

# CANADIAN GROCER

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

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

**Toronto:** 10 Front St. East.

**Winnipeg:** 511 Union Bank Building  
New York: Rooms 1109-1111, 160 Broadway.

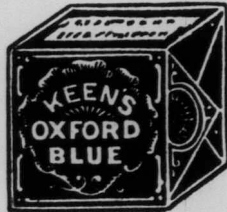
**VOL. XXIV.**

**PUBLICATION OFFICE: TORONTO, MAY 20, 1910.**

**NO. 20.**

## OXFORD

# KEEN'S



# BLUE

*A First Favorite in Every Home*

"Keen's" is so well known and appreciated the world over that every grocer keeps a full stock to supply the regular demand.

For Sale by all the Canadian Jobbing Trade.

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

Agents for the Dominion of Canada

## Canada's Leading Starches

**BENSON'S**  
"Prepared" Corn  
**STARCH**

and

**EDWARDSBURG**  
"Silver & Gloss"  
**STARCH**

These are found in every up-to-date grocery store, are pure and easy to handle, and leave an excellent profit margin. Ask your jobber for these brands.

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works: Cardinal, Ont.

164 St. James St., Montreal

every day be-  
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THE CANADIAN GROCER

PURVEYORS TO



H. M. THE KING

# MACONOCHIE'S

Pickles

Pan Yan Sauce

Worcester Sauce

Etc.



Peels

Fish

Bloater Paste

Etc.

PACKED BY  
**MACONOCHIE BROS., LIMITED, LONDON, ENGLAND**

Canadian Representatives:

**MacLaren Imperial Cheese Co., Ltd., Toronto**

# On The Square

**“Thistle”  
Canned  
Fish** Haddies packed under the “Thistle” brand are in lined tins. Absolutely clean, superior in flavor, because canned where caught. The favorites, because the choice of folks who are particular to always get the best.

**Olsen  
& Kleppe  
Sardines** Quality Sardines that are packed “on the square.” The “Albatross” brand for those who prefer small fish—the “Ambrosia” (equally as fine) for those who want fish a trifle larger. Packed in Norway, and packed with scrupulous care, in pure Olive Oil.

**Griffin  
& Skelley  
Fruits** Whether dried or canned, the “Griffin” brand of fruits is always the same high quality—the natural flavor is never wanting. Raisins, seeded or seedless, White and Green Asparagus, Prunes. The “Griffin” Brand assures that absolute satisfaction coincident with being “always on the square.”

*I*F the line hangs plumb, then go ahead and lay the foundations of business—if the spirit level rests fairly and squarely in the centre—then go ahead. If each timber in your structure dove-tails and is “on the square,” then, too, go ahead.

Be “on the square” with “quality.” Do not deceive yourself if the line hangs out of plumb, the spirit level be out of centre or the timbers fail to dove-tail.

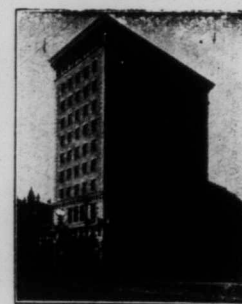
“Be on the square” for your own and your customers’ good.





Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>Live Representation !</b> Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers, <b>E. H. BOWEN, SHERBROOKE, QUE.</b> Manufacturers' Agent and Broker.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers <b>77 York Street, Toronto</b></p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>S. Robitaille &amp; Co.</b> Sherbrooke - - - Quebec Manufacturers' Agents and Grocery Brokers We are open for a few more first-class lines in Confectionery and Groceries.</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers <b>TORONTO, Ont. DETROIT, Mich.</b></p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen <b>ST. JOHN, - - - N.B.</b> Open for a few more first-class lines.</p>	<p><b>ON SPOT</b> Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts. Quotations gladly furnished. <b>Lind Brokerage Company</b> 73 Front St. E., Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>Consignment of genuine Fraser River Sockeye Sal- mon. Ask for prices.</p>	<p><b>OUT FOR MORE BUSINESS</b> <b>THE HARRY HORNE CO.</b> Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, - - Toronto We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference— traders Bank. We solicit your correspondence.</p>
<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers <b>TORONTO</b></p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. <b>WINNIPEG, - - - MAN.</b> Domestic and Foreign Agencies Solicited.</p>
<p><b>I WILL GET BEHIND AND PUSH</b> one good staple line. No "dead ones" or "may- bes" considered. I only want one, so write me to-day. <b>G. WALLACE WEESE</b> Manufacturers' Representative 30-32 Main St. East HAMILTON, Canada "Face to Face Business"</p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>Prout, Simpson &amp; Co.</b> Wholesale Produce Merchants We are open to act as Selling Agents and Distributors for few suitable lines. References—Standard Bank, Winnipeg</p>
<p><b>BUCHANAN &amp; AHERN</b> Wholesale Commission Merchants and Importers QUEBEC, P.Q. Groceries, Provisions, Sugars, Molasses, Dried Fruit and Nuts, Grain, Mill Feed, Fish, Fish Oil, Etc. Correspondence solicited. P.O. Box 29</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited.</p>	<p>Splendid Trackage Warehouse. Low In- surance Rates. <b>WINNIPEG - - - MAN.</b></p>
	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p><b>Canadian Manufacturers and Exporters</b> Are you aware of the fact that there are 44 millions Irishmen prepared to buy Canadian Goods? Don't you want some of this business You can get into touch with 5,000 distributors every week by advertising in THE IRISH GROCER, DRUG, PROVISION and GENERAL TRADES' JOURNAL, the best known general store and grocery paper in Ireland. Write for sample copy and particulars to <b>10, Garfield Chambers, Belfast, Ireland</b></p>

A sure, easy and satisfactory way  
to make money

Sell



1/2-lb.

1-lb.

2-lb. cans—

Whole or ground—

Retails at 40c. lb.

It will bring you new customers  
WE GUARANTEE EVERY TIN

**EBY-BLAIN, LIMITED**

COFFEE  
IMPORTERS

**TORONTO**

***Have you an exacting Tea Trade?***

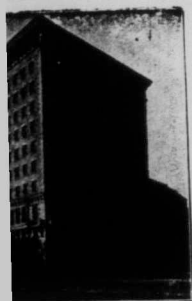
If they are requiring a strictly high-grade tea at a moderate price, you will have no difficulty in suit- ing them with

***“RAM LAL'S PURE TEA”***

It is grown, plucked, and expertly blended for just that exactly high-class trade of yours.

Send to us for samples and particulars.

***Ram Lal's Pure Tea Co., Limited***  
***Montreal, Canada***



Winnipeg Office

K & CO.

Agents

Toronto

Cheese Co.

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Company

Toronto

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correspondence.

RUESDALE

Watson & Co.)

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Bank, Winnipeg

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HIGH GROCER, DRUG,

TRADES JOURNAL,

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's, Belfast, Ireland

THE CANADIAN GROCER.

# PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

## GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES



### Fairbank's Famous Five

Your stock is not complete without Fairbank's Famous Five Products, viz. :

- Fairbank's Gold Dust Washing Powder
- " Fairy Soap (for Toilet and Bath)
- " Glycerine Tar Soap
- " Sunny Monday Laundry Soap (contains no rosin)
- " Pummo Soap

Half Box Gold Dust free with each 5 box purchase.

WRITE FOR PRICES

**THE N. K. FAIRBANK COMPANY**  
MONTREAL, CANADA

Things That Shouldn't Be



Fruits and Vegetables Left on the Sidewalks in Boxes Invite  
Microbes and Dust from the Air.

The cartoon as above appeared in last week's Grocer.

It is a very strong argument in favor of using Canned Fruits and Vegetables instead of fresh.

Canned Fruits and Vegetables as put up by the Dominion Cannery, Limited, are guaranteed to be absolutely pure. They are packed practically the same day as picked, when at their best for table use, and are thoroughly sterilized. It is absolutely impossible to have any microbes or germs in them.

Show this cartoon to your lady customers and with the arguments we have given you, you will be able to largely increase your sales of canned goods.

**DOMINION CANNERS**

Limited

HAMILTON,

CANADA

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KAGES



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ANY

THE CANADIAN GROCER.

# POULTON & NOEL, Ltd.

English Preserved Provision Manufacturers

LONDON, ENGLAND



OX TONGUES  
POTTED MEATS  
GALANTINES  
ETC., ETC.



IN GLASSES AND TINS

PRICE LIST MAY BE HAD ON APPLICATION TO US OR

ROSE & LAFLAMME, Limited, Agents for Quebec and Ontario

MONTREAL

TORONTO

## The W. A. Freeman Co., Limited MANUFACTURERS, MERCHANTS

Phones

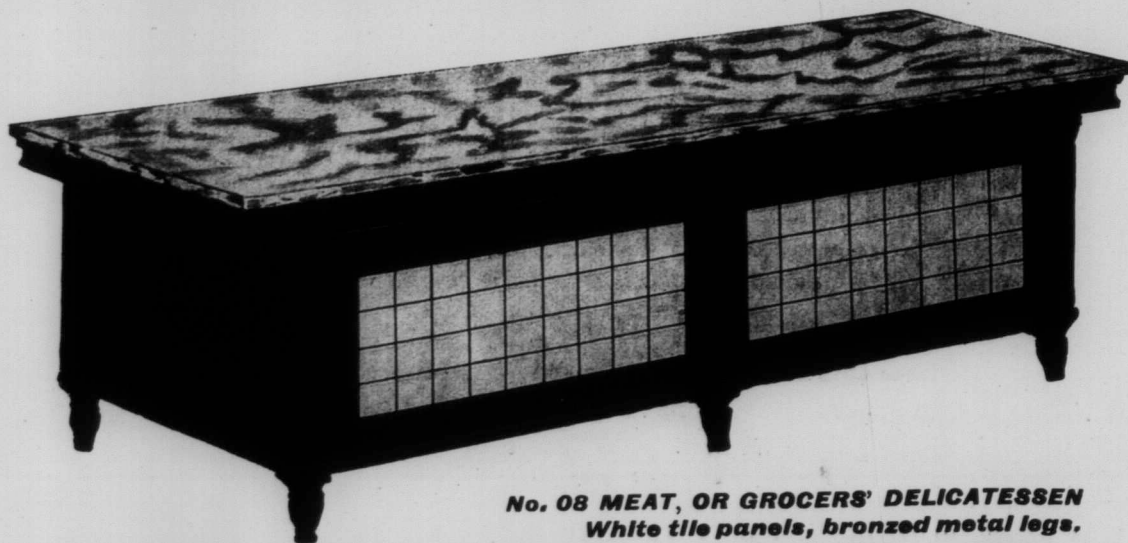
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597



Cable

Address

"FREEMAN"

No. 08 MEAT, OR GROCERS' DELICATESSEN  
White tile panels, bronzed metal legs.

Counters, Silent Salesmen, Portable Offices,  
Oyster Cabinets, Etc.

Please Write for Catalogue

HAMILTON,

-

-

CANADA



# Permanent Patrons and Constant Demand



Perfect Vinegar requires no persuasive salesmanship. It is the easiest to handle and the most satisfactory to sell.

Our Pure Malt Vinegar being of delicious flavour, full and rich, is used more often and more liberally at the table than inferior grades, and is thus in more constant demand.

## White Cottell & Co.'s Vinegar

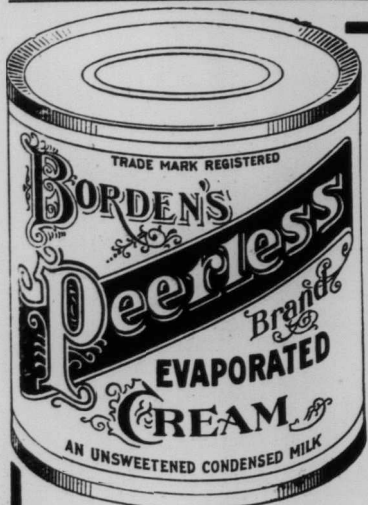
is perfection, of guaranteed strength, rich in aroma and flavour. Keeps well and always gives satisfaction.

**CANADIAN AGENTS:**

Messrs. Martin & Robertson, Vancouver and Victoria, B.C.  
Messrs. W. L. Mackenzie & Co., Ross Ave., Winnipeg.  
MacGregor Specialty Co., 437 Parliament St., Toronto.  
Mr. Kenneth H. Munro, Montreal.  
Mr. L. A. Gastonguay, 60 Bedford Row, Halifax, N.S.

## White Cottell & Co.

CAMBERWELL, S.E., LONDON, ENG.



UNSWEETENED

# Borden's Brands Do Build Trade—

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

Always keep Borden's Brands to the front.

## Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

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



by which their Preserved Milk will hereafter be designated and for additional protection against imposition each label will bear the signature.

Gail Borden

BORDEN'S CONDENSED MILK CO.  
NEW YORK U.S.A.



