.	0 04
Patna " "	0 04 1/2
Rangoon rice per lb.	0 03 1/2
Tapioca, per lb.	0 04 1/2

EVAPORATED APPLES—The market is in a demoralized condition. They are wholesaling at 7 1/2c to 8 1/2c, according to quality.

HONEY—It is reported that there is no honey in wholesale stock and very little in retail. The price is a shade firmer, but it cannot be quoted above that of last week.

Honey, 2 1/2 lb. tins, in case 14	8 85
" " 5 " " " " 12	8 75

SPANISH ONIONS—Very few are in stock in the city and the demand is weak. The price, however, is unchanged at \$1.15 per crate.

NUTS—The sale has been good for some days. It is expected that advances will be reported soon. The following prices stand firm:

Shelled Walnuts, in boxes, per lb.	0 26
" " small lots, per lb.	0 28
" " Almonds in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS—The market is firm with no advances over last week.

Rolled oats, 80 lb sacks, per 80 lbs	2 27
" " 40 " " " " 80	2 35
" " 20 " " " " 80	2 40
" " 8 " " " " 80	2 70

HOUSE CLEANING TIME

Suggests

The Ideal Duster

THIS SUGGESTION is not because the article depends upon any particular season for its uses, nevertheless the approaching cleaning time creates a profound interest in more useful appliances than have been.

THE IDEAL DUSTER

AS

- a high reaching duster
- an outside Window Washer
- a Polished Floor Duster
- a Porch and Grill Duster

has a principle excelled only by the human hand.

It is a MECHANICAL HAND, closing automatically, opened by a wire pulling cord. The user may change wiping cloths with practically the same facility as in hand cleaning—without stooping or climbing. THE HAND AND WRIST SHAPE gives the hand action, to wipe tops of doors, mouldings etc., and gives 17 square inches like the hand on top the cloth for surface rubbing—WHEREAS ALL MOPPS HAVE ONLY A STRAIGHT LINE RUBBING SURFACE.

The wholesale trade will supply you at prices right to enable you to sell with a proper profit at 50 cents for the duster complete in the two parts, or with a proper, a very proper, Dust Cloth at 60 cents.

The consumption of these Dusters in some towns, where introduced the past year, has been enormous and this demand shows no abatement. Retail Price:

1st section, 5 ft., carrying the head, 35c. 2nd section, 5 1/2 ft. Extension Handle, 15c. Ideal Dust Cloths, 10c. Sold separate or ensemble.

Any dealer can obtain this line with the same facility as

The Tarbox Self Wringing Mop and The Tarbox Pillow-Sham Holder

Tarbox Bros., Mfrs.,

Toronto, Ont.



HOW TO FREE HIGH HALLS OF DUST-WEBS

THE CANADIAN GROCER.

CORNMEAL—The cereal market as reported last week was very good. An advance is quoted in cornmeal this week of 10c per sack.

Cornmeal, per sack	2 0
" per 1/2 sack	1 00
" per bale (10, 10's)	2 25

BEANS—The recent advance has caused a dull trade in this commodity. Hand-picked are quoted at \$2.25 per bushel.

POT AND PEARL BARLEY—A still further advance is quoted on these cereals. Pot barley is quoted at \$2.70; pearl barley at \$3.90 and half sacks at \$2.05. The advance is about 5c per sack.

BROOMS—The expected rise has taken place and these prices will likely remain until the new corn comes in. They

are quoted at from \$3 to \$4.25 per doz., making a total advance of 75c.

TUBS—The following prices remain unchanged. The market is weak.

Tubs—		
Eddy's tubs, No. 0, per dozen	11 25	
" " " " " " " "	9 10	
" " " " " " " "	7 50	
" " " " " " " "	6 40	
" " " " " " " "	2 35	
" " " " " " " "	1 85	
" " " " " " " "	2 85	

CANNED FRUITS AND VEGETABLES—Retailers have decreased their old stock and are buying carefully. These goods will move more freely from now on, it is expected. We quote the following unchanged prices:

GREEN FRUITS AND VEGETABLES—Vegetables are coming in slowly. Oranges and bananas are moving satisfactorily, and the trade in these will remain good. The last barrel of apples in the city in the hands of produce men went to a retailer this morning for \$5.50. More will arrive soon.

Tomatoes, Florida, per case	4 0
Lettuce, per doz	0 80
Radishes, per doz	0 50
Parsley, per doz	0 50
Pie plants, per lb.	0 15
Oranges, per box	3 50
Lemons " "	4 00
Apples "py per bbl	7 00
" Ben Davis, per bbl	5 50
Bananas, per bunch	2 50

MEATS—Since the disturbance in last week's prices there has been no change. Although the trade is not good, some dealers are making a few cents to get rid of old stock and this has stimulated the trade somewhat.

EGGS—The heavy Easter demand for eggs has had a tendency to raise the price. To-day they are firm at 19c and there is little or no difference in quality.

BUTTER—The poorer lot of butter is going slowly at 13c. Few want it for cooking, not to mention it for table use. No. 1 butter, including good dairy and creamery, is quite firm at 25c to-day.

A FACTORY IN CANADA.

The McCaskey Account Register Co., of Hamilton, Ont., is one of the latest additions to the Canadian industrial arena. This concern began the manufacture of registers at Alliance, Ohio, about six years ago, with a force of six employees. To-day they are employing about 650 people.

Their register system was originally intended for handling the accounts of the retail merchant and they have over 50,000 of these registers in use in the United States. The simplicity and ease with which accounts are handled has attracted people in different lines of business so that to-day their registers are in use in nearly all kinds of retail business, also among the professions and in manufacturing establishments.

The McCaskey is known as the original one-writing, total-forwarding system. It eliminates errors and disputes, stops all forgetting to charge goods, saves the merchant hours of labor in the copying and posting of accounts, thus giving him time to look after important details of his business where he can be earning money.

Owing to the demand for these registers from Canadian merchants and in

order to save merchants the duty, this company have opened a Canadian factory in Hamilton and are engaging competent salesmen at this time to represent them in all parts of the Dominion.

PERSONAL NOTES.

A. P. Taylor, of the John Taylor Co., Limited, manufacturers of soaps and perfumes, left Toronto last Saturday for a couple of weeks' visit to Atlantic City.

Wm. Meen, of Minto Bros., Toronto, has been confined to his home for the past three weeks with an attack of pneumonia. Members of the family are also ill from scarlet fever, but according to a phone message to The Grocer on Wednesday, Mr. Meen is recovering and will be out again in a short time.

J. C. Horner, of the "Salada" Tea Co., left on Easter Monday for the coast. He will be gone about two months, and will visit all the big centers. Business out west has been on the increase during the past few years and many companies are paying especial attention to that portion of the country.

H. D. McCarty, of H. D. McCarty & Son, grocers, Ingersoll, has been ill for some time. The trade will be pleased to learn that after a course of sanitarium treatment at Battle Creek he is expected home shortly very much improved in health.

BUYERS IN TORONTO.

Among the buyers in the Ontario capital during the past week were the following: W. I. Colwell, Beeton, Ont.; B. H. Turner, Manitowaning, Ont.; Mr. Towns, Aurora, Ont.; E. W. Hay, Falconburg Station, Ont.; Jas. R. Bell, Peterboro, Ont.; R. A. Dutton, Peterboro, Ont.; W. A. Curry, Alma, Ont.; E. E. Emerson, Mongolia, Ont.; N. A. Malcolm, Malton, Ont.; Lyman Larway, Wexford, Ont.; G. M. Lyons, Weston, Ont.; Horace Davidson, Unionville, Ont.; H. Taylor, Huttonville, Ont.; Wm. Carol, Hamilton, Ont.; G. McIntosh, Cobalt, Ont.; J. Sargent, Westwood, Ont.

TRADE NOTES.

A company is being formed in Nelson, B.C., to erect a factory for the manufacture of Coledyke baking powder.

Strasburg, Silver & Co., of Aberdeen, Md., U.S., say in their weekly review of the tomato situation that the contract prices of packers for tomatoes this year with the growers will range from \$8 to \$10 per ton.

The Robitaille vinegar factory, situated in Bijouville, just outside the limits of St. Malo, Quebec, was totally destroyed by a fire which broke out on Sunday morning and which raged with more or less violence during the entire day.

Two of Winnipeg's leading wholesale grocery brokerage houses are about to open branches in Regina. Nicholson & Bain and Tees & Persse have come to the conclusion that the growing importance of the Saskatchewan capital as a wholesale centre makes this step necessary.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE:

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

Manufactured only by:

The American Dressing Co., Ltd.
Montreal



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"Because It Has NO SPRINGS"

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Because it has "NO SPRINGS" it is not affected by changes in temperature, therefore always gives correct results.

It never gets out of balance.

Gives correct weights and values, instantly and automatically.

Stops the giving of overweight.

Avoids the danger of giving shortweight and losing customers.

Stops the losses due to mistakes in figuring prices.

Saves money, labor and time.

Because it has "NO SPRINGS" it gets for the merchant every cent to which he is entitled.

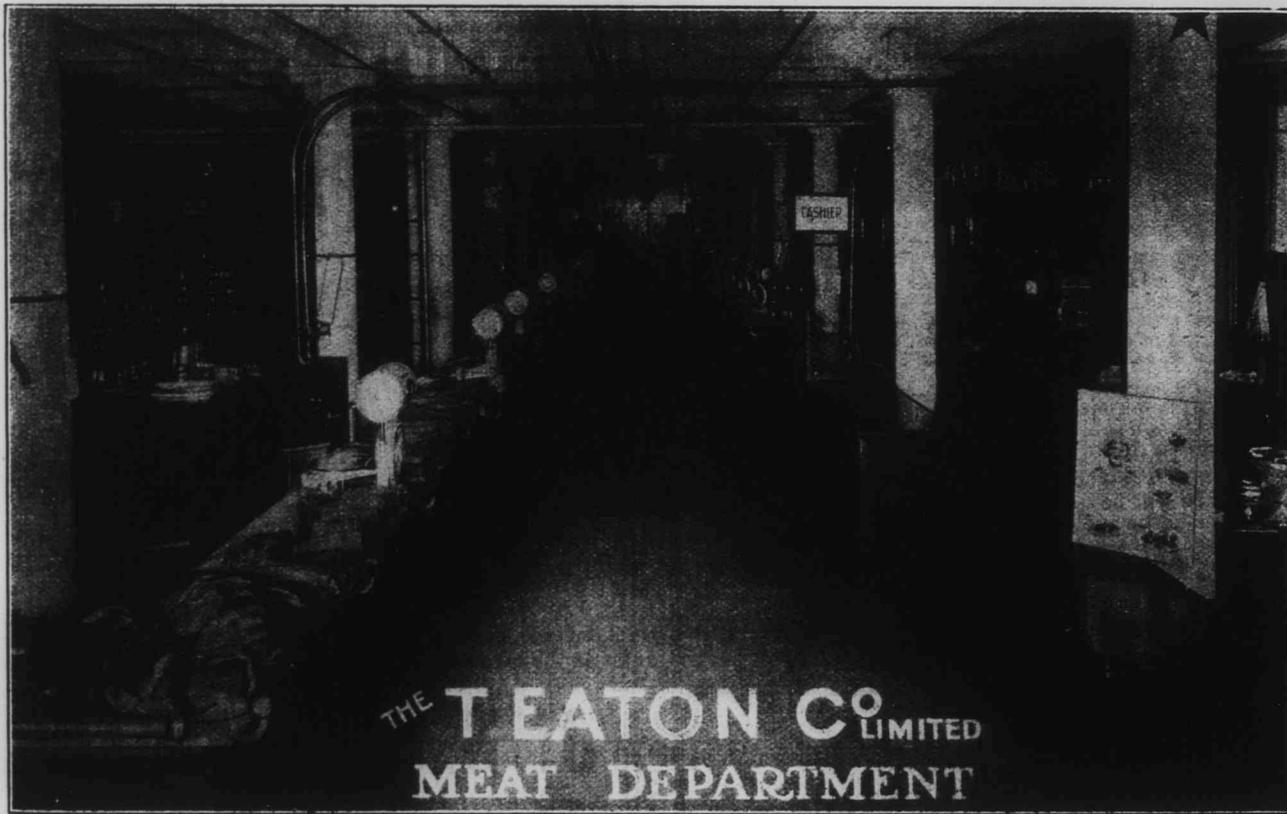
You can't afford to buy any other scale, because the "SPRINGLESS TOLEDO" will outwear any other scale on the market.