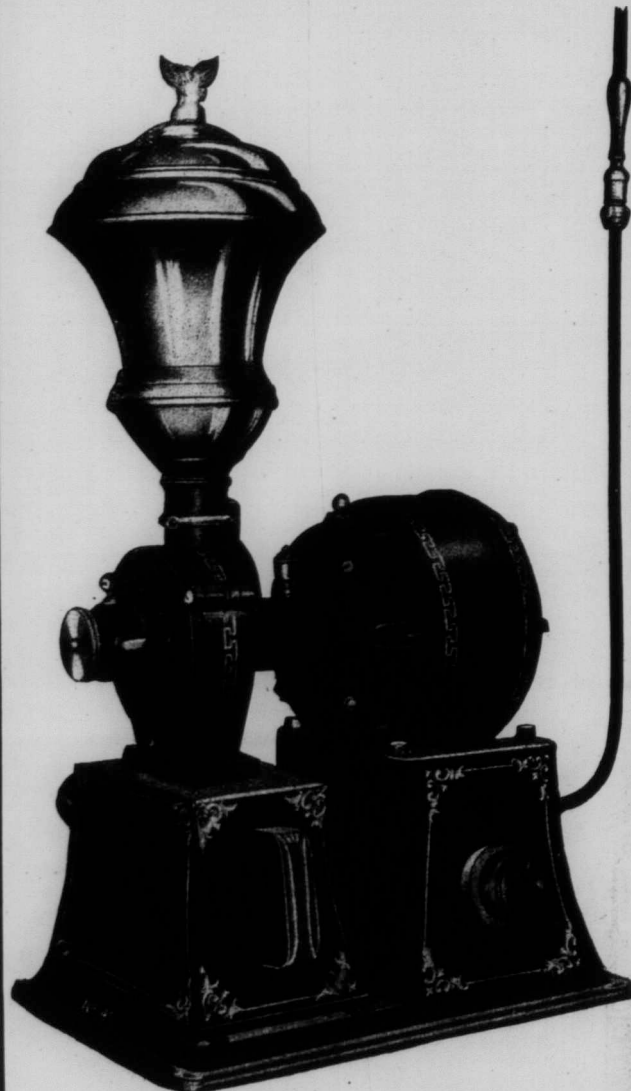
Retailers are advised to place orders with their jobbers at once, as spring importations are about to be received in Canada, and live grocers will want prompt deliveries.

PROPRIETORS:

**ROWAT & CO.**  
GLASGOW, - SCOTLAND

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

# The Ideal Mill for the Grocer



In compactness, neatness and stability, no less than in attractiveness, finish and beauty of design

## 'Coles' Electric Coffee Mill

has no peer at any price.

It will granulate 2 lbs. of Coffee per minute, and is connected direct up to your lamp socket, saving cost of wiring. The price cannot fail to attract you.

\$65 for D.C. current, (\$75 for A.C. current) and we guarantee each machine perfect. Write for details.

**COLES MANUFACTURING CO.**  
1625 North Twenty-third St., Philadelphia

**AGENTS:**

Chase & Sanborn, Montreal  
Todhunter, Mitchell & Co., Toronto and Winnipeg  
Young Bros., Vancouver, B.C.

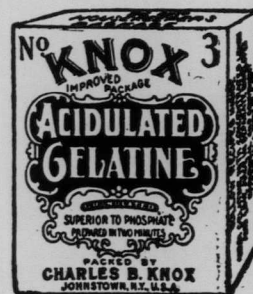


# We're Going To Increase Your Profits

by making KNOX GELATINE IN CANADA and giving you the amount that will be saved in duty. This increased profit is one reason why it will pay you to recommend KNOX GELATINE to your customers and another reason is its quality (and purity) which will surely please them and bring them back again and again.

## CHARLES B. KNOX CO.

JOHNSTOWN, - N. Y.



### The Reputation of Purnell's Pickles, Sauces and Pure Malt Vinegar



is one based on General  
Quality and Right Packing.

CANADIAN GROCERS find them the most ready and profitable sellers of any lines imported. Are you getting your customers interested?

*Your Jobber Can Sell Them.*

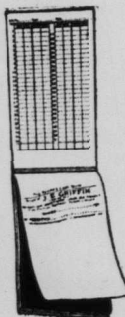
**Canadian Agents:**

Charlottetown, P. E. I., Horace Haszard;  
St. John, N. B., C. E. McMichael;  
Halifax, N. S., Erb & Rankin; Montreal  
and Ottawa, C. S. Harding, Canada  
Life Building; Quebec, Cy. de Bon-  
homme, 131 St. Peter St.; Toronto,  
Lind Brokerage Co., 73 Front St. E.;  
Hamilton, J. H. Stratton & Co.; Winni-  
peg, Carman, Blanchard & Wood, 141  
Bannatyne Avenue E.; Vancouver,  
B. C., C. E. Jarvis & Co., Mercantile  
Bldg., cor. Cordova and Homer Sts.



Better Service.      No Advance in Price

## COUNTER CHECK BOOKS To Suit Any System



Write for samples, or tele-  
phone repeat orders at our  
expense.

**F. N. BURT COMPANY, Limited**  
TORONTO      and      MONTREAL  
Phone Main 2511      Phone Uptown 5962

Mill  
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ility, no less  
uty of design  
**ee Mill**

e per minute,  
lamp socket,  
cannot fail to

A.C. current)  
erfect. Write

**ING CO.**  
hiladelphia

Winnipeg

**WHITE SWAN  
BAKING POWDER**

Is a well-known medium-priced Baking Powder which

**CONTAINS NO ALUM**

and is sold in every Province in Canada

**"CONTAINS ON ALUM"**

was true of

**White Swan Brand  
BAKING POWDER**

Many Years Ago And is True To-day

**IT WAS NEVER**

**SOLD AT FANCY PRICES**

And costs you much less than other brands

A CARD WILL BRING YOU FULL INFORMATION

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



**Tell this  
to the  
WOMEN**

By using Minute Tapioca a first-class, delicious summer dessert can be produced in fifteen minutes.

Minute Tapioca does not require soaking—ready for instant use right from the package. One package of

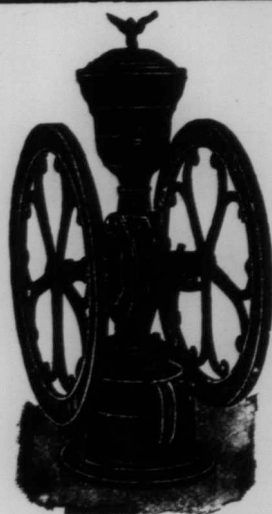
**MINUTE TAPIOCA**

makes six full quarts of a pudding that is unusually delicious in taste and appetizing in appearance.

MINUTE TAPIOCA is absolutely pure and is put up in the largest and most sanitary tapioca factory in the world.

Ask your Jobber for  
**MINUTE TAPIOCA**

**Minute Tapioca Co., Orange, Mass.**



Exclusive  
**SPECIAL  
Adjuster**

**Elgin National  
Coffee Mills**

can be regulated to grind coarse or fine when running, and the special adjusting device is used on our mills only. All our mills are built on merit, are the highest standard of excellence, are strong, fitted with steel burrs and run easily, smoothly and satisfactorily.

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Codville Co. (and branches); Foley Bros., Larson & Co. (and branches).  
VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.  
HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.  
TORONTO—Eby, Blain, Ltd.  
LONDON—Gorman, Eckert & Co.  
ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.  
REGINA, SASK.—Campbell Bros. & Wilson  
MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

**Smoked Herring  
in Bouillon**

The new line put up by CHR. BJELLAND & CO., Stavanger, Norway (packers of King Oscar Brand Sardines.)

**A large tin of small  
Herrings packed sardine style in Spiced  
Bouillon.**

Pays the retailer a handsome profit at

**10 cents per tin.**

**John W. Bickle & Greening**

(J. A. Henderson)

Canadian Agents

Hamilton

## Cane's "New Idea" Butter Tubs

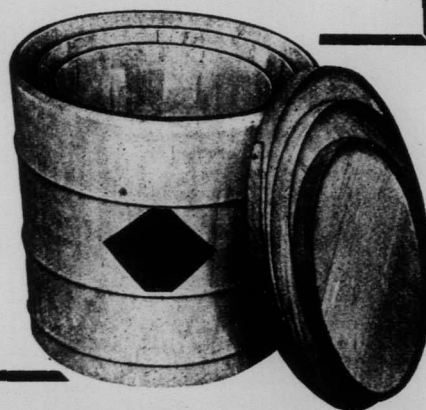
These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

### YOU SHOULD HANDLE THEM

because they return you a fair profit and never fail to give entire satisfaction.

Ask your jobber for Cane's "New Idea" Butter Tubs, and when buying any kind of Woodenware remember Cane's is the best line made

The Wm. Cane & Sons Co., Limited, - Newmarket, Ont.



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

### "Klondike" and "Jubilee"

Manufactured by

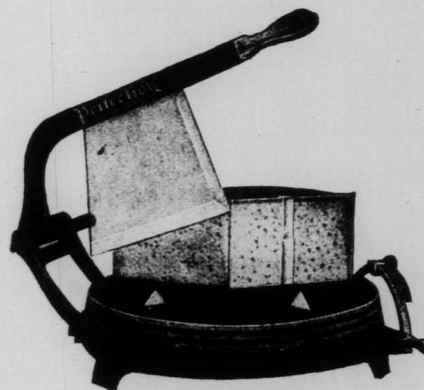
**Stevens-Hepner Co., Limited**

Port Elgin, Ontario, Canada

## The Perfection Cheese Cutter

IS THE BEST

(Made in Canada)



The "Perfection"

Because it combines simplicity of operation with perfect accuracy.

No necessity for figuring and consequent mistakes. Place the cheese in position and the Cutter does the rest.

Manufactured only by

**American Computing Co. of Canada**  
HAMILTON, ONT.

Agents for Ontario:  
Messrs. W. B. Bayley & Co., Toronto  
Agents for Quebec:  
Messrs. F. L. Benedict & Co., Montreal

# SYMINGTON'S

## COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST  
THOMAS SYMINGTON & CO.

TO BE HAD OF ALL  
WHOLESALEERS

ALWAYS READY!  
ALWAYS PURE!  
ONE STANDARD  
QUALITY!

EDINBURGH

# Gossages' Magical Soap

The Best, The Sweetest  
and The Cheapest  
Free Lathering Soap  
in the Market.

GUARANTEED GENUINE

William Gossage & Sons, Ltd., Widnes, Eng.



## Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring  
Extracts, Pure Jams  
and Jellies

WE WANT YOU to do so.  
IT WILL PAY YOU to do so.  
YOU WILL do so if you try them once.

WRITE US

**Empress Manufacturing Co.**

Limited

VANCOUVER, B.C.

## A REPUTATION

FOR QUALITY, VALUE AND SERVICE is worth more than extra profits on "cheap brands."

One policy gets and keeps customers; the other drives business away.

## HEINZ 57 VARIETIES Pure Food Products

are business builders, because they return a good profit to the merchant and are guaranteed to please the consumer, or money back.

Heinz Products are made in model kitchens which are open to the public every working day, and the public knows it—we had more than 35,000 visitors last year.

No Benzoate of Soda or other drugs are used in the Heinz establishment, and the people have confidence in any food that bears the name of HEINZ.

**H. J. HEINZ COMPANY**

Members of American Association for the  
Promotion of Purity in Food Products



# Balaklava Brand

You can't eat soup with a fork and you can't put up high class pork and beans unless you pack the best pork and the choicest beans in a modern factory.

Our beans are the pick of the Canadian crop—really choice. And our pork is specially selected, corn-fed stock.

Our factory is modern, equipped in the most up-to-date fashion.

In consequence, when you order Balaklava Brand you secure something much above the average in quality.

## The Eastern Canning Co.

PORT CANADA, : N.B.

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

NO SPRINGS

After 9 Years' Test and Its Adoption by the World's Greatest Merchants

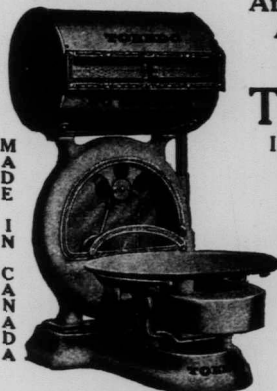
## The Toledo Scale

Is Now the Recognized Standard.

1. It is Automatic.
2. It contains No Springs.
3. It is always reliable—not affected by temperature.
4. Guarantees Honest Weight.
5. Pleases Customers and Brings Trade.
6. Saves Money, Time and Labor.
7. Is Most Beautiful and Attractive.

105 Styles and Sizes for all kinds of Stores  
PRICES \$40 UP.

MADE IN CANADA



70,000 Now in Use

J. G. McGrorey & Company use 100 Toledo Scales in their various 5c. and 10c. stores, and say:

"The Toledo Computing Candy Scales in use in our various stores have proven to date eminently satisfactory."

"The figures given out by our Mr. Shaw in his statement of November 5th would indicate that the scales in use in our Washington Store are saving us about 75c. per day per scale and are giving to our trade correct weight on every draft."  
—J. G. McGrorey & Co.

Scales of all makes taken in exchange rebuilt and for sale cheap  
Send for Catalogue, Free

**Toledo Computing Scale Co.**

Makers of Honest Scales  
TOLEDO OHIO  
OFFICES:  
Toronto, 335 Yonge St.  
Winnipeg, Edmonton, Calgary



MADE IN CANADA

NO SPRINGS

## White Mop Wringer



always proves a splendid seller, because it does all we claim for it.

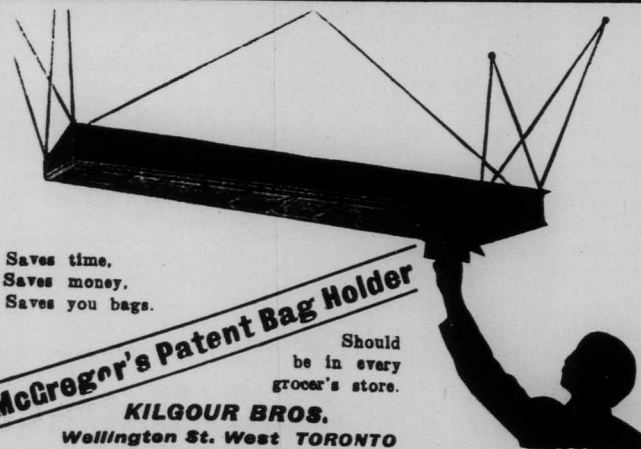
It never disappoints. Wrings drier and easier than any other device.

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

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



Saves time.  
Saves money.  
Saves you bags.

Should be in every grocer's store.  
**McGregor's Patent Bag Holder**  
**KILGOUR BROS.**  
Wellington St. West TORONTO

# T-E-A-S T-O B-U-R-N

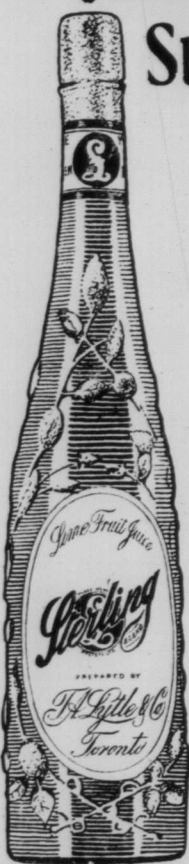
is not what people want

Our former quotations have attracted a great deal of attention from Independent Buyers. We have still a large quantity of nice Japan Teas in stock which we are offering at 16½c., 18½c. per lb. Choice quality Black and Green Teas at the same prices. Gunpowder Teas in caddies, matted, extra values at 12½c., 14½c., 16½c. per lb. Young Hyson Teas in half chests, matted, at 12½c., 14½c., 16½c., 18½c. per lb.

**R. Simpson & Co. Cor. Gore and Hughson Sts. Hamilton, Ont.**

TELEPHONE 3541

FORMERLY OF GUELPH



## Summer Drinks!

There's a big family consumption of Summer Drinks, Mr. Grocer, which you can satisfy successfully if you are handling

### STERLING BRAND Lime Juice

SUMMER CORDIALS and SYRUPS

Like all "Sterling" goods, their quality is unexcelled, and they leave the retailer a 'well-worth-while' profit. Stock up to-day.

SEND FOR PRICES

**THE T. A. LYTLE CO., LIMITED**  
Sterling Road, TORONTO

When You Buy

# Redpath

Extra Granulated Sugar, you secure the results of the latest process, of modern machinery and of years of experience.

Manufactured by

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



## PURITY AND STRENGTH

have combined to make

### SHIRRIFF'S FLAVORING ESSENCES

prime favorites with the economical housewife. This is a most profitable line for you to handle, and proves a steady year round seller.

See to your stocks. Order direct or through your jobber.

**Imperial Extract Co., - - 8, 10, 12 Matilda Street TORONTO, CANADA**



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest malted barley.

AGENTS

W. S. Clawson & Co., South Wharf, St. John, N.B.

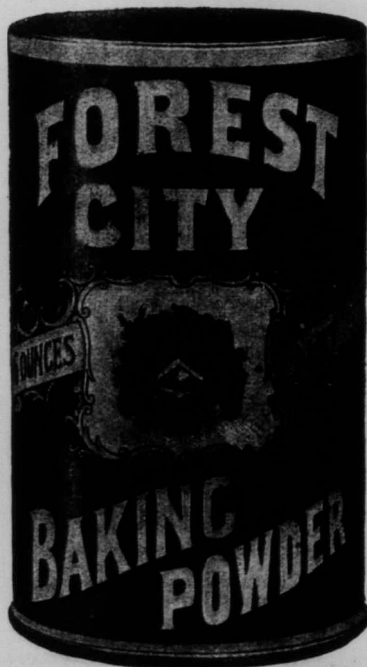
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

## FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.

12 oz. " \$1.25 "

16 oz. " \$1.50 "

Manufactured By

**GORMAN ECKERT & CO., Limited**

London & Winnipeg

## ASEPTO

### SOAP POWDER

"The Enemy of Dirt"

There's mighty good business ahead for every grocer who features ASEPTO SOAP POWDER, because it stands unrivalled for every kind of house cleaning.

It is very economical to use, and leaves a splendid profit for the retailer.

Try a case, if you are not now handling it. You'll be surprised how it sells.

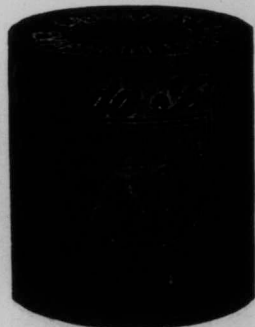
### Asepto Manufacturing Co.

ST. JOHN, N.B.

Agents: Rose & Laflamme, Ltd., Montreal

*THERE'S a reason why*

## Canada First Evaporated Cream



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

**Order from your wholesaler.**

THE AYLMEY CONDENSED MILK CO., Limited,

AYLMER, ONT.

**Tartan**  
**BRAND**

**CANNED GOODS ARE GETTING SCARCE**

—And advancing in price. We have a full assortment of finest quality. Get in your orders while they last.

Five free phones **NO. 596** for Out-of-Town Buyers at your service.

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

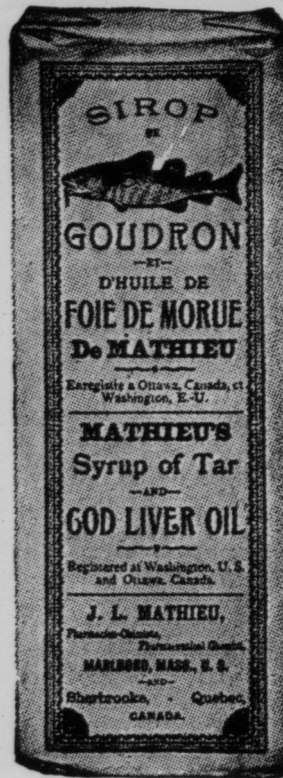
Made only from Pure Cane Sugar

The Trade will appreciate the advantage of our machine sewn bags if they will follow these instructions in opening them:—

Cut off the shortest chain close to the side of the bag, and pull out the single thread.

This is a quick operation and leaves the bag in perfect condition.

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



**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

**MATHIEU'S NERVINE POWDERS**

are the safest sellers amongst all the cold cure and cough remedies on the market.

The sale has increased enormously—Thousands of testimonials attest their wonderful value—They never become dead stock—They afford dealers a good profit—Those who once use them make them a household remedy—Dealers who do not carry them simply lose sales that go elsewhere.

As the demand will be continuous for some months order a good supply now.

Sold by all wholesale dealers.

AND

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

Distributors for Western Canada:

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

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

**Absolute Purity is Essential**

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

PUT UP ONLY BY

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

# Royal Salad Dressing

Grocers say "People no longer consider ROYAL SALAD DRESSING a luxury, it's a necessity."

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

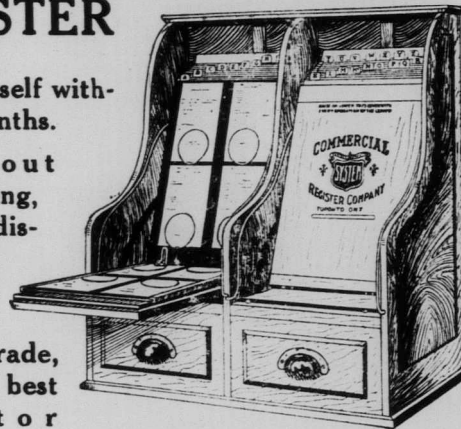
**The Horton-Cato Mfg. Co.**

Windsor, :: :: Ontario

# THE COMMERCIAL REGISTER

Pays for itself within few months.

It cuts out Bookkeeping, prevents disputes with customers, increases trade, and is the best collector known.



Send postal for catalogue and testimonials of Canadian Merchant users that you know.

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.

## "BANNER" & "PRINCESS"

CONDENSED MILK

are prepared from the purest and richest country milk, with no addition but that of pure sugar.

### St. George Evaporated Cream

(Unsweetened)

The most sanitary conditions are observed in the canning and handling of the milk. The reputation of these brands as genuine satisfaction-givers is unsurpassed.

Lines that mean much in profit and reputation to every grocer who handles them.

**J. MALCOLM & SON**

ST. GEORGE,  
ONT.

# SNAP

The Magic Hand Cleaner

All kinds of housework and other honest toil entail soiled hands, and there's nothing half so effective as SNAP for cleaning them. It will remove every vestige of tar, grease, paint or dirt in the minimum of time and is, moreover, beneficial to the skin.

SNAP is a steady all-year-round seller and should find a prominent place on every grocer's shelves.

Order from Your Jobber

**SNAP CO., Limited**  
MONTREAL, :: :: CANADA



**It grows—and grows—and grows—does the demand for H.P. SAUCE**

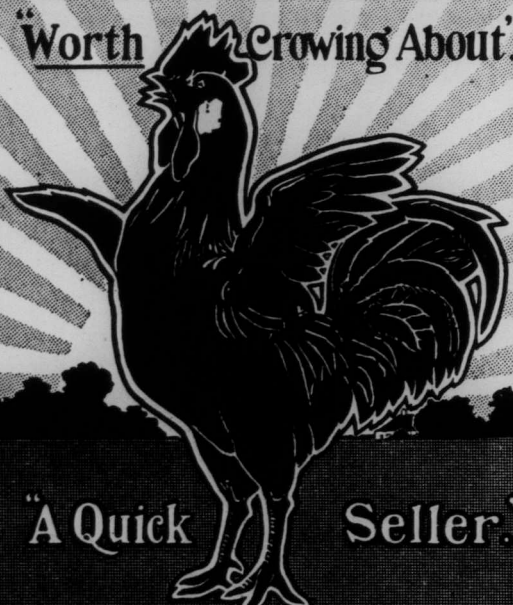
Be ready to meet it—be progressive—be wide awake. If you don't supply H.P. "the other fellow" will; probably he'll soon be supplying a good many other things too, for a customer who wants H.P. means to have it, and when she's had H.P. once she's more than ever certain to take care she gets it again.

The moral is very simple—and very sound.

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

**H.P. SAUCE**

"Worth Crowing About."



"A Quick Seller."

**BAIRD'S SAUCE**

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

Agents:—Geo. Stanway & Co., Toronto; W. L. McKenzie & Co., Winnipeg; R. Robertson & Co., Vancouver and Victoria.

**GINGERBREAD BRAND**  
**MOLASSES**

A Molasses that increases your sales.

THREE reasons for it:

- No. 1—A Strong Baker
- No. 2—Body
- No. 3—Flavor

Packed in tins—2's, 3's, 5's, 10's and 20's; pails—1's, 2's, 3's, 5's gals. and in barrels and halves.

A trial order from your wholesaler will convince you that Gingerbread Brand is

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses Co., Limited**  
**HALIFAX - NOVA SCOTIA**



**BIGGER AND BIGGER SALES**

That's the tale you'll have to tell if you are featuring

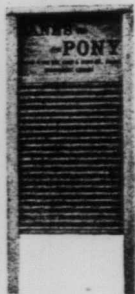
**AURORA COFFEE**

because superior merit and better value are bound to win. "Aurora" is the coffee with that exquisite aroma and flavor which guarantees repeats. It is the best that money can buy and retails at 40c., leaving you a splendid profit.