Many Styles to Choose From

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MEAT DEPARTMENT

ANOTHER GUARANTEE OF FAIR DEALING

This store has installed the Springless Toledo Scales, which guarantees honest weight to all.

There is no Guess Work or Boasting about Red Rose Tea

It is all and more than is claimed for it. By independent tea judges it is recognized as the best standard of quality and value in Canada.

If you buy tea for quality and not merely for price, you will certainly buy Red Rose Tea if you test it against the others.

WILL YOU TEST IT?

Sample and wholesale prices on request.

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T. H. ESTABROOKS

St. John, N.B.



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2. A man who once uses Molassine Meal for his stock will be a steady customer, bringing in to you just so much more profit every month than you are now getting.
3. It is widely known and advertised to the farmers, whose trade will be all yours after their first order.

Secure a stock. Try Molassine Meal for your horse. Then you'll know.

Makes sick horses well. Makes well horses healthier.

Write the Sole Importer

Andrew Watson, Montreal

Note.—Free descriptive booklets to you or your customers

"CEMENT COATED PAIL CLASPS"



The only Pail Fastener that holds the cover securely. Ask your shipper for his opinion. Sample order will demonstrate their superiority.

Made in 2 sizes, 2½ and 2¾ long.

Packed in boxes of 25, 50, 100 lbs. each.

For shippers of lard, preserves, jellies, fruit, butter, tobacco, candy and cheese, this is the best device ever put on the market.

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207 St. James St. Montreal

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The Western Provinces of Canada are filling up with a prosperous population at an astounding speed. This fact means money to the shrewd manufacturers and shippers of Eastern Canada, Great Britain and elsewhere.

It is **your** opportunity---are you taking advantage of it?

Let us introduce your goods for you, We have better facilities for introducing your goods throughout the West than any other firm.

Our track warehouses are situated at the three main centres of Western Commerce--WINNIPEG, CALGARY and EDMONTON. Our finger is on the commercial pulse of the entire Western Dominion.

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

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NICE LOT OF

Choice Sugar Cured Hams

PICKED OUT FOR
THE EASTER TRADE.

These Hams are made from Good Canadian
Hogs, no imported stock among them.

They have been selected and Cured under
supervision of Dominion Government In-
spectors.

They will be higher in price later on, no
question about that. Better let us have
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The "STAR BRAND" beats the World.

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Plain Figures that
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Reindeer Milk and Jersey Cream

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

Reindeer Milk $7\frac{1}{2}\%$ richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

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That's the distinguishing characteristic
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They prove so delicious that your cus-
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them.

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The Wm. Ryan Co.

LIMITED

70-72 Front St. East

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Produce and Provision Situation of the World

Provision Prices at Present Time as Compared With Those of the Last Decade of the Nineteenth Century—Calm in the English Butter Market—Cheese in Demand at Rising Prices.

In considering the provision situation it will be interesting to compare the present prices of hogs with what was paid some years ago. To-day dressed hogs are selling at 9½c and 10c a lb. In 1894 they sold at 4½c; in 1895 at 5c; in 1897 at 6c; in 1898 at 5½; in 1899 at 5½c, and in 1900 at 7c a lb. Then when farmers, as a rule, were not as well fixed financially and had debts to pay they raised more hogs than they do at the present time. With about double the price now, they are not satisfied and have interviewed the Minister of Agriculture to give them a free trip to Denmark to find out whether the Danes have discovered a process by which they can raise hogs and at the same time sell their grain, which they claim is too dear to feed to hogs and at the same time dispose of them at the "low" price of 10c a lb. It is not only for hogs that the farmer gets far more than he did some years ago. In 1897 the following prices appeared in The Grocer: Potatoes, 35 to 40c a bag; onions \$2.50 a barrel; eggs, active at 9½ to 10c a dozen; apples \$1.75 a barrel; lard 6 to 6½c a lb.; bacon 10½ to 11c a lb.; creamery butter 19½c a lb., and store packed butter from 8 to 13c a lb. In succeeding issues we shall look further into the condition of the retail grocers and see how much better or how much worse they are off than they were years ago.

Reports from England state that there is an unwonted calm about the butter market which it is not easy to explain. Supplies are not generous and the demand is not much disturbed thereby. For the last six weeks imports have been steadily declining, yet buyers do not seem the least bit inclined to lay in stocks to provide against the time when the market must advance, if the same state of things prevails much longer. The reason is, that they do not believe in the scarcity cry, and they are inclined to buy from hand to mouth, in consequence of the sun having been shining a bit warmly this week with its promise of flush pastures and big milk cow. It is no use talking to butter buyers and telling them that the season is backward and that the home supply will not begin to swell for some time yet. They are indifferent to prophecies and simply won't be quick enough to make the market lively. It may be that the cold-storage has not yet been emptied, though it is currently believed that the supplies in refrigerators must have been long since exhausted. If that is the case, it would explain to a large extent the phenomenon of falling imports being accompanied by falling prices—certainly a most unusual thing to contemplate.

Advices from England state that Canadian cheese has at last reached the 70s. quotation. It however is only for the brick red sorts, which are few in number, that this price is paid. The rest of the cheese offering is in good demand at rising prices, as stocks are getting into very small compass and the new make is a decent way off yet. Fin-

est white, is bringing 63s, to 64s, colored 66s, and deep red 70s.

MONTREAL.

PROVISIONS—There is no change in the condition of live hogs, prices being firmly maintained under a good demand and light supplies. Sales of selected lots were made at \$7.90 to \$8, and straight lots at \$7.80 to \$7.85 per 100 lbs., weighed off cars. A fair trade continues to be done in dressed hogs, and prices rule firm, with sales of abattoir fresh-killed at \$10.50 to \$11, and Manitoba dressed at \$10 to \$10.25 per 100 lbs. The cured meats and lard business is quiet and prices are unchanged.

Compound Lard—	
Tierces, 375 lbs.	0 09
Parchment lined boxes, 50 lbs	0 09½
Tubs, 50 lbs	0 09½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases	0 19
Heavy Canada short cut mess pork, in bbls.	23 00
Selected heavy Canada short cut clear boneless pork	24 00
Very heavy clear pork	25 50
Plate beef, 100-lb. bbls.	7 75
" 300 "	15 00
" 300 "	22 00
Pure Lard—	
Tierces, 375 lbs.	0 13½
Boxes, 50 lbs., grained	0 13½
Tubs, 50 lbs.	0 13½
Pails, wood, 20 lbs., parchment lined.	0 13½
Tin pails, 20 lbs., gross.	0 13½
Cases, tins, 10 lbs., each	0 13½
" 5 "	0 14
" 3 "	0 14
Dressed hogs, fresh killed	10 50
Manitoba	10 25
Country dressed	9 01

BUTTER—Several new factories are opening and new butter is arriving fairly freely. The demand for fall creamery is good at unchanged prices. Rolls are scarce, but demand is light, as there is plenty of old dairy tub on the market. Receipts for the season have been 425,401 packages against 417,212 packages for the corresponding period of last season.

Fresh Creamery, solids, lb...... 0 23
Fall creamery, solids..... 0 21
Dairy, tubs, lb..... 0 14 0 15
Fresh large roll..... 0 17 0 18

CHEESE—The cheese market is steady and unchanged in price. Receipts for the season have been 1,959,870 boxes against 2,054,111 boxes for the same period of last year. Cheese is quoted in an export way at 12½c to 13c.

Cheese, old	0 15½	0 16
" large	0 13½	0 14
" twin	0 14	
" small	0 14	

EGGS—Receipts are large and prices have lowered one-half to one cent. Demand after Easter is not so large and prices may ease off again. In the country, 16c to 16½ is being paid.

New laid..... 0 19 0 19½

HONEY—This market is dull and featureless.

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

TORONTO.

PROVISIONS—The supply of hogs is still not sufficient to meet requirements

of the packers. While all are trying to keep their hands employed, they are paying the limit regardless of what profit they should make, but more how to manage to get their money back again. Prices are very firm and an advance is likely to take place in the near future.

Long clear bacon, per lb.	0 12½	0 15½
Smoked breakfast bacon, per lb.	0 15	0 15½
Roll bacon, per lb.	0 11	0 11½
Light hams, per lb.	0 14	0 14½
Medium hams, per lb.	0 13½	0 14
Large hams, per lb.	0 13	0 13
Shoulder hams, per lb.	0 10½	0 11
Backs, plain, per lb.	0 16	0 16½
" pea meal	0 16½	0 17
Heavy mess pork, per bbl	20 00	21 00
Short cut, per bbl	23 50	24 00
Lard, tierces, per lb.	0 13	0 13½
" tubs "	0 13	0 13½
" pails "	0 13½	0 13½
" compounds, per lb.	0 09½	0 11
Dressed hogs	9 57	9 75
Live hog, f. o. b.	6 75	7 00

BUTTER—The butter market is steady, with a fair demand for good stuff, and looking for buyers for the inferior. With the excellent facilities of holding butter in cold storage a good deal of the surplus has gone out of sight but not out of mind and it is supposed to make its appearance again, when it will be in better demand. Quite a number of cheese factories have started operations, and will take a large portion of the milk which otherwise would be made into butter, and therefore it is not likely that much change in price will take place.

	Per lb.
Creamery prints	0 2 0 26
Creamery solids	0 20 0 21
Farmers separator butter	0 21 0 23
Dairy prints, choice	0 18 0 19
" ordinary	0 15 0 16
" tubs, choice	0 16 0 17
Large rolls	0 16 0 17
Baking butter	0 13 0 15

CHEESE—New cheese is coming in now and as the stock of old cheese is light very fair prices will be paid, at least for several weeks for the new. Although not considered by cheese men to be compared with good old cheese in quality, it is remarkable how many people like a mild soft cheese. New cheese sells at about 13c a lb.

Cheese, large, prime	0 14	0 14½
" twin	0 14	0 14½
" new	0 12½	0 13

HONEY AND MAPLE SYRUP—It will now be in season to cut honey entirely out and put maple syrup in its place. The honey season is over and maple syrup is in its full swing. The yield this year is somewhat above the average, and of good quality, if you are fortunate enough to get the right kind. The prices run from \$1.05 to \$1.10 per imperial gallon in tins, and in bulk about 95c.

Maple syrup, in bulk, imperial gallon	0 90	0 100
in tins	1 05	1 10

POULTRY—Even with eggs at 20c a dozen, a poultry dealer claims that a hen at from 16c to 20c a lb. is worth more dead than alive. This accounts for the fact that farmers are selling them when it is the duty of every hen to lay eggs.

Spring chicken, dressed	0 16	0 20
" alive	0 13	0 17
Hens, per lb., dressed	0 13	0 14
Turkeys, per lb., dressed	0 25	0 30

EGGS—This year the usual slump immediately after Easter did not take place, and eggs are quoted the same as last week. This is owing to several

causes. The dealers, as a rule, are all financially strong and are not forced to sell them to get the money to pay for them, and they have also the cold storage facilities to hold them. This being the case they can largely regulate the market and avoid those disastrous drops which used to occur and which often crippled many of the dealers. The egg market is in a healthy condition and prices are not likely to get much lower. The farmer seems to have everybody "by the neck." If eggs are not the price to suit him, he kills off his hens at 20c a lb. and his more unfortunate town friends can do without them or pay the price he demands.

Fresh Eggs..... 0 19

A SUCCESS IN ROSSLAND.

Manager of Co-operative Store Writes From the Pacific Province.

Editor Canadian Grocer.—Being a constant reader of The Grocer, I have noticed that for several weeks past you have given considerable space to the subject of Co-operative Stores, and when I read your editorial in The Grocer received recently, under the heading "Inference to be Drawn," I felt as if I must reply. First, any person reading the account of the attempt to form a co-operative association at Picton appearing in a previous issue of your paper, would conclude that the English co-operative movement was a comparatively small concern, and not much of a success at that. There are a few facts in connection with the English movement for fiscal year ending June, 1908.

Membership, 2,500,000; sales, over one billion dollars; profits, over one hundred million dollars; capital, nearly two hundred million dollars. So much for English, now for Canada.