Branch: Sault Ste. Marie

**W. H. GILLARD & CO., :: Hamilton, Ont.**

## It Pays To Sell Cane's Washboards



because they are the best-made washboards on the market and are as good as washboards can possibly be made. Made in ten different styles and grades to suit every class of demand. These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.



**The Wm. Cane & Sons Co., Ltd.**  
NEWMARKET, ONT.

Send us your order now  
FOR

## "KANDY KID"

Molasses Popcorn.

Price is 90c. a carton of 2 dozen.

Retails 5c. a package.

A case contains 6 cartons.

It's a Seller and Repeater.

**We Expect to Ship Next Week.**

**John Sloan & Co.**

TORONTO :: :: BELLEVILLE

ARE YOU SELLING

# 2 IN 1

SHOE POLISH?

It is more in demand than ever, because the public realize its superlative merit. Damp, cold and heat alike have no effect on this polish, which lengthens the life of the shoe and produces a quick, lasting shine.

See that you are well stocked in the rapid-selling and satisfaction-giving line.

Order



To-day

THE  
**F. F. DALLEY**  
Co., Ltd.

Hamilton  
ONTARIO, and  
Buffalo,  
N.Y.



## QUALITY

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

Sold by leading hardware dealers, or write to us.

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

## McLean's

We originated the line of shredded cocoanut now so popular in Canada. The quality has ever been maintained.

THE CANADIAN COCOANUT COMPANY  
MONTREAL



**CASH OR PARCEL CARRIERS**

SAVE TIME & MONEY



**OUR GUARANTEE**

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



**CATALOG FREE**

**THE GIPE CARRIER COMPANY**

99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON, E.C. ENG.



**"Bluenose" Quality**

Packed in Nova Scotia just as it comes from the dairies. This famous butter in tins is of highest quality. You can always guarantee it.

**SMITH & PROCTOR, Sole Packers, Halifax, N.S.**



**White Dove Cocoanut**

stands alone, far superior in quality to all other makes. This is because of the special care exercised in preparing it and our expert knowledge of the business.

*You sell it?*

**W. P. Downey**

Maker

**MONTREAL**

**Avoid that Needless Loss**

Modernize your method of handling credit customers. Adopt the plan that has proved itself successful all over America.

**Allison COUPON BOOKS**

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

**HOW THEY WORK**



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

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

**By Pleasing Both**

women and grocers, Fels-Naptha soap's popularity steadily increases; and no grocer's stock is really complete without an ample stock of it. All wholesalers are glad to supply you Fels-Naptha Soap.



*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.

**GEORGE & BRANDNY**

Established 1879

Shipping and Commission Agents

Dealers in Coffee, Cocoa, Pimento, Hides, Honey Wax, Sugar, Rum, etc., etc.

KINGSTON, JAMAICA



**CHINESE STARCH**

Quick Sales. Satisfaction. Large Profit. No Dead Stock.

Get Prices

**OCEAN MILLS MONTREAL**



**COCOANUT**

# Wagstaffe's Fine Old English Pure Orange Marmalade

(All Orange and Sugar)

## SOLD OUT !

### Why is This ?

Because it has the flavor—the flavor that is appetising. We had to cut all orders down one-half. There is only a small stock in the hands of the wholesale trade.

BUY WAGSTAFFE'S

## WAGSTAFFE LIMITED

Pure Fruit Preservers

HAMILTON, ONTARIO

# "CENTURY SALT"

The well-advertised Salt—have you got it? Let us hear from you, and we'll send new price list—we want your business, and will take every care of it when we get it. *Century Salt* is well advertised—it's the Salt to sell! Manufactured and shipped in various grades—Table, Dairy, ordinary Fine and Coarse Salt, etc. We have taken over the plant formerly operated by The Empire Salt Company, Limited, of Sarnia—and will make salt *Right* in both quality and price. Let us hear from you.

## Dominion Salt Co., Ltd.

Manufacturers and Shippers

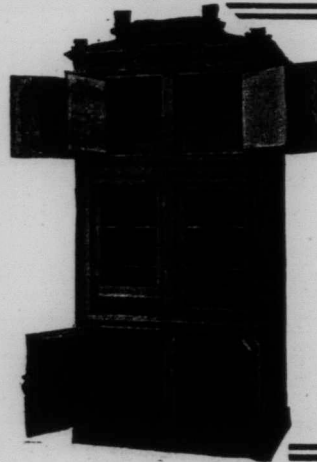
SARNIA,

ONTARIO

## Get Wise to the Profit Problem KITCHENER BRAND PORK AND BEANS

are equal in quality and selling at 25 per cent. less than the best packs on the market. Why not, Mr. Grocer, make this profit? Our beans are all hand picked and put up in the new sanitary can, in 1, 2 and 3 lb. sizes, plain or tomato sauce. We also have a full line of fruits and vegetables. If your wholesaler cannot supply you, write us direct for prices.

THE OSHAWA CANNING CO., Limited  
OSHAWA, ONT.



## YOUR PROFITS

in the handling of your perishables, such as butter, eggs, etc., are secured if you are using an

## ARCTIC Refrigerator

The 'Arctic' is the 'last word' in scientific refrigerator construction, and is more over a handsome ornament to any store.

Arctic Refrigerators for All Purposes.

JOHN HILLOCK & CO.

Queen and George Sts., TORONTO

Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg



# The Quickest Trip from Plantation to Purchaser

There is a fresh picking of "SALADA" every week and all the year round. The climate of Ceylon makes this possible. Ten weeks after being gathered it reaches you. It is packed in lead packages to ensure uniform goodness.

It is protected every step of the way from plantation to purchaser.

Bulk Tea grows old and stale rapidly—being unprotected, it cannot escape deterioration. It soon loses freshness.

We have always advocated the supreme importance of fresh tea—of buying in small quantities and buying often. It does not pay a grocer to buy heavily and keep tea in stock so that it reaches the consumer in impaired condition.

We back up our belief in the paramount importance of fresh tea by unconditionally guaranteeing to refund the full purchase price—to pay the freight both ways—to any merchant who has any "SALADA" in stock that is over six months old.

We do our utmost to have "SALADA" reach the consumer in all its garden freshness and fine flavor. We ask your co-operation in our efforts to serve the public with fresh tea.

The "Salada" Tea Co., - Toronto or Montreal

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	Dominion Molasses Co. .... 9	Dominion Molasses Co. .... 9	Dominion Molasses Co. .... 9	Dominion Molasses Co. .... 9	Dominion Molasses Co. .... 9
	Dominion Register Co. .... 47	Dominion Register Co. .... 47	Dominion Register Co. .... 47	Dominion Register Co. .... 47	Dominion Register Co. .... 47
	Dominion Salt Co. .... 22	Dominion Salt Co. .... 22	Dominion Salt Co. .... 22	Dominion Salt Co. .... 22	Dominion Salt Co. .... 22
	Dominion Warehousing Co. .... 12	Dominion Warehousing Co. .... 12	Dominion Warehousing Co. .... 12	Dominion Warehousing Co. .... 12	Dominion Warehousing Co. .... 12
	Downey, W. F. .... 21	Downey, W. F. .... 21	Downey, W. F. .... 21	Downey, W. F. .... 21	Downey, W. F. .... 21
	Duncan, W. W. .... 38	Duncan, W. W. .... 38	Duncan, W. W. .... 38	Duncan, W. W. .... 38	Duncan, W. W. .... 38
<b>E</b>	Eastern Canning Co. .... 13	Eastern Canning Co. .... 13	Eastern Canning Co. .... 13	Eastern Canning Co. .... 13	Eastern Canning Co. .... 13
	Eby-Blain Limited. .... 3	Eby-Blain Limited. .... 3	Eby-Blain Limited. .... 3	Eby-Blain Limited. .... 3	Eby-Blain Limited. .... 3
	Edwardsburg Starch. .... outside front cover	Edwardsburg Starch. .... outside front cover	Edwardsburg Starch. .... outside front cover	Edwardsburg Starch. .... outside front cover	Edwardsburg Starch. .... outside front cover
	Empress Mfg. Co. .... 12	Empress Mfg. Co. .... 12	Empress Mfg. Co. .... 12	Empress Mfg. Co. .... 12	Empress Mfg. Co. .... 12
	Escott, W. H. .... 52	Escott, W. H. .... 52	Escott, W. H. .... 52	Escott, W. H. .... 52	Escott, W. H. .... 52
	Estabrooks, T. H. .... 39	Estabrooks, T. H. .... 39	Estabrooks, T. H. .... 39	Estabrooks, T. H. .... 39	Estabrooks, T. H. .... 39
	Eureka Refrigerator Co. .... 18	Eureka Refrigerator Co. .... 18	Eureka Refrigerator Co. .... 18	Eureka Refrigerator Co. .... 18	Eureka Refrigerator Co. .... 18
	Evans, F. G., & Co. .... 38	Evans, F. G., & Co. .... 38	Evans, F. G., & Co. .... 38	Evans, F. G., & Co. .... 38	Evans, F. G., & Co. .... 38
	Ewen, J. W. .... 52	Ewen, J. W. .... 52	Ewen, J. W. .... 52	Ewen, J. W. .... 52	Ewen, J. W. .... 52
	Ewing, S. H., & Sons. .... 16	Ewing, S. H., & Sons. .... 16	Ewing, S. H., & Sons. .... 16	Ewing, S. H., & Sons. .... 16	Ewing, S. H., & Sons. .... 16
<b>F</b>	Fairbank Co. N. K. .... 4	Fairbank Co. N. K. .... 4	Fairbank Co. N. K. .... 4	Fairbank Co. N. K. .... 4	Fairbank Co. N. K. .... 4
	Fearman, F. W., Co. .... 44	Fearman, F. W., Co. .... 44	Fearman, F. W., Co. .... 44	Fearman, F. W., Co. .... 44	Fearman, F. W., Co. .... 44
	Fels & Co. .... 21	Fels & Co. .... 21	Fels & Co. .... 21	Fels & Co. .... 21	Fels & Co. .... 21
	Freeman Co., W. A. .... 6	Freeman Co., W. A. .... 6	Freeman Co., W. A. .... 6	Freeman Co., W. A. .... 6	Freeman Co., W. A. .... 6
	Fuller, C., & Bro. .... 20	Fuller, C., & Bro. .... 20	Fuller, C., & Bro. .... 20	Fuller, C., & Bro. .... 20	Fuller, C., & Bro. .... 20
<b>G</b>	George & Branday. .... 21	George & Branday. .... 21	George & Branday. .... 21	George & Branday. .... 21	George & Branday. .... 21
	Gibb, W. A. Co. .... 56	Gibb, W. A. Co. .... 56	Gibb, W. A. Co. .... 56	Gibb, W. A. Co. .... 56	Gibb, W. A. Co. .... 56
	Gillard, W. H., & Co. .... 19	Gillard, W. H., & Co. .... 19	Gillard, W. H., & Co. .... 19	Gillard, W. H., & Co. .... 19	Gillard, W. H., & Co. .... 19
	Gillett, E. W., Co., Ltd. .... 47	Gillett, E. W., Co., Ltd. .... 47	Gillett, E. W., Co., Ltd. .... 47	Gillett, E. W., Co., Ltd. .... 47	Gillett, E. W., Co., Ltd. .... 47
	Gipe Carrier Co. .... 21	Gipe Carrier Co. .... 21	Gipe Carrier Co. .... 21	Gipe Carrier Co. .... 21	Gipe Carrier Co. .... 21
	Goodwillie & Son. .... 48	Goodwillie & Son. .... 48	Goodwillie & Son. .... 48	Goodwillie & Son. .... 48	Goodwillie & Son. .... 48
	Gorham, J. W., & Co. .... 2	Gorham, J. W., & Co. .... 2	Gorham, J. W., & Co. .... 2	Gorham, J. W., & Co. .... 2	Gorham, J. W., & Co. .... 2
	Gorman, Eckert & Co. .... 15	Gorman, Eckert & Co. .... 15	Gorman, Eckert & Co. .... 15	Gorman, Eckert & Co. .... 15	Gorman, Eckert & Co. .... 15
	Gossage & Co. .... 19	Gossage & Co. .... 19	Gossage & Co. .... 19	Gossage & Co. .... 19	Gossage & Co. .... 19
	Graham Bros. .... 56	Graham Bros. .... 56	Graham Bros. .... 56	Graham Bros. .... 56	Graham Bros. .... 56
	Grant, T. Geddes. .... inside back cover	Grant, T. Geddes. .... inside back cover	Grant, T. Geddes. .... inside back cover	Grant, T. Geddes. .... inside back cover	Grant, T. Geddes. .... inside back cover
	Gunns Ltd. .... 44	Gunns Ltd. .... 44	Gunns Ltd. .... 44	Gunns Ltd. .... 44	Gunns Ltd. .... 44
<b>H</b>	Ham & Nott. .... 20	Ham & Nott. .... 20	Ham & Nott. .... 20	Ham & Nott. .... 20	Ham & Nott. .... 20
	Heinz, H. J., Co. .... 12	Heinz, H. J., Co. .... 12	Heinz, H. J., Co. .... 12	Heinz, H. J., Co. .... 12	Heinz, H. J., Co. .... 12
	Hillock, John & Co. .... 52	Hillock, John & Co. .... 52	Hillock, John & Co. .... 52	Hillock, John & Co. .... 52	Hillock, John & Co. .... 52
	Hodgson Gun Co. .... 52	Hodgson Gun Co. .... 52	Hodgson Gun Co. .... 52	Hodgson Gun Co. .... 52	Hodgson Gun Co. .... 52
	Horne, Harry, Co. .... 2	Horne, Harry, Co. .... 2	Horne, Harry, Co. .... 2	Horne, Harry, Co. .... 2	Horne, Harry, Co. .... 2
	Horton Cato Co. .... 17	Horton Cato Co. .... 17	Horton Cato Co. .... 17	Horton Cato Co. .... 17	Horton Cato Co. .... 17
	H. P. Sauce. .... 19	H. P. Sauce. .... 19	H. P. Sauce. .... 19	H. P. Sauce. .... 19	H. P. Sauce. .... 19
<b>I</b>	Imperial Extract Co. .... 14	Imperial Extract Co. .... 14	Imperial Extract Co. .... 14	Imperial Extract Co. .... 14	Imperial Extract Co. .... 14
	Imperial Tobacco Co. .... 58	Imperial Tobacco Co. .... 58	Imperial Tobacco Co. .... 58	Imperial Tobacco Co. .... 58	Imperial Tobacco Co. .... 58
	Irish Grocer. .... 2	Irish Grocer. .... 2	Irish Grocer. .... 2	Irish Grocer. .... 2	Irish Grocer. .... 2
	Island Lead Mills Co. .... 22	Island Lead Mills Co. .... 22	Island Lead Mills Co. .... 22	Island Lead Mills Co. .... 22	Island Lead Mills Co. .... 22
<b>J</b>	Jameson Coffee Co. .... 40	Jameson Coffee Co. .... 40	Jameson Coffee Co. .... 40	Jameson Coffee Co. .... 40	Jameson Coffee Co. .... 40
	Johnston, Baird & Co. .... 19	Johnston, Baird & Co. .... 19	Johnston, Baird & Co. .... 19	Johnston, Baird & Co. .... 19	Johnston, Baird & Co. .... 19
<b>K</b>	Kilgour Bros. .... 13	Kilgour Bros. .... 13	Kilgour Bros. .... 13	Kilgour Bros. .... 13	Kilgour Bros. .... 13
	Knox, Chas. B., Co. .... 9	Knox, Chas. B., Co. .... 9	Knox, Chas. B., Co. .... 9	Knox, Chas. B., Co. .... 9	Knox, Chas. B., Co. .... 9
<b>L</b>	Lake of the Woods Milling Co. .... 53	Lake of the Woods Milling Co. .... 53	Lake of the Woods Milling Co. .... 53	Lake of the Woods Milling Co. .... 53	Lake of the Woods Milling Co. .... 53
	Lambe, W. G. A. .... 2	Lambe, W. G. A. .... 2	Lambe, W. G. A. .... 2	Lambe, W. G. A. .... 2	Lambe, W. G. A. .... 2
	LaRetreat Factory Co. .... 58	LaRetreat Factory Co. .... 58	LaRetreat Factory Co. .... 58	LaRetreat Factory Co. .... 58	LaRetreat Factory Co. .... 58
	Lascelles de Mercados. .... inside back cover	Lascelles de Mercados. .... inside back cover	Lascelles de Mercados. .... inside back cover	Lascelles de Mercados. .... inside back cover	Lascelles de Mercados. .... inside back cover
	Leard, W. A. .... 56	Leard, W. A. .... 56	Leard, W. A. .... 56	Leard, W. A. .... 56	Leard, W. A. .... 56
	Lemon Bros. .... 56	Lemon Bros. .... 56	Lemon Bros. .... 56	Lemon Bros. .... 56	Lemon Bros. .... 56
	Lytle, T. A. Co. .... 14	Lytle, T. A. Co. .... 14	Lytle, T. A. Co. .... 14	Lytle, T. A. Co. .... 14	Lytle, T. A. Co. .... 14
<b>Mc</b>	MacNab, T. A., & Co. .... 1	MacNab, T. A., & Co. .... 1	MacNab, T. A., & Co. .... 1	MacNab, T. A., & Co. .... 1	MacNab, T. A., & Co. .... 1
	McCabe, J. J. .... 54	McCabe, J. J. .... 54	McCabe, J. J. .... 54	McCabe, J. J. .... 54	McCabe, J. J. .... 54
	McDougall, D., & Co. .... 66	McDougall, D., & Co. .... 66	McDougall, D., & Co. .... 66	McDougall, D., & Co. .... 66	McDougall, D., & Co. .... 66
	McIntosh, F. R., & Co. .... 38	McIntosh, F. R., & Co. .... 38	McIntosh, F. R., & Co. .... 38	McIntosh, F. R., & Co. .... 38	McIntosh, F. R., & Co. .... 38
	McLeod & Clarkson. .... 38	McLeod & Clarkson. .... 38	McLeod & Clarkson. .... 38	McLeod & Clarkson. .... 38	McLeod & Clarkson. .... 38
	MacKay, John, Ltd. .... 52	MacKay, John, Ltd. .... 52	MacKay, John, Ltd. .... 52	MacKay, John, Ltd. .... 52	MacKay, John, Ltd. .... 52
	MacLaren Imperial Cheese Co. .... 2	MacLaren Imperial Cheese Co. .... 2	MacLaren Imperial Cheese Co. .... 2	MacLaren Imperial Cheese Co. .... 2	MacLaren Imperial Cheese Co. .... 2
	McVitie & Price. .... inside front cover	McVitie & Price. .... inside front cover	McVitie & Price. .... inside front cover	McVitie & Price. .... inside front cover	McVitie & Price. .... inside front cover
	McWilliam & Everist. .... 54	McWilliam & Everist. .... 54	McWilliam & Everist. .... 54	McWilliam & Everist. .... 54	McWilliam & Everist. .... 54
<b>M</b>	Maconochie Bros. .... inside front cover	Maconochie Bros. .... inside front cover	Maconochie Bros. .... inside front cover	Maconochie Bros. .... inside front cover	Maconochie Bros. .... inside front cover
	Magor, Frank. .... outside front cover	Magor, Frank. .... outside front cover	Magor, Frank. .... outside front cover	Magor, Frank. .... outside front cover	Magor, Frank. .... outside front cover
	Malcolm, Jno. & Son. .... 17	Malcolm, Jno. & Son. .... 17	Malcolm, Jno. & Son. .... 17	Malcolm, Jno. & Son. .... 17	Malcolm, Jno. & Son. .... 17
	Mathewson's Sons. .... 57	Mathewson's Sons. .... 57	Mathewson's Sons. .... 57	Mathewson's Sons. .... 57	Mathewson's Sons. .... 57
	Mathieu, J. L., Co. .... 16	Mathieu, J. L., Co. .... 16	Mathieu, J. L., Co. .... 16	Mathieu, J. L., Co. .... 16	Mathieu, J. L., Co. .... 16
	Midland Vinegar Co. .... 19	Midland Vinegar Co. .... 19	Midland Vinegar Co. .... 19	Midland Vinegar Co. .... 19	Midland Vinegar Co. .... 19
	Millman, W. H., & Son. .... 2	Millman, W. H., & Son. .... 2	Millman, W. H., & Son. .... 2	Millman, W. H., & Son. .... 2	Millman, W. H., & Son. .... 2
	Minute Tapioca Co. .... 10	Minute Tapioca Co. .... 10	Minute Tapioca Co. .... 10	Minute Tapioca Co. .... 10	Minute Tapioca Co. .... 10
	Montreal Biscuit Co. .... 52	Montreal Biscuit Co. .... 52	Montreal Biscuit Co. .... 52	Montreal Biscuit Co. .... 52	Montreal Biscuit Co. .... 52
	Mooney Biscuit and Candy Co. .... 51	Mooney Biscuit and Candy Co. .... 51	Mooney Biscuit and Candy Co. .... 51	Mooney Biscuit and Candy Co. .... 51	Mooney Biscuit and Candy Co. .... 51
	Morse Bros. .... 62	Morse Bros. .... 62	Morse Bros. .... 62	Morse Bros. .... 62	Morse Bros. .... 62
	Mott, John P. & Co. .... 50	Mott, John P. & Co. .... 50	Mott, John P. & Co. .... 50	Mott, John P. & Co. .... 50</	

# Practical Methods Used in Retail Grocery Stores

London Grocer Fined for Leaving Gum Slot Machine Outside on Sunday—  
Victoria Merchant Gives Method For Cutting down Cost—Keeping Flies From  
The Window—Relation of Price Cutting to Failure—Requisites of the Window  
Trimmer.

## Will Hurt Smaller Merchant.

Broadview, Sask., May 18.—A. R. Colquhoun & Son, in referring to the resolution, submitted by the Retail Merchants' Association to the Ontario Wholesale Grocers' Exchange, that "it is not in the best interests of the grocery trade that some few retail houses should have the right to purchase in large quantities direct from the manufacturer and that this privilege be not allowed to all," have the same opinion as the merchants.

"This condition does not immediately exist around this district," they say, "but here and there at some points, goods are purchased direct from the manufacturers, which eventually through time, will certainly hurt the smaller merchant. What we mean, is that one or two of the larger merchants club together and bring in the goods direct and divide them."

## Broke Lord's Day Act.

London, Ont., May 19.—A decision of some importance was given by the Police Magistrate on Tuesday of this week in the case of Hiram English, grocer. Mr. English was charged with breach of the Lord's Day Act by reason of the fact that a gum slot machine has been hanging outside his place of business seven days a week. The defendant submitted that the machine was actually owned by another concern, and that he himself had no way of locking or unlocking it, although the owners locked it on Sundays last year. He admitted receiving a percentage of the profits, however, and the magistrate held him to be responsible.

"I'll have it removed if I am responsible," decided Mr. English, who had to pay \$2 costs.

## Cutting Down the Cost.

Victoria, B.C., May 19.—"One of two things must be done by every merchant who expects to continue to stay on top of the business earth," remarked a retailer the other day. "He must either add a bigger per cent. of profit to cover the increased cost of doing business or he must devise some way to cut down the cost of doing business."

One of the heavy expenses of doing business is the cost of delivery of goods.

He suggested co-operation in delivery as a means to cut down that expense. Instead of 20 merchants running 20 delivery wagons he would suggest to hand the work over to one concern. Either that or run the delivery department to a system having specified hours arranged.

Keeping the store open at night was also a useless waste of selling cost which might as well be avoided, if the merchants simply pulled together.

"Where the items in the cost of doing business pay, keep them," he said. "But when they can be pared down

without injury, merchants should work together and see that they are properly pared."

## To Keep Flies From Windows.

Smith's Falls, Ont., May 19.—Now that the summer season is approaching, the retail dealer will have his troubles combating the fly nuisance.

A local grocer, Wm. Hyndman, has a simple device to keep them from the window. He built a large wire screen to the ceiling separating the entire window from the store. At the bottom he arranged sliding doors to permit of easy access to the goods placed on display. This proved an effectual scheme and now he has no more trouble with flies getting into the window and creating an unfavorable impression.

During the winter months, Mr. Hyndman uses a double window, which he places at the bottom of his display window to prevent the gathering of frost. The glass is now always transparent.

## Church Workers Assisting Him.

Wheatley, Ont., May 19.—The novel idea of enlisting the aid of the community's church workers for purposes of business boosting has been evolved by M. H. Chamberlain, a local shoe merchant.

Mr. Chamberlain's idea should be of interest to merchants throughout the length and breadth of the land who have submitted more or less gracefully to the exactions of subscription hunting and prize-seeking church societies and charities.

Mr. Chamberlain is offering a \$10 in gold prize to the Ladies' Aid Society in his village which digs up the largest amount of feminine support.

With each 50c worth of goods purchased at his store, Mr. Chamberlain gives a ballot. The customer marks this ballot and drops it into one of a number of sealed ballot-boxes conspicuously displayed in various parts of the store.

The contest is to last till July 1, when the ballots will be counted by impartial judges and the \$10 prize awarded to the Ladies' Aid Society which receives the largest number of votes.

The value of the scheme as a business getter will doubtless be pretty thoroughly proven in the three months that the contest is running. In his announcement Mr. Chamberlain points out significantly that the customer gets a chance to do two things at once—secure reliable footwear and help her favorite society.