In your article referred to above, "Inference to be Drawn," you say it does not appear that they can thrive in Canada, and the idea of placing money in these concerns should be discouraged whenever possible. Now, Mr. Editor, I would like to know why co-operative associations cannot be successful in Canada? I will own there have been failures—but why? In nearly every case it could be accounted for in two words, "bad management." I do not mean altogether bad management of the actual store business; it may have arisen in different forms such as commencing with insufficient capital, imperfect organizing, bad buying, dishonest employes, managers who did not know the first thing about handling merchandise, and trustees who thought they knew it all. These, and many more causes, could be summed up in the two words mentioned, "bad management."

You apparently know of a number of associations that have failed, but I would like to say a few words about two successful ones; namely, at Trail, B.C., and Rossland, B.C.

The association at Trail has been started some eighteen months and has paid ten per cent. dividend to shareholders on purchases and three per cent. to non-shareholders, besides 5 per cent. per annum on share capital. Some person may think higher prices are charged; not at all. The prices are practically the same as charged by the Trail merchants. This association has, as manager, an up-to-the-minute grocer.

But it is the Rossland association that I am most familiar with, having been manager and secretary since its incorporation. We started business last May with a capital of a little over \$3,000 and our first month's sales were a little over \$800. To-day our capital is nearly \$8,000 and we are doing a grocery business of over \$4,000 monthly. We have paid on an average 8 per cent. dividend on purchases to shareholders and 3 per cent. to non-shareholders, besides 5 per cent. per annum on share capital. We try to make an average profit of from 20 to 25 per cent. and run our business on a 10 per cent. to 12 per cent. working basis. We are proof against bad debts. Some person may think Rossland is an outlandish place beyond the reach of competition. I would refer any such person to the issue of The Grocer of March 26, page 34, and last portion of the middle column, where I think they will be convinced we are not here alone. Mr. Editor, can you tell me why our business should not continue to increase, and our association become even more successful?

I. H. STEPHENS.

Rossland, B.C., April 7, 1909.

WHEN TO STOP ADVERTISING.

Will a merchant who is wise
Ever cease to advertise?
Yes—when the trees grow upside down;
When the beggar wears a crown;
When ice forms on the sun;
When the sparrow weighs a ton;
When gold dollars get too cheap;
When women, secrets keep;
When a fish forgets to swim;
When Satan sings a hymn;
When girls go back on gum;
When the small boy hates a drum;
When no politician schemes;
When mince pie makes pleasant dreams;
When it's fun to break a tooth;
When all lawyers tell the truth;
When cold-water makes you drunk;
When you love to smell a skunk;
When the drummer has no brass—
When these things all come to pass,
Then man that's wise
Will neglect to advertise.

—Anonymous.

The Canadian Grocer, Toronto, Ont.:

Gentlemen.—Enclosed please find cheque for amount of subscription. I have much pleasure in remitting this amount, as I feel we are getting extra value for our money. We find that your journal is a great help to us in our business. It has many useful writings which I think valuable to anyone in the grocery business. Yours truly,
D. M. WAUGH.
Summerside, P.E.I.



CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal TO SELL BY

PUBLIC AUCTION

at the Examining Warehouse
65 COMMON ST.
Montreal

on Monday, April 26th, 1909
AND FOLLOWING DAYS

THE FOLLOWING GOODS AS PER CATALOGUE, AND CONTAINED IN THE ABOVE PREMISES,

- 1—Duty paid goods to December 31st, 1908.
- 2—Collectors' orders to December 31st, 1908.
- 3—Goods from Store.
- 4—Express Unclaimed Goods to December 31st, 1908.
- 5—Freight Unclaimed Goods to December 31st, 1908.
- 6—Goods over five years in Bond.
- 7—Seizures.

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjudgment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES

MONTREAL AUCTIONEERS

QUAKER TOASTED

Corn Flakes represent
Quality and Quantity.

WRITE

W. H. ESCOTT

(Wholesale Grocery)

BROKER

Winnipeg

Canada

BARRELS

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

H. CARGILL & SON

CARGILL,

ONTARIO

SALT

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

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.



USE **OVAL WOODEN BUTTER DISHES.**

THOMAS BROS., St. Thomas, Ont.

MADE IN CANADA.



MAGIC BAKING POWDER

SOLD and USED EVERYWHERE in the Dominion.

**Makes Baking Easy, Dependable and Economical,
All Canadian Dealers Have It. REFUSE SUBSTITUTES.**

**E. W. GILLETT COMPANY LIMITED
TORONTO, ONT.**

A RUSH OF ORDERS

That is what my last advertising campaign brought me from dealers everywhere. The chief features of my present campaign are:

- CLARK'S PORK AND BEANS
- " POTTED MEATS
- " CORNED BEEF
- " OX TONGUE

These advertisements are being seen and read from Coast to Coast by housekeepers.

Get ready to meet the demand—overhaul your stock and order without delay.

WM. CLARK
Manufacturer
MONTREAL

DO NOT ALLOW
YOUR STOCKS OF

BOVRIL

TO RUN LOW.

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

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

BOVRIL LTD.

27 St. Peter St., - MONTREAL

AGENTS:

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

The Name

Cowan's

on Chocolate Confections stands for clean, honest manufacture—absolute purity—wholesomeness—and, above all, captivating flavor.

MAPLE BUDS,
CHOCOLATE CREAM BARS,
MILK CHOCOLATE MEDALLIONS,
NUT MILK CHOCOLATE
and many others.

The Cowan Co., Ltd.
Toronto, Canada

CANADA:

No better
Country



MOTT'S:

No better
Chocolate

"True, Tried and Trustworthy"

With all of these recommendations to your customers it is a doubtful experiment to suggest the use of any other than

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

Let others experiment. It's their loss, not yours—

Stick to MOTT'S

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

SELLING AGENTS:

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

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured
by
NATIONAL LICORICE CO.
Montreal.

SOFT MINTS—50. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—50. bags.

and a complete line of

LOZENGES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

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

PROVINCE OF QUEBEC and MARITIME PROVINCES

W. H. Dunn, 394 St. Paul St., Montreal

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

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

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, 34 Inns of Court Buildings, Vancouver, B.C.

News

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Standard oat
Granulated
Gold dust corn
White cornme
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Ontario bran.
Ontario short
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Feed flour ...

FLOUR
Monday
in price

News of the Flour, Feed and Cereal Markets

Advance Takes Place in Canada in the Flour Market—Differences Among Western Millers Apparently Settled — Demand From Eastern Provinces, Newfoundland and England—Some Excitement Prevailing—Feed Reported Scarce.

April 13.—As forecasted in The Grocer during the past few weeks, the price of flour has advanced. This condition of affairs was somewhat slow in arriving on account of the war among some of the strong millers of the West, but at last the advance has occurred—due to the increasing price of wheat. The change occurred yesterday and was of a general character, so far as Canada was concerned. In Newfoundland, from where several inquiries have come during the week the prices have gone up about half a dollar a barrel and advices from Winnipeg say that the advance there is 30 cents. Montreal and Toronto prices are also higher from about 30 to 40 cents. Inquiries arrive from London, Bristol and Leeds and orders are being filled at the increased prices. An advance of this nature has generally the tendency to curtail the demand but as yet bakers have not raised the price of bread. "They ought to," said one miller, "and likely will." The dealers in flour throughout the country are now thoroughly stirred up and are taking active interest in the market.

The cereal market is quiet but there is still a shortage observed in shorts and bran.

MONTREAL.

FLOUR—Owing to the strength of the European situation, the flour markets have advanced. One of the large milling companies have put up prices 35c per bbl. and others are contemplating an advance soon.

ROLLED OATS—The rolled oat market is firm, under a good demand. A local jobber stated that the immediate future was hard to forecast. Prices have not changed since last quotation.

Fine oatmeal, bags	2 72 1/2
Standard oatmeal, bags	2 60
Granulated	2 60
Gold dust cornmeal, 98-lb bags	2 10
White cornmeal	2 00
2 05	
Rolled oats bags	2 55
bbis.	5 35

FEED—Shorts and bran continue scarce, especially the latter. Some of the larger firms expressed the fact that they were having difficulty in keeping their regular customers in good humor. Quotations are unchanged, but this may change suddenly now.

Ontario bran	21 50	22 00
Ontario shorts	25 00	
Manitoba shorts	24 00	
Manitoba bran	23 00	
Mouille, milled	25 00	27 00
straight grained	20 00	23 00
Feed flour	1 80	1 60

TORONTO.

FLOUR—The expected happened on Monday of this week. Flour advanced in price from 10c to 40c per bbl., and

the western war has apparently subsided. This upward movement in prices seems to be general in Canada. In Newfoundland they advanced 50c a barrel from what they were a week ago. The firm wheat market has been the cause as wheat now is about as high as it ever was. The prices since the change are firm and one miller stated, "We would not shave them a cent." So far as is known, the bakers have not yet advanced the price of bread but it is expected they soon will. Notwithstanding the advance the demand is good, as dealers have been somewhat short.

Manitoba Wheat.	
1st Patent	5 60
2nd Patent	5 70
Strong bakers	5 40
Winter Wheat.	
Straight roller	5 20
Patents	5 60
Milled	5 60

CEREALS—As the weeks pass by and warmer weather arrives the demand for cereal goods falls away. There have been no material changes in prices during the week, but it is possible an advance may occur in rolled wheat.

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

CANADA AND THE WEST INDIES.

Good Trade Likely to be Worked up Between These Two Countries, Says Milling Man.

"Trade between Canada and the West Indies is a very live question at present, and one that deserves the consideration of business men in both countries."

So spoke F. W. Thompson, vice-president and managing director of the Ogilvie Flour Mills Company, Limited, Montreal, to The Canadian Grocer, on his return to Canada after a three months' trip to the West Indies.

The greater part of the time he was away Mr. Thompson spent in Nassau. He stated that it was surprising the amount of interest displayed by business men in the Bahamas in the matter of better trade relations between Canada and the West Indies. Sir William Grey Wilson, governor of the Bahama Islands, and a very progressive man, is earnestly endeavoring to promote better commercial relations between the two countries.

That something definite will be done in the near future appears now to be certain, for it is understood that the governors of the different colonies will meet in London next June, when it is likely that a committee will be formed

**Quality
Crispness
Delicacy**

All three are found in



This biscuit is made of the purest ingredients and every care is taken at our big factory to ensure purity, sanitation and wholesomeness, so that they are just a little better than all others.

**The Mooney
Biscuit & Candy
Company,**

LIMITED

STRATFORD, - CANADA



**COX'S
INSTANT
POWDERED
GELATINE**

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

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

for the purpose of approaching the Canadian Government to discuss the matter.

Mr. Thompson stated that a primary step to facilitate trade would be the establishment of perfectly satisfactory steamship connections between the various islands and the St. Lawrence and Atlantic ports. As to the possibilities of trade development, he thought these were unlimited. The necessities in foodstuffs could be supplied the West Indies by Canada without a doubt, while fruits and other products of the islands, not produced in Canada, would load returning vessels. Of flour alone, not less than 52,000 barrels a year was sent into the islands, and this business was transacted chiefly by American business men because of the better transportation arrangements between the United States and Nassau, as compared to those existing between Canadian ports and the Bahamas.

Wm. E. Nims has purchased the Maple Leaf grocery at Brandon recently, managed by B. C. Neil. Mr. Nims contemplates an entire re-arrangement of the interior of the business premises, which will make them more commodious and up-to-date. He will also add largely to the stock heretofore carried, making the grocery one of the most efficient and up-to-date in the city.

Use of Benzoate in Jams and Jellies Condemned

Winona Manufacturer Endorses Views of Government Analyst—Thinks Sugar is Good Enough as a Preservative—Benzoate of Soda Might be Used for Catsup But Amount Should be Stated on Bottle, He Says.

By E. D. Smith.

I was very much pleased, indeed, with a letter in The Canadian Grocer from Mr. McGill, government analyst and chemist at Ottawa, in your issue of the first week in April. It seems to me that Mr. McGill has stated the case very fairly. There can be no question, it seems to me, in the face of his statement, and that of Prof. Wylie, probably the best authority on preservatives in the United States, that benzoate of soda is injurious to health—and benzoate of soda is regarded as the least injurious of all preservatives that are used to preserve pulps, jams jellies, or other food products.