## Price-Cutting Cause Failures.

Islington, Ont., May 19.—W. F. Hopkins, general merchant, in referring to the recent convention of wholesalers states that he is glad to see there is

something being done to make the grocery business a better paying investment.

"So many of the grocers to-day are such fools," he says, "they do not seem to know enough to keep their prices when they have a chance. If they would not cut each other's throats so much there would be less failures."

## The Window Trimmer's Requisites.

Montreal, May 19.—"The successful window trimmer of to-day," observed a professional artist the other day, "should be endowed with the following faculties, well developed, viz.: Imagination, inspiration, originality, color balance, constructiveness, individuality and patience.

"Imagination enables him to picture in his mind the work he wishes to do.

"Inspiration enables him, after that start has been made, to place the various articles to be used in the exhibit where they will show to the best possible advantage. All this comes to the trimmer as he builds up his display just as new ideas come to the mind of the artist as he paints his picture.

"Through originality the trimmer makes a display that is distinctive in design and style and that does not show the earmarks of imitation.

"Patience, and lots of it, enables the trimmer to carry to a successful conclusion many a tedious piece of work, that he would otherwise leave out of the display. Patience without doubt is one of the greatest assets a trimmer can possess. Balance concerns the placing of articles used in display so that the exhibit will not appear to be one-sided, or top-heavy at any particular point. A well-balanced display is absolutely necessary at all times. A proper interpretation might be, 'A place for everything and everything in its place.'

"The day is not far distant when a window trimmer, as he is now termed, must be something more than a mere trimmer. He must add the qualifications of a decorator. A color scheme of draping the bare walls of a window with either cloth or paper will tend to bring out the beauty of the exhibit and make it more attractive to the general public than the old style of trimming. Harmony in color is another valuable asset to possess."

## Selling Bedding-out Plants.

Bracebridge, Ont., May 19.—Merchants are busy this week owing to the continued rush for seeds and grain. Another specialty that makes sales larger and stores more attractive are the large displays shown of bedding-out plants. This line seems to be increasing year by year. It is now being firmly brought before the public by one particularly fine window display showing budding and full bloom flowers in the foreground, with the back built up with tomato plants, forming one huge mass of green.

Stores

Merger with R.M.A. Favored and Opposed

Toronto Retail Grocers' Association Receive Formal Proposal to Discuss the Question at a Conference—Letter From G. E. Gibbard, the Secretary—D. W. Clarke Gives Notice of Motion to Bring About Merger—Opposition to the movement.

Toronto, May 19.—It was hinted in a recent issue of The Grocer that there was a possibility of an amalgamation between the Toronto Retail Grocers' Association and the Retail Grocers' Section of the Toronto Retail Merchants' Association.

Whether this will be brought about or not is a question. Some of the members of the former, as was intimated at the regular monthly meeting on Monday night, have decided views in favor of the merger while others are apparently just as strongly opposed.

D. W. Clarke, Avenue Road, belongs to the former class. He gave notice of a motion to the effect that "this association amalgamate with the Grocers' Section of the Retail Merchants' Association of Toronto."

At the same meeting there was a letter read from G. E. Gibbard, secretary of the Toronto Section of the R.M.A., asking for a conference with a delegation from the Toronto Retail Grocers' Association.

Mr. Gibbard maintained in his communication that unionism was necessary to conserve the interests of the grocery trade. He pointed to the recent convention of the Ontario Wholesale Grocers' Exchange and stated that manufacturers and wholesalers were making arrangements to confer regarding trade matters and that retailers should present a united front if their rights were to be considered fairly.

He therefore asked on behalf of the R.M.A. for a conference with the view to bring about better relations and the protection of interests.

The letter further stated that the Grocers' Section of the R.M.A. "was prepared to offer any reasonable concessions" to bring about the amalgamation.

Words in Favor of Scheme.

The question arose as to whether the matter should be discussed at the meeting or await a larger representation at the next.

J. S. Bond referred to the matter as an important one. It meant a great deal.

"If we unite with the other association we relinquish all our social functions but now we are not doing anything for the trade and its interests."

He pointed out that strength was needed in going to the council to protect the interests of the trade. To accomplish much in this line the trade must be a unit.

"If we are a power we must have numbers; we would have to drop all our prejudices and get together or else remain a purely social club."

He suggested that a committee of five be selected to meet a like number from the other association to talk over the matter.

D. W. Clarke is keen on the amalgamation idea. "In union is strength," he said. "The Retail Merchants' Association have branches all over the Dominion so they are able to present a straight front when necessity arises. We cannot get anything ourselves; the R.M.A. have to get strength from outside and we'll never accomplish anything for the trade if we go on like this.

"We are going in there," he added emphatically, "to make ourselves stronger by their support."

Neil Carmichael, a new member of the association, thought the move to be a good one and if the amalgamation was consummated predicted it to be one of the best that could occur.

W. F. Johnston saw no reason why the other association should not fall in line with theirs instead of theirs with the other.

David Bell is also opposed to the change but at the next meeting the question will be gone into fully.

A committee of five was appointed to confer, in the meantime, with a committee from the R.M.A. in order to determine what the terms of the amalgamation will be.

The selection was as follows: D. W. Clarke, J. S. Bond, David Bell, D. McLean and C. F. Thorn.

Excursion Date Arranged.

The only other matter discussed was the annual excursion which will take place this year on Wednesday, June 15, per steamer Turbinia to Cobourg, a 3½ hours run down the lake.

The various committees were selected to make the necessary arrangements.

PRESENT STANDARD OF TRAVELERS.

Toronto, May 18.—As an illustration of the new order of things the Sunday evening service at Parkdale Tabernacle was recently conducted by commercial travelers and was unique in that respect.

J. W. Borsbery, for years a traveler for a wholesale grocery house, was chairman. He spoke of the higher standard that had been set by commercial men during recent years. In spite of the many temptations that lie in their paths, travelers, he said, can be as good Christians as any of their brethren and among the knights of the grip many excellent men were to be found. The elevation of this standard was doing a great deal to improve general business conditions and a better tone was thereby given to the commercial world. Mr. Borsbery was assisted by other travelers who spoke along similar lines pointing out the desirability of everybody having a high ideal. The song service was conducted entirely by travelers who gave solos, duets and quartettes.

Things Travellers Shouldn't Do



A Few Travelers Enter a Store Smoking a Cigar and Unintentionally Blow The Smoke into The Grocer's Face. This is Annoying and is Something That Shouldn't Be.

## Winnipeg Grocers Discuss Early Closing Law

**They Claim There is Discrimination Against Them in Matter of Fruits—Restaurant Keeper Discharged Who Sold Canned Goods After 6 O'clock and Grocer Fined—What Chief of Police Says.**

Winnipeg, May 19. — Occasionally grocers are brought face to face with statute laws or by-laws which serve to remind them that law is one of the keys to the limitation or enlargement of any business enterprise.

This fact is too frequently lost sight of by merchants, who by united effort could have such laws enacted or amended which would benefit their business, or remove laws which discriminate against them.

Is it not true that when a grocer who wishes to enter into some new enterprise, perhaps to give expression to some fertile idea, finds himself hemmed in by the law, he drops the idea, and crushes his ambition?

In this land there are few laws in force which are detrimental to the general trade, and our laws may be fast reaching perfection, but as yet they are far from that point.

In speaking of the early closing by-law which is in force in Winnipeg, J. A. McKerchar, a grocer in that city, was of the opinion that a radical change was necessary, but just what the change should be would require an investigation in order that justice would be meted out to all. The point in question is that the grocers are compelled to close promptly at six o'clock p.m., while hundreds of fruit stores, restaurants and lunch counters are allowed to keep open all night. All these later named sell a wide range of lines which from time immemorial were grocers' goods. At present a customer need not order from the grocer during the day anything in fruits, dried or fresh, fresh vegetables, bread, candies or fancy biscuits; these may be purchased freely at midnight in fruit stores and restaurants.

### Loss of Trade Great.

Could an estimate in figures be put before the eyes of the grocer, of the business he loses by the operation of the by-law in its present form, one could well imagine an army of grocers bombarding the sanctum of the city fathers. They are apparently unaware of the actual conditions as they prevail, and they patiently submit to the rulings of the custodians of the law.

In Winnipeg it must be admitted that the grocers asked for an early closing law—and rightly so. There is not a grocer in the city who wishes to sell goods after six o'clock, and as for this specific phase of the law, they would not relent one iota. But because they asked for a law which was right and

just, should the city allow others to take advantage of the action of the grocers, and sell lines after six o'clock which the grocers claim as theirs, and which they refuse to sell after that hour? That others (not grocers) should take this advantage, and that the city should allow it, appears to be wrong.

Chief-of-Police McRae, Winnipeg, speaking on the point in question stated that the difficulty lay in the fact that 'groceries' could not be defined. What was needed was a law specifying what lines of goods could or could not be retailed after the closing hour.

### Up to Grocers, Says Police.

"At any rate," he said further, "the grocers clamored for the law and they got it, now let them take the consequences until such time as they feel like repealing it."

In this statement the gruff chief struck the vital point of the whole problem. In other words the matter is in the hands of those who are concerned. No one is going to move for the grocers; they have to act for themselves, and in this case it is their move.

It is not fair to the grocers to intimate that they are absolutely unmindful of what is going on. Recently when a restaurant keeper sold canned goods after six o'clock, the grocers had the offender checked but no fine was imposed. It would seem that there was no law which would restrict him from selling those goods since he was not a grocer, but the nature of the articles sold made the offence look altogether too glaring, and it was more than some of the grocers could tolerate.

### Detective on the Job.

In this connection it is interesting to note that the custodians of this law in Winnipeg have made themselves unpopular with the grocers.

To instance a case in point: one Friday evening not long ago at two minutes after six, a man who had all the appearance of a street laborer entered a down town grocery store and asked for a loaf of bread and a can of sardines. The clerk thinking he was a hungry toiler wishing to get something for supper, sold him the goods—a fifteen cent sale. The next morning the grocer was summoned to the police court, the evidence of selling goods after six was presented and a fine of seven dollars and fifty cents was imposed. In this case the merchant was lured into breaking the law. Is this right? If not it could be changed, and there is no one to do it but the grocers.

### TRADE NOTES.

Warren Thompson, who has been manager of the Thompson oatmeal mills in London, Ont., is going to Toronto, where he will assume the position of buyer for the newly organized Dominion Cereal Mills.

H. J. Parry, Vancouver, B.C., is not advertising his business for sale as was stated in our issue of May 6th.

H. R. Nixon, general merchant, Hartland, N.B., has moved into larger premises.

R. J. Burke, grocer, Dundas, Ont., has sold his business to Webb & Broad, of London.

R. C. Bowen, general merchant, Wetaskiwin, Alta., advertises his business for sale.

F. T. Foster, grocer, Shelburne, Ont., has sold his business to T. O. Kerr, of Alton, Ont.

W. C. Wilson & Co., Toronto, have taken over the grocery and ship chandlery business of Newton & Reuter, Thorold, Ont.

The Regina Cold Storage & Packing Co., Ltd., of Regina, Sask., have received a charter to carry on a cold storage and general abattoir and pork packing business.

### FARRINGTON PHILOSOPHY.

Bunch your orders whenever possible and avoid overbuying to make enough for a shipment.

Winter is out of the way with its inside coal dust and gas to make the store grimy. Have you taken advantage of the warm weather to clean house and slick up the premises generally?

It needn't be much of a job to freshen up the woodwork inside and out with a little paint. Probably one of the boys would willingly do some of that work at odd times. In most stores there is someone who likes to paint.

The greater the variety your stock shows, the more customers it will bring in, and the more goods they will buy when they get in.

When you see a new line of goods mentioned in a trade journal, don't be afraid to order a few samples. There is no better way of keeping your stock up-to-date.

If you are not using price cards freely you do not know their value. Price cards will pay your rent, fire and life insurance and put something by for a rainy day besides.

Of course you get discouraged sometimes. We all do, but there's no real reason for it as long as there is more business to be had—and no one yet ever got it all.

Many things must be considered in buying a stock of goods. Not the least is the state of the buyer's bank account at the time of buying without regard to what he thinks it will be later.

# Immense Traffic in Southern Fruit and Vegetables

How Toronto Became a Distributing Centre and an Idea of the Quantities of the Various Imported Fruits and Vegetables Which Come North—Canadian Demand Gradually Increasing From Year to Year.

Toronto, May 19th.—Recent years have witnessed great strides in Toronto's growth as a centre and distributor of early fruit and vegetables. Those who are intimate with the conditions do not have to burden their memories in an attempt to recall the time when it was an easy matter to keep an account of the amount of spring vegetables and fruits that were introduced from the sunnier lands of the south.

Persons of means made special arrangements to obtain for their tables the delicacies which were then confined to Florida and the adjoining territory within the area of the land of unbroken summer. The populace was probably unaware that tomatoes and other delicacies were being brought here during the earlier months; and it was just as well, for the existing high prices would but have stirred up feelings of futile envy, and the ordinary mortal would have had an opportunity to experience the position of Lazarus of ancient and honored fame.

But the world is progressing, and organization and system are accomplishing things which were undreamed of a few decades ago. While the northern states and Canada lay deep beneath a blanket of snow there was still a demand in these districts among the people who had the means to pay for fruits and vegetables which were then grown in the south. The northern market increased every year. Modern methods of distribution were used and by regulating the supply an effort was made to prevent a glut in any place. As the industry grew, the market was broadened proportionately. When it was learned that prices were becoming cheaper than formerly the public fell into line, slowly at first, but once a feeling of confidence and satisfaction gained a footing in general opinion, the rest was plain sailing. Dealers who took a certain quantity one season felt that during the next they could perhaps double their business.

## How Northern Trade Grew.

Toronto has a delicate palate and is willing to pay the price. As the trade increased prices became easier and while still far in advance of the home articles in their season they were considered reasonable under the conditions by which they were marketed here.

During the past season it is stated the business was double that of last year. All along the line an advance was made. Hotels made larger and steadier purchases, private homes took up the habit

and there were included among the regulars many who a few years ago would not have considered the idea of going in for spring fruits out of season.

The dealers brought their efforts to bear upon neighboring cities and towns and the same results were noticed there. Thus while Toronto became a heavy consumer of the imported fruits and vegetables she also became a distributing centre.

Early tomatoes, celery and strawberries, in fact all the early fruits and vegetables are received from Florida. The heaviest demand is for tomatoes and strawberries in which this year a heavy business was registered, practically doubling that of last season.

But the list is a long one. There is asparagus, celery, beets, beans, radishes, lettuce, cucumbers, carrots and all the other varieties. They are received here in crates and hampers arriving in splendid condition. Orders are filled locally and the neighboring cities and towns likewise send in their demand. A wholesaler states that there has been scarcely an instance where a faulty consignment was received. As the season advances and the sun begins to approach the northern tropic Florida's sister states share in the business of supplying that district which is still unable to provide her own wants. California also contributes a certain amount of tomatoes and asparagus but the bulk comes from the south.

## Where They Come From.

Pineapples are from Porto Rico, Cuba and Florida. They begin their season about the first of April. Oranges are received the year round from various countries—California, Florida, Mexico and Spain. The Florida season is about over and California navels will soon follow. California "Valencia" will then come into prominence.

Bananas are received from Cuba and Jamaica.

Strawberries are now being procured from North Carolina but as with the early vegetables they also come from Virginia, Alabama, Louisiana and Tennessee when their seasons permit.

Considering the advances that have been made during the past few years it is safe to say that in future seasons the demand will continue to grow and the south will be called upon to put forth greater efforts in order to supply the market.

To get an idea of the amount of the business done in Toronto in early fruits and vegetables, figures were procured

through the Customs department. It may be said that they begin only with February 2nd of this year and extend up to a day or two ago. While it will therefore give a good idea of the trade in early vegetables it does not do justice to the trade in oranges, lemons and bananas which continues throughout all the months of the year. The list has been briefly compiled as follows:

Strawberries—18 cars, 240 crates in each, 32 boxes in each crate. Total number of boxes 138,240. Duty 2c lb., practically 2c a box. Total duty \$2,764.80. Average price to the trade 18 cents. Total \$24,883.20.

Lemons—67 cars; 300 boxes in each; 300 lemons in each box. No duty. Total number of lemons 6,030,000. Approximate price to the trade, 1 cent. Total, \$60,300.

Oranges—268 cars; 380 crates in each; averaging from 80 to 216 in each crate; average total number of oranges, 15,072,320. Average price 2 cents. Total \$301,446.40. No duty.

Bananas—198 cars. All the way from 350 to 900 bunches to the car. Total number of bunches estimated from average, 123,750. No duty. Paid by retailers about \$247,500.

Tomatoes—52 cars, averaging 480 crates each containing 6 baskets, totaling 24,960 crates or 149,760 baskets for which trade paid approximately \$74,880. Duty 30 per cent.

Mixed Vegetables—29 cars, each containing between 300 and 400 hampers of beets, carrots, cucumbers, spinach, etc. Duty on all vegetables is 30 per cent.

Pineapples—40 cars; each containing 385 crates; averaging 27 pineapples each; a total of 388,800 pineapples or 14,400 crates. Total \$50,600. No duty.

Celery—43 cars, averaging 250 to 300 crates to the car. Sold to the trade at from \$5 and \$5.50 to \$6 a crate.

Onions—36 cars averaging from 150 to 250 crates to the car. Price varying as to kind of onion, Valencia, Spanish, Bermuda or Texas-Bermudas.

Cabbage—14 cars, each containing 200 crates at from \$3 to \$3.50 a crate.

Grapefruit—21 cars.

Sweet Potatoes—13 cars.

If you are carrying a stock of goods on your books and one in the storehouse in addition to your stock from which you are selling, you are carrying too much.

## Economies in the Writing of Store Show Cards

**An Ordinary Stub Pen May Be Used For Outlines of Letters—  
Camel Hair Brush for Filling In—Paint and Ink That Have  
Been Tried and Found Satisfactory—Hints on Block Lettering.**

By R. T. D. Edwards.

It is astonishing how cheaply a good card can be made up when you know how. For instance, take the alphabet, under the name of "Pen Outline Roman," which was executed with an ordinary "stub" pen obtainable at any stationery store. The stiffer the nib the better you can control it. If it lacks stiffness, heat in the blaze of a candle or match and put it quickly into water. That method will temper it.

Then you can buy a camel-hair brush plenty good enough for "filling in" purposes for about ten cents. Ink can be had for fifteen cents per small bottle, which would do a small store for months. Cardboard can be bought at the rate of five cents per sheet (22x28 inches) and for less in larger quantities.

There are several kinds of black that are all good for brush work. One that always works nicely and which is the easiest to obtain in the smaller towns and cities is drop black. You get it ground in water in glass jars, also in Japan and in dry powder. I would not advise using the Japan on show cards unless they are to be exposed to the wet. It is mostly used for cotton and oil-cloth signs. The drop black already ground in water is better than the dry powder, because it is finer ground and all you have to do is to add water and mullage to the desired thickness.

There are other prepared inks for show card use that are much handier, such as letterine, which can be used with either pen or brush. It comes mixed

... Brush Stroke Block ...

**ABCDEFGHIJKLM  
NOPQRSTUVWXYZ  
YZ·123456789**

Lower Case Pen Outline Roman  
**abcdefghijklmnopqrstuv  
wxyz&123456789**  
Upper Case  
**ABCDEFGHIJKLMNO  
PQRSTUVWXYZ&**

Alphabet Showing the Pen Outlined Letters in Both Lower and Upper Case and Capitals Finished with Brush Stroke.

When you make your own cards, therefore, it is possible to reckon that a half-sheet card will not cost more than about three or four cents at the very most—which is a great difference in paying from forty to fifty cents for it.

### Paint and Ink Suggestions.

The question of proper paint and ink to use is a big one among the majority of amateur cardwriters, and too much attention cannot be paid to this most important part of cardwriting. Many writers do not care as long as the black is black or the white is white, but they should always be on the lookout for better color—the kind that is ground fine and will spread on the board evenly and not show the board through it.

at the proper thickness for brush work, and should be thinned with water for the use of the pen.

In practising alphabets illustrated always draw the brush or pen in the direction you are working, namely, from left to right, and from top to bottom.

### Block Lettering.

This class of lettering should only be used on cards that are to be seen at some distance in the store, such as half-sheets used in a conspicuous place to direct the customers to the different departments.

Of course, the beginner cannot expect to do as good work as a professional, but practice will do a lot for him.

## CROWDS WATCH WINDOW DRESSING.

Goderich, Ont., May 19.—"The actual making up of a good window display is an even better and more effective drawing card than the window itself when it is made up."

This is the statement of a merchant who has given this phase of window dressing some attention.

"I used to pull down the blind," he added, "and run it up again when the window was a complete whole. Now I leave it up through the entire process. I have something of a reputation for good window dressing, and crowds gather every time to watch developments and possibly to bet on the final outcome. Frequently more people will stand watching a window put together than will gather at any one time after it is complete; and these crowds are not loafers by any means, but people who, I have on several occasions noticed, have afterwards come in and bought.

"The secret of it all probably is the human desire to witness action. Action is what draws a crowd every time. Even the best window display has little action; the more you can infuse into it or suggest the more likely it is to attract attention and make sales. If I range a stock of small articles in regular rows the result is comparatively lifeless. Price cards attached suggest a sale, hence action, and therefore increase interest; show cards emphasizing certain points regarding the goods further suggest action. If I range my stuff in the shape of a clock, an air ship or a Santa Claus the window becomes far more life like.

"The act of dressing a show window is just full of action. It possesses the same element of suspense as a dramatic moving picture. People are anxious to see what is coming next, and when it does come it impresses them far more than if they just saw it in its proper place in the display.

"I've come to the conclusion that the window with the blind down is bad business. My show window is so much advertising space for which I have to pay; it is my business to make the utmost use of it. The blinded window is suggestive of seizures for rent, bailiffs' notices, and such things. Furthermore, the window dresser has to use considerable electric light if he doesn't want to work in comparative darkness.

"Just two things I insist on. The first is that the window dresser have his idea all mapped out beforehand, so that he can dress the window with the utmost possible speed. The quicker the work, the more the interest taken. The second is that the window dresser himself be perfectly neat."

W. C. Miller, grocer, Yonge St., Toronto has opened a store at the Beach.

## Jealousies Disrupt Business Among Merchants

**Condition That Weakens Trade and Offers a Great Obstacle to Organization—Merchants Dealing With Mail Order Houses Rather Than With One Another—A Sentiment Prevailing Particularly in Small Towns Which Should be Eradicated from Business.**

By F. C. Aitken.

"I know a great many towns throughout the Dominion where the relations among the merchants are so strained that they will not deal with one another. Although they are preaching to their customers the splendid gospel of 'spend your money in your own town,' the merchants are not setting the example to the townspeople and strange to say the mail order houses have established themselves to a greater extent in these places than elsewhere."

This is a summary of the statements of a business man who has traveled extensively and through his position came in contact with hundreds of merchants in practically every line of business. It almost seems incredible that conditions such as he speaks of should exist in this enlightened age, but there is one consolation, namely, that the grocers who are included in this list are of the small town variety. In the larger towns and cities there is a better understanding existing and spreading itself rapidly, undoubtedly from the realization that there is nothing to be gained by petty jealousies. Experience has taught grocers that the "United we stand" motto applies to them even as it applies to the secret society, but there is lacking that unanimity among grocers which is required before they will come into their own, presenting a solid front without sacrificing any personal rights.

But to return to the towns referred to and the 'noble' spirit of brotherly love that exists therein.

### A \$50 Order to M.O. House.

Brown, a dry goods man, is credited with saying that he had given a certain mail order house a fifty dollar order for groceries this spring and he intended to continue dealing there.

"Anywhere rather than with Jones or Smith" is his motto. This is an actual case. He probably imagines that he is hurting his fellow merchants but they are practically all going out of town for their goods and are thus diminishing their home trade to that extent. Is there an association among the merchants of these towns? Decidedly not! And there are different reasons explaining the lack of organization in each of the various towns, but one example will suffice.

It happened that Smith, a prominent grocer, identified himself actively with the work of organization. Jones, another grocer, to use a popular expression "got sore," and the rest of the trade split just when they should have been united. Barclay, a big dry goods man, did not fall in readily with the associa-

tion idea and thus this section was divided. Discouragement was handed to the organizers at every turn and they dropped out in disgust. Pull together is a good headline providing the pulling is concentrated in one direction, otherwise there is nothing but internal strife. This biplane had no chance to make a record for it never got going and instead of friendly relations being established they were quite the reverse.

There is nothing of the day dream about these statements. They are realities, excepting the names which are used merely as examples. It is also pointed out that the townspeople find out where the wind lies and if merchants themselves deal with the mail order houses surely, they say, we might as well try it.

### Poor Spirit to Show.

Thus one evil brings on another and the second is far worse than its fellow. When the merchants learn that some of their customers are dealing out of town there is a number who begin to whine and in the body of their advertisements in the papers (if they are really carrying one) they quote this splendid motto "Trade at home and build up your own town." Fine sentiment that!

It is a fact that organization and the beneficial results accruing therefrom will go a long way toward keeping business on the home front street but there must be a different sentiment permeating the atmosphere of Main street to that already referred to.