There are food products in which it is used in very small quantities, such as catsup and sauces, and it may well be that the small quantity of benzoate of soda that would be consumed by an individual in using these, would not affect the health to any appreciable extent, and there are things where some preservative is really needed, perhaps in nothing more than catsup. It is an article

that stands on the table or around the house in the bottle exposed to the air, perhaps for several days, and no pure fruits or vegetables that are not preserved by something will stand exposure for several days in a warm atmosphere without fermenting.

This is why it may be necessary to use benzoate of soda in catsup, but I maintain that since this is injurious to health if used in considerable quantities, the quantity put in the catsup or whatever article it is used in, should be stated on the label, and a statute providing for this should be put on our statute books. But when we come to jams and jellies and fruit preserves, there is no earthly excuse whatever for the use of benzoate of soda except to cover up negligence or carelessness, and I think it should be made prohibitive to use any preservative or coloring matter in jams or jellies unless the exact quantity and varieties of these that are used, are stated on the label.

The sugar in jam preserves it if it is pure sugar, and it will keep on the

French Vermicelli and Macaroni
The only factory in Canada producing these goods.
H. CONSTANT
Manufacturer
Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

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

Mr. Manufacturer
You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:
SNOWDON & BORLAND
34 Guardian Building
MONTREAL
J. Walter Snowdon W. George Borland

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.**

POT and PEARL
FOR CLOSE QUOTATIONS WRITE
JOHN MacKAY Caledonia Mills **BOWMANVILLE, ONT.**
BARLEY and FEED

EPPS'S GRATEFUL AND COMFORTING
IN ½-LB. LABELLED TINS. 14-LB. BOXES
Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal
In Nova Scotia, E. B. ADAMS, Halifax. In Manitoba, BUCHANAN & CORDON, Winnipeg

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

NUTRITIOUS AND ECONOMICAL
COCOA

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

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

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

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

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

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

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

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

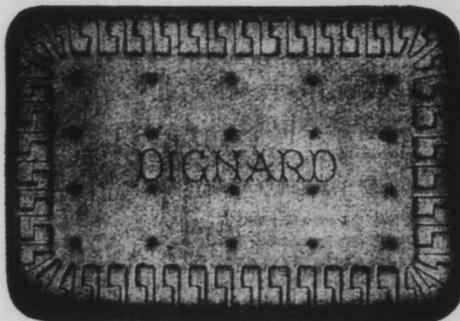
The thousands of merchants, from ocean to ocean, who push Christie's in preference to all other brands of biscuits, have come to realize, through experience, just what Christie Quality means to them.

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

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

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURERS
MONTREAL

"LUCERNA"

IMPORTED

Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg



Family trade is more desirable than transient custom. In handling

CARR & CO.'S BISCUITS

you are assuring yourself of the confidence of your best trade. These biscuits are unapproachable in every respect of superior quality.

ASK OUR AGENTS FOR THEM.

CARR & CO., CARLISLE, ENGLAND

AGENTS:

Wm. H. Dunn, Hamblin & Brereton, L. T. Mewburn & Co., Ltd. The Standard Brokerage Co., Ltd.	Montreal and Toronto, Winnipeg, Vancouver, B.C., St. John's,	Eastern Provinces Port Arthur to Alberta Province of Alberta British Columbia Newfoundland
---	---	--

table and around the house without spoiling or fermenting, so there is no excuse whatever for the use of any kind of preservative. Some jam makers load their pulp up with benzoate of soda—that is the pulp out of which the jam is made—in order to keep it from month to month in anticipation of the time when they require it for making jam, but as I said before this is absolutely unnecessary, and is only resorted to because of lack of skill or lack of knowledge on the part of the jam manufacturer, and in all fairness to the consuming public when any of these articles injurious to health are used the quantities should be stated and the manufacturer should be held responsible that the quantities are correct as stated on the label.

I hope The Canadian Grocer will use its best endeavors to bring about these improvements, and have things as they are in the United States.

A REPLY TO F. C. HIGGINS.

A London Grocer Advocates Formation of an Ontario Grocers' Association.

Editor Canadian Grocer,—I read with much interest the letter from F. C. Higgins in your paper of March 25 in which he gives the Retail Merchants' Association the exclusive credit for accomplishing so many reforms.

He speaks of the many dead and buried one-line associations, of the past.

Let him name some of them. What does he think of the following list of very much alive one-line associations in existence at the present time:

1. The National Retail Grocers' Association of the United States.
2. The National Wholesale Grocers' Association of the United States.
3. The United Master Butchers' Association of the United States.
4. The Retail Implement Dealers' Association of Western Canada.
5. The Retail Hardware Dealers' Association of Ontario.
6. The Wholesale Grocers' Guild of Canada.
7. The Wholesale Grocers' Guild of Ontario.

At the last meeting of the National Retail Grocers' Association held last May in Boston, nearly every state was represented by delegates from State associations. Surely this is ample proof that there are a few live one-line associations who have organized to look after their own special interests.

I know, Mr. Editor, that you are voicing the sentiments of hundreds of Ontario grocers, when you advocate the forming of an association of retail grocers to further our own special interests. We certainly cannot expect this over-worked retail merchants' association to take up our burdens, as they will have their hands full to look after the rest of the retail merchants of Canada.

What do some of our manufacturers

care for a grievance sent by a single city or town association?

It is promptly filed and never considered; but if the same request was sent by an Ontario association it would not take them long to send a reply.

Much good also could be done by discussions in open convention.

In conclusion I must say that I think the stand you have taken is the proper one and can assure you that Mr. Higgins' views are not endorsed by many retail grocers who are alive to their own interests.

Hoping that other Ontario grocers will express their views on this important subject, I am,

A LONDON GROCER.

TRADE NOTES.

During the heavy wind storm last week the roof of the Niagara Falls Canning factory was partly torn off and carried for a distance of about two hundred yards. It fell with terrific force on the roof of the Shredded Wheat Co.'s factory, damaging it considerably.

Mrs. Dr. Parke, of Feversham, Ont., has leased the store so long occupied by Mrs. Heitman, corner of Sixth and Hurontario Sts. Mrs. Parke has filled one side of the store with a nice fresh stock of groceries while the other side is devoted to millinery. Having had a number of years' experience with her father in Feversham, Mrs. Parke should make a success of her venture.

Don't Be Wanting In FORCE

These days it's the "Force"-ful grocer that does the most business. Ever eat "FORCE" yourself? Try a dish—it's great! Our consistent advertising campaign is making new people "try a dish" with the result that grocers everywhere are selling more "FORCE" than ever. And the profit is the same to all grocers—No one has a better chance than you.

THE H-O MILLS
HAMILTON - - ONTARIO

SWISS-FREY CHOCOLATE Co., Limited

SWITZERLAND.

The ORIGINAL makers of HIGH-CLASS Swiss MILK Chocolate, and NUT Chocolate

CONFECTIONS.

Put up in ARTISTIC Packages to RETAIL at 5, 10, 15, 20, and 25 cents each.

Swiss-Frey Milk Chocolate
Swiss-Frey Milk Chocolate Croquets
Swiss-Frey Chocolate au Cafe
Swiss-Frey Chocolate Risotine
Swiss-Frey Nugatine Chocolate
Swiss-Frey Nugatine Chocolate Croquets
Swiss-Frey Hazelnut Chocolate
Swiss-Frey Hazelnut Chocolate Croquets

also,

FREY'S celebrated CHOCOLATE

TORRONE

The Finest NUT Chocolate delicacy made.

FRESH STOCK JUST ARRIVING AT MONTREAL

ORDER direct from our Agents or through your JOBBER

SOLE AGENTS for Canada

CARVETH & COMPANY

Manufacturers' Agents and Importers

600 LINDSAY BUILDING

Montreal

Province Quebec

You Couldn't Sell us Soft Wheat

THE LABOURER is worthy of his hire. No man can deliver a dollar's worth of goods and charge fifty cents and make money. Half a barrel of flour is worth only half the money, half the quality only half the price.

¶ A flour cannot be *good* without *good materials*—and good materials cost money. Quality can be shaved at a *dozen* points, and *cheap* wheat means a saving—but *not for your customer*.

¶ You couldn't sell us cheap wheat; you couldn't sell us soft wheat, rusty wheat, musty wheat, or smutty wheat. There's only *one* class of wheat fit for FIVE ROSES—the flinty, plump, ripe, red, spring berry so wondrously transparent, with a thin, transparent skin, proclaiming its surpassing strength and purity, only the cream of the Manitoba crop.

¶ We *could* have mixed just a little soft wheat, white wheat, at 20 cents a bushel under our self-imposed standard. That's one way to check competition—*not the FIVE ROSES way*. A little that is pure is worth more than much that is mixed, and FIVE ROSES is *all* pure. If there's anything grown better than *our* ripe, red wheat—our immense facilities, skilled knowledge and money have failed to locate it—and we *began* searching twenty years since!

¶ No matter how seeming strong, any statement *you* can make about FIVE ROSES the flour can back by *proof*. Using FIVE ROSES the housewife has acquired a habit she does *not* want to break—it is *all* she likes in flour. Do you know a man selling ROSES that wants to give it up? The fellow who sells it will be a formidable competitor of *yours*; if you sell it, *you* will be a formidable competitor of the man who doesn't.

¶ What are *you* going to do about it?

Read Our Next

(8) *The Court of Last Resort* (8)

April 23, 1909



Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

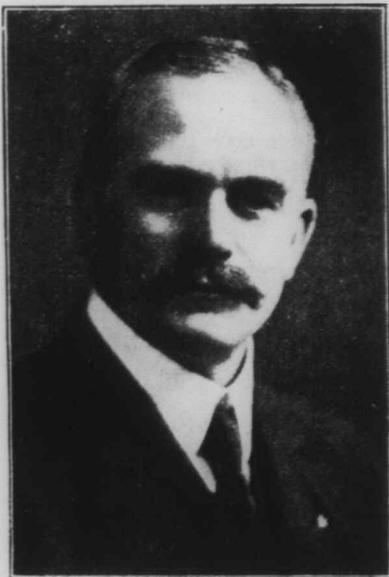
Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

IDEAS ARE WANTED.

Jas. Roy, the New Secretary of Retail Grocers' Association in Vancouver, Issues Request for Aid.

Vancouver, April 13.—Secretaries of retail grocers' associations in Canada, who have ideas to exchange, or who can give a hint to make an association better, are invited to correspond with James Roy, the new secretary of the Vancouver, B.C., Retail Grocers' Association. Mr. Roy has recently taken over this work and his ambition is to make the Vancouver association second to none. With this object in view he seeks the co-operation of those who have been successful in the maintenance of similar organizations in the Dominion.

Mr. Roy is a Scotchman by birth, and has been in Vancouver for two years. Previous to that time, he spent thirty years in the South of England. Since



JAMES ROY.

coming to this city, he has been with the B. C. Telephone Company. His work there was highly appreciated by the management, and his resignation was received with regret with the assurance of the good wishes of the general manager for success in his new position. His duties with the Telephone Company brought him into contact with the business men, not only of Vancouver but of other cities of British Columbia, and was an excellent preliminary for the work he has now undertaken.

That he has been successful since March 1, when he started in, is demonstrated in that he added a dozen new members to the list before the end of that month. He is taking the initiative in many lines, and has the hearty support of the executive. For instance, despite the extra expense he has added a male clerk to the staff so that the office would at all times have some one in to attend to visitors and extend the hand of welcome to any who might call. This

has proven very successful. To get in touch with other secretaries, Mr. Roy issues the following friendly appeal through The Grocer:

"I want to get in touch with you, and to learn about your work. I want to know about your difficulties and how you get over them. Do you suffer from cut prices? How do you fix the matter? Can the members of your association secure a legitimate profit on the goods they sell? How have you been able to beat the deadbeat? Have you a system of account collection? Have you had any trouble with the wholesaler selling to the consumer? Tell me about your work, about your troubles and worries. It will help you to do so and help me also. If you will, I will tell you all I know, what I am doing and what I intend to do."

This is the glad hand that Mr. Roy holds out, and sympathizing secretaries of other associations will meet him in friendship.

DAMAGE DONE BY RATS.

According to a despatch from London, Eng., rats are more numerous and aggressive in England than ever before. This is the opinion of Sir James Crichton Browne, who spoke on this subject at the first annual meeting of the Society for the Extermination of Vermin. He calculates that there is one rat to every acre of land in England and Wales, each rat doing damage at the rate of a farthing a day, making a total loss of \$75,000,000, and that this figure is probably short of the mark.

Sir Charles McLaren told the members of the society that at their request he introduced a bill in Parliament last week for the extermination of rats.

It was received with ironical cheers, but whether it was dealt with seriously or not, he believed the publicity given it would be helpful to the society.

Jones & Son have purchased the grocery of Mrs. A. Woods, Galt.

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

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

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

JOS. COTE

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

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

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



Just on the Market

"CANADA'S BEST" SOAP

Is sure to sell on its merits.
**Pure, Hard, White—
A Marvellous Cleanser**

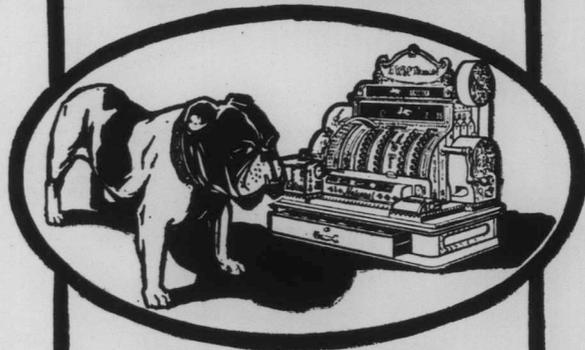
Have our samples reached your Patrons?
Has our Traveller called on you?

Anyway write for Sample and
Introductory prices.

Satisfaction Guaranteed

UNITED SOAP CO., Brantford

JUST YOU GET A NATIONAL CASH REGISTER



AND WHAT YOU HAVE YOU'LL HOLD!

NATIONAL CASH REGISTER CO. 285 Yonge St., TORONTO
Write for Literature. F. E. MUTTON, Canadian Mgr.

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

Canadian Fruit, Vegetable and Fish Markets

Arrival of the Pineapple Season—United States Importing Canadian Potatoes—Fish Men Nearing Close of a Splendid Season—Preparing to Handle Fresh Caught Fish.

ORANGES

Although prices are little higher, the demand is heavy and can fill your order with our justly celebrated Rose and Volunteer Brands, which are giving good satisfaction.

TOMATOES

are coming in fine shape and at prices quoted are cheap. Have three cars to arrive this week. Lots of Strawberries, Asparagus, Cabbage, Pineapples, etc.



25-27 CHURCH ST. - TORONTO

Franc Tracuzzi's LEMONS

"St. Nicholas"

AND

"Home Guard"

B. L. O. E.

Fresh supplies arriving weekly.

Ask your Wholesaler.

J. J. McCabe

Agent

32 Church Street - Toronto

MONTREAL.

GREEN FRUITS—The fruit trade was brisk during last week, and the first part of this, but is quieter just now. Apples are getting into small compass. Strawberries are coming forward more freely, but the prices remain firm. Other lines are unchanged.

Almeira grapes, extra choice	6 75
California navels, 96, 126, 250, 288 size	2 85
" " 150, 174, 200, 216 size	3 80
Floridas, 126, 150, 176, 200	3 25
Mexican oranges, 176, 200, 216, 150 size	2 25
Valencia 430 size	4 25
Cal. blood oranges, 150 to 216 size	4 25
Grape fruit, choice, 300 size	2 00
Lemons, choice	2 00
Bananas crated	1 75
Pineapples, extra fancy, 24 size	4 80
Cranberries, per box of 40 qts.	3 50
Spies, XXX	6 50
Ben Davis, XXX	5 75
Strawberries	0 40
Cocoanuts, bag	4 00

VEGETABLES — Vegetables have been in good demand during the week. The holiday season stimulated trade quite considerably. Some of the local dealers took advantage of the cheap trip to New York to inspect stocks offering there. Some have secured representatives on the spot to enable them to bring forward only the very best stock. Only very slight changes have taken place in prices, mushrooms and sweet potatoes being quoted a shade lower. Other lines are unchanged.

Mushrooms, lb.	0 85	0 90
Cucumbers dozen	3 00	
New carrots, bunch	0 15	0 20
Tomatoes, crate	2 75	4 00
Oyster plant doz	0 75	
Artichokes, bbl.	2 50	3 00
Leeks, dozen	1 50	
Parsnips, bag	1 00	
Sweet potatoes, basket	2 40	2 50
Cal. cauliflowers, crates, single	3 50	
" " crates, double	7 00	
Parsley, box	2 75	
Sage, per doz.	0 60	
Skivvy, per doz.	0 50	
Celery, crate	6 50	
Florida celery	3 25	3 50
Water cress, large bunches, per bunch	0 15	
Spinach, barrels	3 00	
Green peppers, crate	5 00	
Beets, bag	1 00	
Carrots, bag	0 50	
Spanish onions, large cased	0 40	
Lettuce, early	0 40	
Lettuce, Boston, box	2 30	
Radishes, doz.	0 50	
Horseradish, per lb.	0 15	
Cabbage, bbl's	3 00	
" " new, crates	4 50	
Montreal potatoes, bag	1 80	
New Brunswick potatoes	1 00	
Onions large bag	1 50	
Red onions, barrel	0 09	
Turnips, bag	0 60	
Squash, doz.	2 50	
Brussels sprouts, quart.	0 25	
String beans, basket	6 50	
New beets, crate	3 50	

FISH—The Lenten demand is over, but there seems to be fairly good business following in its wake, when compared with other years. Fresh lines continue to sell fairly well. The demand for dried, and smoked has fallen off considerably. Prices on some lines have declined and on others a small advance is recorded.

Fresh and Frozen Fish.

German carp	0 07	
Codfish	0 04	0 04 1/2
Qualla salmon	0 08	
B.C. salmon, frozen	0 09	
Fresh halibut	0 09	0 10
Mackerel	0 10	0 12
Dore	0 08	0 09
Steak cod	0 05	0 07
Grass pike	0 06	0 09

Whitefish, lb.	0 06	0 09
Lake trout	0 09	0 10
American live lobsters	0 18	0 20
Haddock	0 05	0 06
Large sea herring, per 100	1 50	1 60
Striped bass	0 14	
Buck shad	0 75	0 85
Smoked—		
Haddies (exp) 15 lb. bxs., per lb.	0 07	0 07 1/2
Bloaters, per box, large, Yarmouth	1 10	
Smoked herring, per box	0 16	0 18
Prepared—		
Skinless cod, new, 100 lb. cases	5 25	
Shredded cod, 1/2 lb. cartons, 2 doz. cartons in box, per box	1 80	
Dry cod, in bundles 112 lb., per pound	0 06	
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06	
Boneless cod, 20-lb. boxes	0 06	
Boneless cod, 20-lb. boxes	0 09	
Boneless fish, 25 lb. bxs., 2 lb. blocks	0 05	
Boneless fish, 25 lb. bxs., loose	0 04 1/2	
Pure cod in crates, 1 and 2 lb. bricks	0 05	
Salted and Pickled—		
No. 1 Labrador herring, bris	5 50	
" " bris	3 00	
Large green cod, 200 lbs. bbl.	6 00	
Oysters, bulk, per gallon	1 30	
Standards, bulk	1 40	
" selecta	1 50	
" quart tins, sealed	0 40	
Paper pails, per 100 qt. size	1 80	
Standards, 4 gals	6 80	
Selecta	7 60	

TORONTO.

GREEN FRUITS—The fruit men are all well satisfied with their holiday trade and although the usual lull has followed the market shows a firm feeling with an improved tendency. Apples are getting pretty well sold out and are still creeping up higher. Navel oranges are also dearer and receipts lighter. The large quantities of pineapples on the market show that the pineapple season has arrived. For the first heavy shipment, they turn out in excellent condition. Grape fruit is in abundance. Louisiana strawberries are now sold at 12 1/2 a pint box.

In the January 22nd number of The Grocer a description was given of the abogato pear, but very few people have yet ever seen or heard of it. On Tuesday a sample was shown to a representative of The Grocer by a commission company in Toronto to whom a small box was shipped to find out what could be done with them on this market. From its appearance, it being the size of a large pear, with a large seed inside, and considering that it will cost from 30c to 50c apiece, it is not likely that it will find ready sale for a time, or create for itself a large demand in this country. However, it will be remembered that not more than ten years ago the first grape fruit were seen on the Toronto market, and now they are almost as common as oranges. So far it has not found any special favor, and some are speculating in their own minds, as to whether it might not be the nut or seed which is the eatable part of it. After tasting both, the idea occurred that either one or the other might be poisonous, and further experimenting was not deemed advisable until more was discovered about them.

Apples, Spies.
" Russet
" Baldwin
" Green
Oranges, Vale

" Calif
" Mexic
" Mea-
Lemons, Meas
Bananas
Grape Fruit, F
Pineapples, F
Strawberries,

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Beets, Canadi
Florid
Parsnips, per
Potatoes, Out
" swee
" Heri

Lettuce, Boas
Onions, Cana
" Spanis
" Bermu
Tomatoes, Ca
" Flo
" sma
Carrots, per l
" new,
Cabbage, Flo
" Can
Cauliflower
California cel
Florida celer
Turnips
" Basishes, per
Spinach, per l
Egg plant, pe
Green pepper
Cucumbers, p
Asparagus p
Green onions
Rhubarb

FISH-
activity
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is the or
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the deal
quietness
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stock is

Herring, m
" sea,
" lake
Whitefish, fr
Trout,
Whitefish, fr
Trout,
Cod
Cod, fresh
Cod, fresh
Halibut
Halibut, fre
Haddock, fr
" fre
Sea salmon,

Pike
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" h
Smelts, per
" h
Oysters, Lor
" "
" shel
Finnan Had
Boneless co
" "
" "
Shredded cc
Arcadia, 24
" 15
Acadia cod,
" table
Bloaters
Qualla
Gold eyes

Apples, Spies.....	6 50	7 50
" Russets.....	3 50	4 00
" Baldwins.....	4 00	5 00
" Greenings.....	4 00	5 50
Oranges, Valentias, 420, ordinary.....	3 75	
" " 420, large.....	4 50	
" " 714.....	4 00	
" California naves.....	3 00	3 50
" Mexican.....	2 75	
" Mex-ina bitter oranges.....	2 25	2 50
Lemons, Messina.....	2 75	3 25
Bananas.....	1 75	2 25
Grape Fruit, Florida, box.....	3 25	4 00
Pineapples, Florida, crate.....	3 50	4 00
Strawberries, Cal.....	0 65	0 60
" Louisiana, pt.....	0 12 1/2	0 15

VEGETABLES—Potatoes are higher and the market is active. A sharp export demand has developed from the States, which causes a hustle among potato men. The price has gone up about 20c a bag. Cabbage is also scarce and high. Florida tomatoes are plentiful, but last week's prices are well maintained. Rumor has it that on account of a very heavy rain storm the tomato crop in Florida has been seriously damaged. A quantity of red peppers has just arrived from Italy and are sold at 25c a lb.

Beets, Canadian, old, per bag.....	0 45	0 50
" Florida, new, per dozen.....	1 00	
Parsnips, per bag.....	0 75	0 80
Potatoes, Ontario, per bag.....	0 90	1 00
" sweet, hamper.....	2 00	2 25
" Bermuda, per bushel.....	3 50	
" " per ha. rel.....	10 00	
Lettuce, Boston head doz.....	1 25	
Onions, Canadian, dried, bag.....	1 35	1 50
" Spanish, crate.....	5 00	5 50
" " small crate.....	1 75	
" Bermuda, per case.....	3 75	
Tomatoes, California, small basket.....	0 75	1 00
" Florida.....	3 00	3 25
" small.....	1 75	
Carrots, per bag.....	0 45	0 50
" new, per bunch.....	1 20	
Cabbage, Florida, new.....	3 50	3 75
" Canadian, old, per barrel.....	2 25	
Caulliflower, per case.....	6 50	7 00
California celery, per case.....	3 00	3 25
Florida celery, per half case.....	0 35	0 40
Turnips.....	0 40	0 45
Radishes, per dozen.....	1 50	
Spinach, per bushel.....	3 00	
Egg plant, per doz.....	1 00	
Green peppers per doz.....	2 00	2 25
Ocucumbers, per dozen.....	0 25	0 75
Asparagus per bunch.....	0 25	0 75
Green onions.....	0 25	
Rhubarb.....	1 20	

FISH—After a long spell of great activity in the fish market, the rush is over, and the fish men are squaring up the winter trade and are getting ready to handle the fresh-caught stock which is the only kind now in demand. As both the demand and supply are light, the dealers are rather enjoying the quietness of their business after the continuous rush for many weeks. Frozen stock is practically all sold.

Herring, medium, per lb., fresh caught.....	0 05	0 07
" sea, per 100.....	1 00	1 25
" lake, per keg.....	4 00	4 25
Whitefish, frozen.....	0 09	0 10
Trout.....	0 09	0 10
Whitefish, fres. caught.....	0 14	0 15
Trout, " caught.....	0 13	0 14
Cod.....	0 08	
Cod, fresh caught.....	0 08	
Halibut.....	0 09	
Halibut, fresh caught.....	0 10	0 12
Halibut, frozen, per lb.....	0 07	
" fresh caught.....	0 07	
Sea salmon, Silverside.....	0 09	
" Steelhead.....	0 13	
Pike.....	0 07 1/2	0 08
Pickeral, yellow.....	0 08 1/2	0 09
Herring, Digby, smoked, bundle 5 boxes.....	0 85	
" Rippered, 15-lb. box.....	1 25	
Smelts, per pound, No. 1.....	0 09	0 10
" extra.....	0 12	0 14
Oysters, Long Island.....	1 50	
" " medium selects.....	1 75	
" " extra.....	1 85	
" shell, per 100.....	1 50	
Finnan Haddie, smoked, 15-lb. package.....	0 07 1/2	0 08
Boneless cod, quail on toast.....	0 05	0 05 1/2
" " imperial.....	0 05	
" " steak.....	0 07	
Shredded cod, doz.....	0 90	
Arcadia, 24 packages, 1 lb. box.....	3 12	
" " 12 packages, 2 lb. box.....	3 40	
Arcadia cod, crate.....	2 40	
" tablets, box.....	1 60	
Bloaters.....	1 15	1 25
Quails.....	0 08	0 09
Gold eyes.....	0 5	0 05 1/2

NOVEMBER CUT LEMONS

OUR SPRING SHIPMENTS OF

HOME GUARD BRAND

SUMMER KEEPING LEMONS are on the way. The quality of these Lemons, our shipper claims, is superb. We are now booking orders at moderate prices.

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TORONTO and HAMILTON

WANTED—A Few Cars Potatoes

Telephone or Write Us

I am going away for a few days, but my packers—FOLLINA BROS., Italy—will look well after my interests. They have my entire confidence. You can bank your all on their selection and grading of my LEMONS. They're here, they're coming, they're curing, they're growing. Ask the wholesale for the finest Sicily Lemons packed in my name.

BUSTER BROWN

P.S.—Tige is coming back with me.

FRESH CAR

FANCY FLORIDA TOMATOES

FRESH CAR

FANCY FLORIDA CELERY

Both these cars Fine Quality, and prices lower.

Send us your orders

HUGH WALKER & SON

GUELPH

ONTARIO

The Method in France of Preparing Glace Fruits

**Their Manufacture Becoming Extensive in that Country—
The Glacage Makes Them Dry and Easy to Eat—Sulphuring
Process Described—The Use of Sugar and Glucose.**

Over in France a great deal of attention is paid to the manufacture of what is known as "glace" fruits. The glacage of fruits is done so as to make them dry, agreeable to the eye and easy to eat, and the process is one that has proven interesting to all who have had the opportunity of seeing it. There are, of course, different methods used in the manufacture of these fruits, but the preliminary preparations are usually the same.

The fruits must be just ripe; if they are too ripe they cannot be well prepared on account of their softness, and if they are green they have a bad appearance. The manufacturers buy fruit throughout the whole of Southern France; they sometimes buy cherries even as far north as Dijon. Cherries, apricots, figs, greengages, pears and almonds are the fruits principally used.

The Sulphur Treatment.

When the fruit is received their first care is to treat it with sulphur. This is in order to improve its appearance and to destroy any microbes possibly lurking in it. There are two processes employed for this purpose. The one commonly used is to expose the fruits in cases or small baskets in a small room about six feet high. They then insert in a jar from four to ten pounds of sulphur, according to the quantity of the fruit. For a room containing three or four tons about eleven pounds of sulphur would be required. If there has been much rain and the fruit consequently is soft, less sulphur must be used and more in the case of hard fruit. The idea is to secure complete impregnation of the fruit by the sulphur, which has also the effect of bleaching the fruit.

The second method is not often used. It consists of treating the fruit with a solution of about seven ounces of pure sulphurous liquified acid to 220 pounds of water. The water thus strongly impregnated with the acid is used for bleaching the fruit, which is placed for that purpose in jars, into which the solution is then poured. According to the quality of the fruit, they leave it exposed for two to ten hours to the action of the liquid. They leave apricots one or two hours only, but cherries would remain from night to morning. The same results are obtained in the United States with sulphate of lime. The fruit is then placed in clear water for two or three days, the water being frequently changed during that time, after which it is considered sufficiently bleached. They then place it in steam kettles and boil it for ten minutes to one hour, according to the hardness of the fruit;

it must be brought to such a state that the sugar syrup about to be applied may penetrate readily into it.

Application of Syrup.

After the fruit has been boiled, they begin the sugar process. The fruit is removed from the water and drained for ten to twenty minutes, then placed in earthenware jars containing a certain quantity of sugar syrup. Some manufacturers use sugar at 20 degrees Baume concentration, some at 25 degrees, and others at 28 degrees. This is a question of personal appreciation and depends also on the condition of the fruit. If the cherries appear soft, they make the syrup more concentrated; if they are hard, they use it at 15 to 20 degrees concentration. The contents of the jars are emptied after a few hours into steam kettles containing sugar syrup. By boiling, part of the syrup evaporates and is replaced by an equal quantity of syrup in order to preserve the percentage of syrup and fruit. The fruit is left in the jars for one day, and is again boiled in the kettles on the second day, then remaining in the jars for two days.

After the second operation the fruit remains in the jars three days, and so on for five, six, or eight boiling operations, the interval between them being longer each time, the fruit sometimes remaining from six to eight days before the final boiling. At each addition of syrup the concentration is made greater. The application of the sugar should not be done hurriedly, otherwise the fruit, instead of absorbing the greatest possible amount of sugar, will shrink and become corded in the interior, thus spoiling its appearance. It is to the manufacturer's interest to apply the largest possible quantity of sugar, as the more syrup the fruit contains the greater the profit.

Six Weeks' Duration.

They boil the fruit at least six or eight times, according to the size, the operation covering a period of at least six weeks, during which time it absorbs the largest possible quantity of syrup. At the final boiling the syrup is concentrated to 35 degrees Baume, and after this operation the fruit is regarded as capable of being kept for a long period. It has been known to remain in good condition for two or three years. However, if kept too long the appearance suffers, though the eating qualities remain unaltered. After the final boiling the fruit is allowed to remain in the highly concentrated syrup, in a cool place, not too dry nor too damp, and of even temperature. At this stage the fruit is known to manufacturers as "fruit confit."

When Orders Come In.

On receipt of an order from a client, a sufficient quantity of the fruit is removed from the jars and drained of its syrup. This is done by placing it in willow baskets and allowing the syrup to drain through the openings of the baskets. They then proceed to the operation of glacage, which is the final stage of the preparation of the article for the market.

For this operation the fruit, drained of its syrup, is placed in a solution of pure concentrated sugar, at about 45 degrees Baume concentration. While it is in this solution the nature of the liquid is changed by an operation known as the "masse." This consists in rubbing one side only of the inside of the kettle with a piece of wood about 2 feet long by 1½ inches thick, as a result of which the syrup at that point becomes chemically changed and turns white. The fruit is then brought into this white liquid, where it remains for a few minutes only. It is then removed and placed on iron grills. The coat of sugar remaining on the fruit dries rapidly in the air. The fruit thus prepared is known as "fruit glace," and

Highest price paid for
DRIED APPLES
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The consumer is assured of the finest goods on the market, unvarying in excellence in

- 1/4 Oil Sardines
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- Finnan Haddies (both oval and round tins)
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In these the customer secures the best and the dealer is happy; because he knows that he is selling products of sterling excellence and reputation.



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“LOBSTERS”

You can get some very curious packages labelled as above. But if you want the genuine wholesome lobster, the lobster with the true, natural flavor still there, insist upon your jobber supplying you with

LOGGIE'S Golden Crown and Golden Keys

The two brands that will always please those exacting, particular customers of yours.

What your “cranky customer” wants is good, old plain QUALITY. That's what she gets in these brands.

The Claws and Tails only. Delicious Whole Meat.
And the quality always to be depended upon.

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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

can be immediately packed in boxes for the market.

When the fruits are intended for shipment to points beyond the equator, it is necessary, in order to render them more durable, to submit them to a further treatment known as "crystallization." The fruits are taken and placed in a dry oven at 60 degrees centigrade, and at the end of one or two days are placed in receptacles of iron, known to us as "candissoirs." While here a syrup at 35 degrees centigrade is poured on them and the "candissoirs" placed in a hot oven where they remain for about twelve hours. At the end of that time, under the action of the heat, the sugar syrup forms small crystals on the fruit, and then, when the operator sees that the crystallization is sufficient, he empties the syrup, and after a few hours the fruits are dry and ready for shipment, being then known as "fruits crystallises."

Glucose Necessary.

Manufacturers have found it very difficult, if not impossible, to make these fruits without a certain proportion of glucose, as the exclusive use of sugar, which is cheaper than glucose in France, would render the fruit too hard or candied, and therefore unsalable. The use of glucose prevents this.

The percentage of glucose used is about 20 per cent. with 80 per cent. sugar, but this varies according to the manufacturer.

PROVINCE WANTS CONTROL.

Vancouver, April 12.—The question of the right of the Province of British Columbia to regulate the salmon fisheries in its tidal and non-tidal waters, authority which is disputed by the Dominion Government, is to be carried before the Privy Council in June for ultimate decision.

That such action has been determined on by the Provincial Government is made manifest by the receipt by the supreme court registrar of a series of questions propounded by the Attorney-General, and to be presented to the full court for decision. Should that court answer the questions in a manner favorable to the case of the Provincial Government, the Federal authorities are sure to appeal. On the other hand, should the opinions of the court be against the Provincial Government the latter is certain to carry the appeal to London. Under these circumstances an appeal to the Privy Council is certain to occur, and argument on the matter will in all probability take place in London in June.

Briefly, the Provincial Government is asking the full court whether the fisheries of British Columbia are not the property of the province, and has not the province the sole right to authorize fishing?

W. C. Holmes & Co., general merchant, Selkirk, Ont., is succeeded by E. R. Holmes.

Legitimate Premiums and Those that are Lotteries

The General Public Must Know Exactly What They Are Paying for—Cases That Have Come Under the Observation of a Police Inspector—Chance Element Must be Eliminated in All Cases—Fine Lines Exist Sometimes.

The chance element in the giving of premiums as inducements to prospective buyers was at one time extensively used by manufacturers, wholesalers and retail business men. The law existing at the present time, however, eliminates the lottery phase in doing such a business, but it may be interesting to many to know just exactly when the giving of premiums becomes a lottery and when it is legitimate. The line is not always firmly drawn and probably there still exists the chance element in the carrying on of many businesses of which the proprietors are unaware.

It is yet within the memory of almost everyone, the manner in which the "grab-bags" and "popcorn bags" were sold so that every purchaser was sure of a prize. These premiums, which often had a great deal to do with inducing buyers to invest, are now against the law. This is true with one exception—if all the premiums are the same the sales come within the law and are legitimate.

The enforcement of the law in this regard becomes the duty of the police departments of municipalities and in the city of Toronto the attention of James M. Stephen, staff inspector of police, has been called to conditions once existing which had to be righted.

Must Know What They Buy.

In an interview with Mr. Stephen a few days ago he explained to The Grocer what was illegal in respect to the giving of premiums and what constituted legitimate business.

"About a year ago," he said, "I was told of a firm doing a package business (the name of which The Grocer withholds) which gave premiums in the form of money. They advertised that in each package there was a cash rebate and this extended all the way from one cent to a quarter of a dollar. It was just a chance that a customer buying a package secured the rebate of twenty-five cents or one cent. The purchaser therefore did not know what he was going to get and that made it illegal. I spoke to them about the matter and of course they corrected it."

Inspector Stephen did not believe the company knew they were doing something against the law—it was merely a case of not knowing what was legal. If the firm placed the same amount of money in every package as a rebate their business then became within the meaning of the law. If they always placed, for instance, one cent in a twenty-five cent package and always two cents in a 50-cent package, they would also be doing a legitimate business—the same rebate for the amount of money expended.

"This," he explained, "would eliminate the chance element; people would know exactly what they were getting—it simply would mean a rebate of one cent on twenty-five or two cents on fifty cents.

Different Prizes Illegal.

Another example was cited by Inspector Stephen. There was a company doing business in Toronto, but located elsewhere, which advertised a prize in every package of its goods.

"Sometimes the purchaser might get a string of beads or a stick-pin, etc., but there also existed the chance element. You never knew what was coming next. This was brought to my notice and by quietly informing the company that they were not exactly complying with the law they immediately changed their plans and now they have the same premium in every package."

"Of course, you know," continued the inspector, "that I am not supposed to meddle unnecessarily with trade affairs and only when such a matter has been brought to my observation can I act. If, however, there is a fraud worked openly upon the public; why, then we get right after it."

Ignorant of the Law.

In many cases where premiums are given illegally, the inspector thought that those responsible for them were not familiar with the law. This was true sometimes even when legal advice was secured.

"You have no jurisdiction outside of Toronto," was suggested.

"Oh, no," he explained, "but it is not likely any company will change its course to suit Toronto alone. When they find they cannot sell their goods here if the law is not complied with, they will make the necessary arrangements to be allowed to dispose of them anywhere."

He emphasized the point that the consuming public must know exactly what they were getting and in a reminiscence mood recalled the days when everybody was "done" in their purchasing when they purchased something on the premium plan.

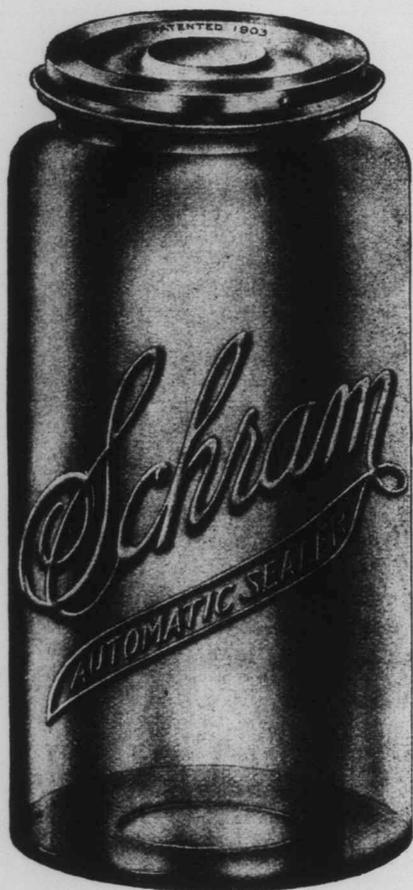
The minute a clerk gets superior to waiting on the man in overalls and jumper, set him to breaking up packing cases in the cellar. Pride is a bad thing in anyone if it's false pride.

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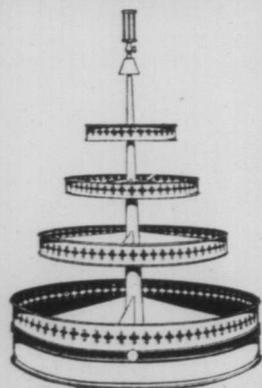
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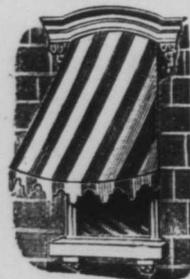
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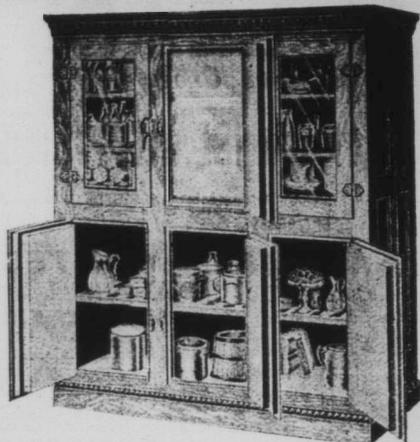
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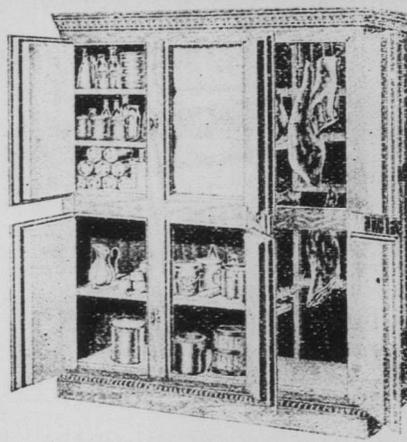
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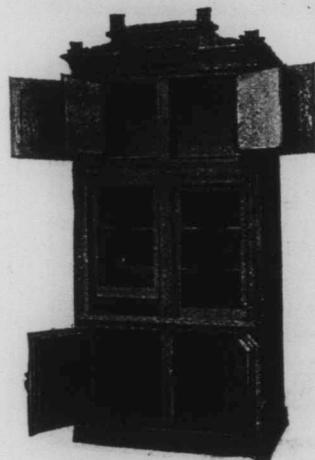
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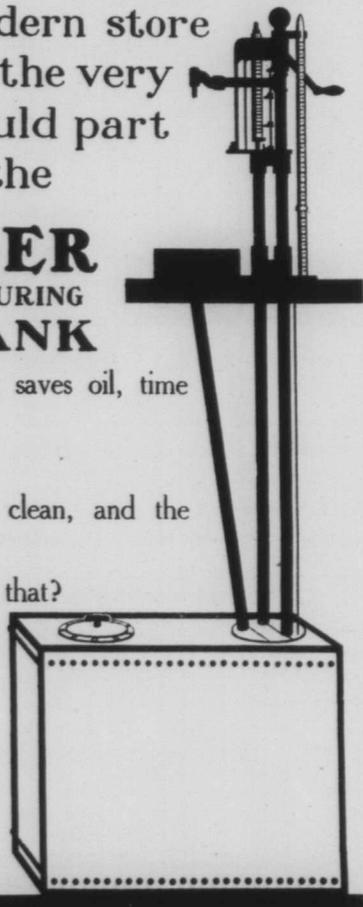
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W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 3 " "		1 95
1-lb. tins, 4 " "		0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 95
4 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 70
1 " "	24lb.	4 10
1 " "	5lb.	7 80
1 " "	6oz.	Per case
1 " "	12 " "	\$4 55

ROYAL BAKING POWDER

Royal—Dime	Per doz.
1 lb.	1 40
1 lb.	1 95
1 lb.	2 55
1 lb.	3 85
1 lb.	4 90
1 lb.	13 60
1 lb.	23 85

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cleveland's—Dime	Per doz.
1 lb.	\$0 93
1 lb.	1 33
1 lb.	1 90
1 lb.	2 45
1 lb.	3 70
1 lb.	4 85
1 lb.	13 30
1 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1-lb. tins, 2 doz. in case	\$1 20
1-lb. " 2 " "	0 80
1-lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—

1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " "	1 00
1-lb. " " "	0 8 00

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-lb. lots or case	0 16
Gillett's Mammoth, 1/2 gross box.	2 00

Cereals

H-O. COMPANY, ROCHESTER, N.Y.

Force, 36s.	\$1 50	Gusto, 36s.	\$2 85
Korn-Kinks, 3's.	1 45	H-O. oatmeal, 24, 3 10	
Presto, 36s.	3 40	Buckwheat, 36s.	3 50
Pancake, 36s.	3 50	Corn Starch, 36s	2 50
Tapioca, 36s.	2 85	Farica, 24s.	1 70
Hominy, 36s.	2 50		

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00

The King's Food, 2-doz. in case, per case, \$4.80

White Swan Barley Crisps, per doz. \$1.

White Swan Self-rising Buckwheat Flour, per doz., \$1.00.

White Swan Self-rising Pancake Flour, per doz., \$1.00.

White Swan Wheat Kernels, per doz., \$1.40.

White Swan Flaked Rice, per doz., \$1.

White Swan Flaked Peas, per doz., \$1.

Chocolates and Cocoas.
THE COWAN CO., LIMITED.

Cocoa—

Perfection, 1-lb. tins, per doz.	\$1 70
Perfection, 1/2-lb. tins, per doz.	2 40
Perfection, 1/4-lb. tins, per doz.	1 30
Perfection, 10c size 5-lb. tins	0 90
Solu le. bulk, No. 1, per lb.	0 37
Solu le. bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22

Special quotations for Cocoa in bbls., eggs, etc.

Unsweetened Chocolate—

Plain Rock, 1/2's & 1/4's, cakes, 12-lb. boxes	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80

Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen 0 90

Sweet Chocolate—

Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.	\$3 40
Queen's Dessert, 6's, 12-lb. boxes	0 40
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 35
Parisian, 8's, " "	0 30
Royal Navy, 1/2's, 12-lb. boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" 8's " " "	0 25
" 9's " " "	0 28

ICINGS FOR CAKE—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, 10 1-lb. pkgs., 4-doz. in box, per dozen 0 90

Confections—

Milk chocolate wafers, 5-lb. boxes	Per lb.	0 36
Maple buds, 5-lb. boxes	0 36	
Chocolate wafers, No. 1, 5-lb. boxes	0 30	
Chocolate wafers, No. 2, " "	0 25	
Nonpareil wafers, No. 1, " "	0 30	
Nonpareil wafers, No. 2, " "	0 25	
Chocolate ginger, 5-lb. boxes	0 30	
Milk chocolate, 5c bundles, per box	1 35	
Milk chocolate, 5c cakes, per box	1 38	

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 34
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb.	0 28
" " 2's, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c size, box	1 35

BEMSDORF'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz., \$ 90
1 " " 4 " "	2 40
1 " " 1 " "	4 75
1 " " 1 " "	9 00

EPSS'S.
Agents, O. E. Colson & Son, Montreal.

In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto, Arthur M. Loucks, Ottawa, J. A. Taylor, Montreal, Jos. E. Huxley, Winnipeg, R. J. Bedlington & Co., Calgary, Alta. Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

Elite, 10c size (for cooking), doz.	0 90
Prepared cocoa, 1/2's	0 28
Prepared 1/2's	0 28

Mott's breakfast cocoa, 10c. size 90 per dz.

breakfast cocoa, 1/2's	0 38
No. 1 chocolate, 1/2's	0 32
Navy " "	0 29
Vanilla sticks, per gross	1 00
Diamond chocolate, 1/2's	0 24
Plain choice chocolate liquors	0 32
Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1 and 1/2-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 and 1/2-lb. tins	0 41
German Sweet chocolate, 1 and 1/2-lb. cakes, 5-lb. boxes	0 28
Caracas Sweet chocolate, 1 and 1/2-lb. cakes, 5-lb. boxes	0 35
Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1/2-lb. pkgs., 5-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5/8, per box	3 00

The above quotations are f.o.b. Montreal.

Cocoanut.
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.	0 36
1 lb. packages	0 27	
1 lb. " "	0 28	
1 and 1/2 lb. packages assorted	0 26	
1 and 1/2 lb. packages assorted in 5 lb. boxes	0 28	
1 lb. " " in 5, 10, 15 lb. cases	0 30	

Bulk—

In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, 4 1/2 cts. stic.	0 10	0 11	0 17
Best Shredded	0 18	0 16	0 15
Special Shred	0 17	0 15	0 14
Ribbon	0 18	0 17	0 16
Macaroon	0 17	0 15	0 14
Dessicated	0 16	0 14	0 13
White Moss in 5 and 10 lb. square tins, 21c.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.
BORDEN'S CONDENSED MILK CO.
Wm. H. Dunn, Agent, Montreal & Toronto.

"Eagle" brand (4 doz.)	Cases, Doz.	\$8 00
"Gold Seal" brand (4 doz.)	5 00	1 25
"Challenge" brand (4 doz.)	4 00	1 00

Evaporated Cream—

"Peerless" brand evap. cream	4 70	1 20
hotel size	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 80
Reindeer brand per case (4 doz.)	5 60



Coffees.
EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
Golden Rio	0 17 1/2
ground	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jar, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole
 0 40 | 0 30 |

JAMES TURNER & CO. Per lb

Mocca	\$0 32
Damasco	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2

PATERSON'S "LAMP" COFFEE ESSENCE
Agents, Rose & Lafamme, Montreal & Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " "	6 50
Imp. " " " "	9 00

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.

1-lb. decorated tins, 32c. lb	
Mo-Ja, 1/2-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	



Cafe des Epoures—1-lb. fancy glass jars, per doz. \$3.50

Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.

Presentation, with 3 tumblers, \$10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 23
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese — I

Large size jars, per doz.	\$8 25
Medium size jars, " "	4 50
Small size jars, " "	2 40

Individual size jars, per doz. 1 00

Imperial holder—

Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00

Roquefort—

Large size, doz.	2 40
Small size, " "	1 40



Confections
THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " " 50 " "	3.60 " "
Assorted, cases, 26 small, 12 large	3.55 " "
Net 30 days.	

Coupon Books—Allison's
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 04
500 books to 1000 books	each 03

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent
The Davidson & Hay, Limited, Toronto

Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.

Vita Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	1 25

"Mephisto" and "Purity" Canned Lobsters.

Flavoring Extracts.
SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
8 " " " "	5 50
15 " " " "	10 00
32 " " " "	18 00

Discounts on application.

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	2 20
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Prices on application.

Compound Fruit Jam—

12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	per lb. 0 74
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
30-lb. wood pail	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 3 doz. in case per lb.	0 07 1/2
7 wood pails, 6 pails in crate, per lb.	0 07



MORSE BROS., Props. - Canton, Mass., U.S.A.

ANOTHER FATALITY

The daily papers for March 17th report fatal burning of Mrs. H—S—, of Hummelstown, from use of dangerous, inflammable, explosive, liquid stove polish.

Sufferings from these accidents are too horrible to contemplate. Don't take any chances of injuring any of your customers with the dreadful stuff. Push **RISING SUN** Stove Polish in Cakes and **SUN PASTE** Stove Polish in Tins, which give great satisfaction and which are always absolutely safe in the hands of the user.



There are no complaints heard about

BLACK KNIGHT STOVE POLISH

It lasts long, wears well, and shines serenely. We are helping by our vigorous advertising campaign to make the merits of this polish, which works so easily and quickly, more widely known.

The F. F. Dalley Co., Limited

Hamilton, Canada Buffalo, N.Y., U.S.A.



Royal Metal Polishes

With spring and clearing 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

AGENTS:

Ottawa: General Supply Co., of Canada, Ltd.
Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son
Halifax: J. C. Calder Sherbrooke: E. H. Bowen
And all dealers.

BLACK JACK

"BEST FAMILY POLISH"



TRY IT.

SOLD BY ALL JOBBERS

½-lb. tins—3 doz. in case.

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL TORONTO WINNIPEG



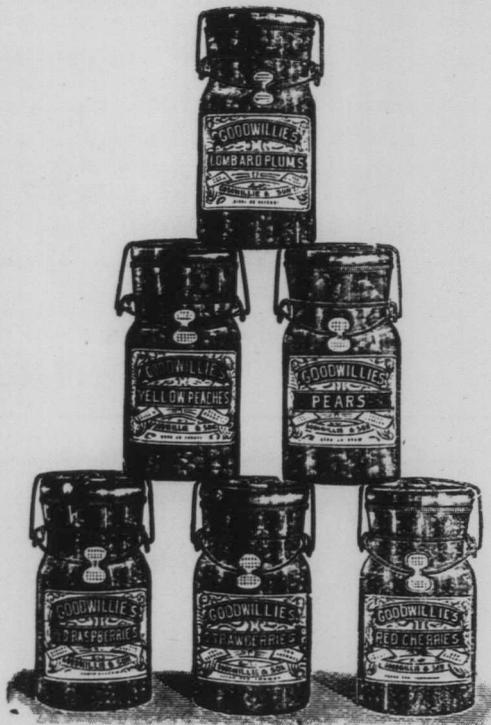
Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Goodwillie's Pure Fruits in Glass



Luscious, ripe, selected fruit, scientifically put up in a model, sanitary factory—that's Goodwillie's.

Pure granulated sugar, only, added to the fruit, which, in consequence, retains that delicious natural flavor peculiar to the Fully Ripened Fruit—that's Goodwillie's.

One jar sold to your customer will bring her back to your store for more of the same kind—Goodwillie's.

Goodwillie's Fruits in Glass are Pure and are always in Demand
Sort Up Your Stock Now

Agents, Rose & Laflamme, Limited

Montreal and Toronto

30-lb. wood pails..... per lb. 07
 Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

Jelly Powders
 IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.
 MacLaren Imperial Cheese Co., Limited

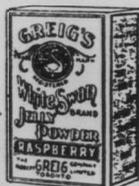


Assorted Case, Contains 4 doz. \$3.60
 Assorted Case, Contains 2 doz. \$1.80
 Lemon (Straight) Contains 2 doz. \$1.80
 Orange (Straight) Contains 2 doz. \$1.80
 Raspberry (Straight) Contains 2 doz. \$1.80
 Strawberry (Straight) Contains 2 doz. \$1.80
 Chocolate (Straight) Contains 2 doz. \$1.80
 Cherry (Straight) Contains 2 doz. \$1.80
 Peach (Straight) Contains 2 doz. \$1.80
 Weight 7 lbs. to case. Freight rate, 8d. case.

Soap
 The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
 Less than 5 cases..... 25
 5 cases or more..... 20



List price
 'Shirriff's' (all flavors), per doz. 0 90
 Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

N. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tin case... \$0 10
 4-oz. 0 1
 Tube, 60 lbs. 0 1
 20-lb. Pails, 2 20
 20-lb. tins.. 2 10
 Cases 3-lb. 0 11
 " 5-lb. 0 10
 " 10-lb. 0 10



F.O.B. Montreal.

Licorice

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. \$0 40
 Fancy boxes (25 or 50 sticks)... per box 1 25
 " Ringed " 5-lb. boxes... per lb. 0 48
 " Acme " pellets, 5-lb. cans... per can 2 00
 " " (fancy boxes 40) per box 1 50
 Tar licorice and Toin wafers, 5-lb. cans... per can 3 00
 Licorice lozenges, 5-lb. glass jars... 1 75
 " 20 5-lb. cans... 1 50
 " Purty " licorice 10 sticks... 1 62
 " 100 sticks... 0 75
 Prices large cent sticks, 100 in box.....

Lye (Concentrated)

GILLETT'S PERFUMED. Per case

1 case of 4 dozen..... \$3 50
 2 cases of 4 dozen..... 3 50
 3 cases or more..... 3 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
 Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 tins

Preserved Ginger Marmalade, 1 lb. glass jars.
 Pineapple " 1 " "
 Green Fig " 1 " "
 Green Fig and Gin. per " 1 " "
 Lemon " 1 " "
 Grape Fruit " 1 " "
 Prices an special quotations.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
 16-oz. glass jars, 2 doz in case " 1 40
 In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
 Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SWIFF BRAND

"Imperial Scotch"—
 1-lb. glass, doz... 1 55
 2-lb. " " " 2 30
 4-lb. tins, " " 4 85
 7-lb. " " " 7 35
 "Shredded"—
 1-lb. glass, doz.... 1 90
 2-lb. " " " 2 10
 7-lb. tins, " " 5 25



Prices application
 THOMAS J. LIPTON

Mince Meat

Wethy's condensed, per gross net... \$12 00
 " per case of 3 doz. net..... 3 00



ST. CHARLES CONDENSING CO

PRICES:
 St. Charles Cream family size, per case..... \$4.70
 Ditto, hotel, 4.90
 Silver Cow Milk 5.00
 Purity Milk... 4.70
 Good Luck... 4.00

Mustard

COLMAN'S OR KEEN'S

D.S.F., 4-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. 4-lb. tins..... per doz. 0 85
 " 1-lb. tins..... 1 45

Olive Oil

LAFORTE, MARTIN & CIE., LTD.

Minerva Brand—
 Minerva, qts. 12's \$ 5 75
 " pts. 24's 6 50
 " 1-pt. 24's 4 25

Sauces

PATERSON'S WORCESTER SAUCE

Agents, Rose & Laflamme, Montreal and Toronto
 4-pint bottles, 3 & 6 doz., per doz..... 0 90
 pint " 3 doz..... 1 75

THOMAS J. LIPTON

Prices on application

Soda

COB BRAND

Case of 1-lb. containing 60 packages, per box, \$3.00
 Case of 4-lb. containing 120 pkgs. per box, \$3.00
 Case of 1-lb. and 4-lb. containing 30 1-lb. and 60 4-lb. pkgs. per box \$3.00

Case of 50. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per case

No. 1, cases 60 1-lb. packages..... \$ 2 75

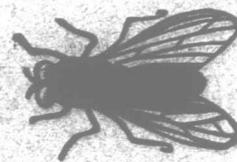
No. 2, " 120 4-lb. " " 2 75

No. 3, " 30 1-lb. " " 2 75

No. 5 Magic soda—cases 100—10-oz. pkgs.

1 case..... \$ 2 75
 5 cases..... 3 50

TANGLEFOOT FLY PAPER The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



"GLOBE" with Percolator.
 This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.
 We make seven sizes of this, also The Champion Tea Pot. Send for price list.

R. CAMPBELL'S SONS
 HAMILTON POTTERY
 HAMILTON, ONTARIO

Brunner Mond & Co.'s
WASHING SODA

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 500 lbs.

Winn & Holland

Montreal

SOLE AGENTS FOR CANADA

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

OAKEY'S The original and only Canadian Preparation for Cleaning Cutlery, etc. and in Canada

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Works, London, England

Agent:
JOHN FORMAN, 644 Craig Street MONTREAL.

Why Have Bad Debts?
 No need to! Let us handle the overdue debts of your slow-paying customers and we'll get the money for you. We've been in business a year, now, and all our clients are still sending us business.

**They are Satisfied
 You'll be, Too!**

The Beardwood Agency
 313 New York Life Building - MONTREAL

TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

S?
 REAL
 42
 56
 Ceylon
 H.M.B. 1/6 and 1/8
 Blagay's Standard Peak Brand in stock at all our branches in Canada.
 0 75 1 00
 0 75
 0 40
 0 60
 0 50
 0 40
 either
 CANADA
 36
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 or bar 45
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 60
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 76
 51
 \$33 00
 35 00
 35 00
 35 00
 34 00
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 35 00
 56 00
 0 40
 0 55
 0 75
 0 75
 0 75
 0 00
 \$18 00
 1 10
 1 10
 face.

The quality of the

SALT

we sell is unexcelled

VERRET, STEWART & CO.

LIMITED

MONTREAL

*We have some of the most
delicious*

Tender Little Beets

,you ever saw

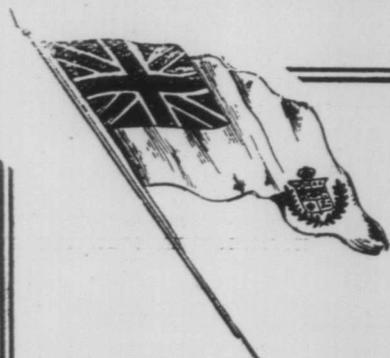
*We have them in 2-lb. cans,
every can wrapped in tissue*

If your customers once used these, they
would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED

ST. CATHARINES



"Dutch Sets"

One customer has some to sell. Do
you want to buy? A card will
give you their name.

Empire Brand

Specials in the following:—

Salmon, Wrapping Paper, Imported
Vinegar in decanters, Pineapple, Imp-
ported in Tins.

"Alcona" Flavoring Extracts, 'Cots,
Peaches, Prunes.

Imperial Vinegar. If you do not use
it you should. Your customers want
the BEST.

Most popular
the

4

Free Phones

Are you a user?

GEO. E. BRISTOL & CO.

Hamilton,

Ontario

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Montreal: 232 1

VOL. XXII



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