The gentleman who recently mentioned this condition of affairs said that he had passed through in one week about a dozen towns along a particular railway and he found a strikingly similarity of sentiment in the entire number. Of course all the merchants are not of this kind but there is such a large number who do come under the category referred to that the ideal few are lost sight of and are powerless to accomplish or perhaps hopeless of accomplishing anything that will create a union of interests among the mercantile class.

In the majority of cases those among whom the 'green monster' jealousy has done his best work have the smallest businesses. Their trade seems to sink to the level of their thoughts but they are scarcely worth discussing. The lamentable cases are among strong men who have splendid stores and are now flourishing. Happily they are not numerous and the trade would be greatly strengthened if the cases of this kind existing throughout the Dominion were brought to a happy termination.

### FRESHENING OLD PRUNES.

The following advice of an old grocer on freshening old prunes may be profitable to readers:

"Freshening prunes is a very simple matter. There are two or three methods, but they are quite similar. The practice most commonly employed by grocers is to take a clean butter tub, place some boiling water in it and put the prunes into it, allowing them to remain in the water two or three minutes, at the end of which time they should be taken out and drained through a sieve.

"The water runs off freely, and the prunes have a much more attractive appearance, having incidentally been thoroughly cleaned by the process. This plan neither increases nor diminishes the weight of the prunes. Some grocers place a little molasses in the hot water, just enough to sweeten it, making the water about the color of weak tea. They think this makes the prunes still more attractive in appearance and a trifle sweeter than if molasses is not used. The prunes are not so pleasing to handle if made a little sticky by the addition of the molasses. Either process will make the fruit bright and attractive, and even prunes which have turned white will, after being washed, look like new ones."

### THE "PICKER" IN THE STORE.

"In all the big grocery stores," says an observant retailer, "there is a class of visitors known to the store people as 'pickers,' just as a certain class in the department store are styled 'lookers,' as distinguished from 'buvers.'" The pickers in the grocery establishments do more than look. They wander about from one counter to another, picking up and eating a cracker here, a bit of candy there, a small cake from the pastry counter, and perhaps a bite of delicatessen.

"While one may flech in this way perhaps only a few cents' worth of stuff, when there are hundreds in a day it amounts to a pretty considerable item. But there has as yet been no way to stop the habit devised. In a prominent grocery store in the very centre of the city one of these "pickers" appeared last week with a plumed hat and a red silk waist, with a fine lace about the neck. She was making the usual rounds, accumulating a lunch in small bites, when she came to an open box containing olive oil capsules, a new innovation that this store recently introduced. Without looking at the label behind the box, and evidently thing the contents candy, the woman picked up a capsule and slipped it to her mouth. The capsules are meant to be swallowed whole, of course; but she attempted to eat it candy-fashion and, still holding it in her fingers, bit off one end. The olive oil spurted out in streams over her face and the red silk and lace neckpiece, and the effect can be imagined.

# The Canadian Grocer

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JOHN BAYNE MACLEAN . . . PRESIDENT

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### FURTHER DECLINE IN BUTTER.

At the present time the butter market is generally weak. Declines have recently taken place and this week more are announced.

In Montreal butter is marked down a couple of cents and in Toronto the drop amounts to 5 cents.

This is of course, due to the season as this time of year the milk supply is heavy and cheese factories are not universally in operation. Practically all the milk therefore goes into butter or is consumed in the form of cream.

The probability is that the present condition will continue for a time but we may expect a strengthening of the situation again when cheese factories are set in operation for the summer.

### NOT ALTOGETHER A BLESSING.

Improved transportation facilities between country towns and the large commercial centres are not looked upon as unmixed blessings by all country merchants.

The advent of a new railway or improved connections on an old line is followed by an increase in passenger traffic to the large cities where the department stores flourish and a marked decrease in the business of the local stores.

When once a start is made in this direction it becomes almost epidemic. The bargain counters of the large department stores seem to hypnotise country customers, and like the city customers, they buy whether they need the goods or not.

What is the remedy? Some declare there is no remedy, that nothing can be

done by country merchants to stop the flow of trade to the city stores. We doubt it.

The power of the large department store is not so much in the fact that it sells at lower prices as is its position as a large and persistent advertiser. Day in and day out its advertisements occupy the favored positions in the newspapers. Day in and day out it keeps hammering away. No customer is allowed to forget.

Service founded upon up-to-date business methods tends to hold customers as well as catch them.

Country merchants can and do sell just as cheaply as department stores and in many instances cheaper, but local customers require to be educated to the fact.

If merchants in the smaller towns and villages throughout the country were to co-operate with a view to doing this, the work would not only be made easier but its benefits would be both more effective and more immediate. A three months campaign, for example, during which every advertiser would concentrate his efforts to educate the local residents through the local newspapers would accomplish a great deal of good.

Appeal to local patriotism. Emphasize quality and service as well as price.

Local business men's organizations and boards of trade could help materially in an educational campaign of this kind.

But neither service, quality nor price are very effective without advertising. The tale has to be told to be heard.

### BOOKS MUST BE KEPT.

It is an offence against the criminal code to have neglected to keep books.

Under this section of the code a boot and shoe merchant, Toronto, has been charged with neglect and is now out on \$1,000 bail awaiting his trial.

He was originally a farmer near St. Catharines and exchanged his farm for a boot and shoe store at Drayton, moving later to Toronto.

The trouble arose from the fact that he misrepresented the value of his farm and stock, and suit was brought against him by the former boot and shoe merchant. The result was that judgment went against him, calling for a refund of \$3,205. He was forced to assign and when the assignees called upon him they allege they could find no books that would give any indication as to the nature of his assets and liabilities.

His arrest followed and he is now out on bail.

Whether he is convicted of the offence charged or not, this goes to show the importance attached to modern business methods by the law and the need of proper attention to details in bookkeeping in running a business.

### ACQUIRE A PERSONAL FOLLOWING.

There is a future ahead of the store salesman who builds up a personal following among a store's customers.

The man who can make such friends that they will insist on having him wait on them, and depend largely on his judgment as to what to buy, is sure to be a necessity in the store where he works, and the larger his clientele, the better salary he will be able to get.

Often some really desirable lines go begging in a store. Such a man is in a position to push them far better than his co-workers.

It is not at all necessary to resort to favoritism—giving extra weight, etc.—to obtain such a following. The man who is invariably polite, knows his goods well, and is always willing to put himself out to serve a customer, will do so as surely as anything in this world is sure. Try the experiment.

### PUBLIC SPIRITED BUSINESS MEN.

A country merchant who is devoting a good deal of time and attention to the industrial development of his town disclaims that he is actuated by public or philanthropic motives. He declares that what is good for his town is good for his business.

Notwithstanding his declaration he is a public spirited man. It is his modesty that prevents him saying so.

It is a pity there are not more of his kind in every municipality throughout Canada. They are wanted and wanted badly.

It is the shame of our municipal system that it does not induce more successful business men to give some of their time and attention to public affairs. The present municipal system of government is in bad odor because business men are not giving their aid and co-operation to the management of its affairs.

A municipal government, like a commercial institution, in order to be successful, must be conducted on business like lines. It is because too often it is not thus conducted that it is in bad odor.

The man who serves his town or city either in the municipal council or as an active member of the board of trade naturally, in an indirect way at any rate, derives some benefit from the success which has crowned his efforts. But he is none the less a public spirited man.

Because visitors to the store don't ask questions about the goods they see displayed, don't think they are not interested in them. They are. Put the information on cards where it speaks for itself.



**CAUSES OF THIS SEASON'S APPLE WASTE.**

In a recent issue of The Grocer it was shown that there was a great waste of eggs annually through careless handling which must have a serious effect on the cost of living.

This year thousands of barrels of apples were wasted, but the cause of the waste is a little more difficult to locate, and therefore it is a matter that should occupy the attention of the proper authorities, and steps should be taken to avoid a repetition of the same trouble.

The farmers got them off their hands and received good value for them, but the dealers were not so fortunate.

The question, however, is not who made or who lost, but the waste is an actual cost to our country, and how this loss can be avoided in the future is the problem that should be solved. Either the farmer did not give the value the dealer expected, or the dealer did not handle them right.

Perhaps more or less blame can be attached to both of them.

In the first place a great many apples were carelessly, badly and dishonestly packed. This may have been the principal cause of the loss, because it is impossible to determine the extent of the mischief even a few barrels will do, if they do not measure up to the represented standard. A few dishonestly packed barrels may spoil the sale of thousands of barrels of good apples. A buyer may be prepared to buy a thousand barrels, but as soon as he discovers that he cannot depend on the quality he will not touch them.

All apples have their regular time when they should be used, and if something happens which delays them from going into consumption at the proper time, they deteriorate in quality, and on account of their inferiority will lessen the consumption. Stale apples will accumulate and the more they are pushed on the people the less will become the demand.

That there is truth in this theory was clearly illustrated this year. Dealers in apples all complained of the fact that the demand for apples was away below their expectations. The cause of it was that people bought stale apples and they did not care for any more. They do not always know that the trouble is in the apple, but they come to the conclusion that they have lost their fondness for apples. This again proves, what has been repeatedly stated, that quality regulates consumption.

In viewing the situation, from the past season's experience, two features may be pointed out which should not be re-

peated. There should be no more dishonest packing and apples should not be held beyond the time when they are at their best, even if they have to be sold at a loss.

There is another matter which should be considered. Our own population is growing rapidly and more attention should be paid to the home market. It is too much the case now that all the best fruit is bought for export, and the local demand is supplied with the poorer qualities. Home trade should not be overlooked. Through better butter, better eggs, better bacon our consumption per capita has wonderfully increased, and this will be the case with apples if the people get the right quality. It is a mistaken idea that we must export our products to make money. It pays better to have the people here consume our own products; but there should, of course, always be an outlet through export trade for surplus stock.

**BUYING AWAY FROM HOME.**

At a recent meeting of the Lindsay Board of Trade the subject of business men buying from catalogue houses was discussed and complaint made that a certain Lindsay hotelman was buying most of his supplies from Toronto.

Other complaints followed, amongst them being the statement that the wife and sister of one of the most active merchants present at the meeting had been on a buying tour in a Toronto departmental store a few days previously.

There is not enough loyalty to fellow business men or to the town. The hardwareman says he can get a better selection of books from a Toronto dealer than in his home town, the drygoodsman thinks he can save a dollar by buying a rifle or a bathtub in the departmental, and the jeweler imagines he can make a saving by buying his boots or groceries by catalogue. Each asks for support from the town and county people, and then on the sly tries to pick up a "bargain" which more often is a "gold brick."

Each merchant should set an example to others by buying at home. Even if the assortment of books may not be so large the local bookseller will be only too glad to get what is wanted at a fair price. Let him know what you have seen offered for sale and give him an opportunity of meeting the competition. And let each merchant do the same in other lines and there will soon be a better feeling all round and better stocks will be carried.

Support the local printer. Give him all the printing he can handle and then make him ex-officio chairman of the

"Buy at Home" club. It will be to his interest to conduct a persistent campaign in his paper against mail order buying.

Every cent spent with a catalogue house in Toronto or Winnipeg helps to build up those cities at the expense of the smaller places. Every dollar spent with the home merchant helps to build up the town, increase the educational advantages and opportunities for enjoyment, while also helping to advance the values of town and farm property.

Our insane asylums are overflowing with patients, even the jails are being used to care for these unfortunates. And the more the cities are crowded and farm life made less enjoyable and more arduous, the more unfortunates will we have to live a living death as "the wards of society."

Support the "Buy at Home" movement.

**GOODS OUT OF STOCK.**

An important thing in conducting a retail store is to meet your customers a little more than half way, and if a customer asks for a line of goods not kept in stock, it is, from every standpoint, good policy to make out an order slip for it. If the customer finds that you have not goods in stock, which are carried by your competitor the customer loses confidence in you.

To overcome this difficulty, have an "order slip" printed, and give your sales clerks strict orders to fill out the slips in the presence of the customer, and promise to enter a "special order" for the article desired. In most cases, customers will be favorably impressed with your desire to meet their needs, and willing to wait until you can get the goods for them. If they prefer to look elsewhere, you do not sacrifice their good will, nor lose their confidence, because your willingness to enter "special order" places them under a certain obligation to you.

All special orders should be entered in a book kept for that purpose, showing the customers' name and address, date of order, date when delivery was promised, value of the article or articles, price quoted, with a column showing when goods were received and delivered.

Sometimes customers say, "Oh, I can get that next door for so much," naming a lower price than you ask. In such cases clerks should be instructed to notify the department manager at once.

These order slips tend to make better sales clerks and make them ready and willing to satisfy all who come in to buy, you will receive a great many valuable "pointers" from these slips, and they will help to keep your stock fresh and up-to-date.

# Trade Expresses Opinions on Present Live Topics

**Brantford Grocer Thinks Law of Garnishment Should be Amended—Suggests a Limit of \$5 Instead of \$25—Barrie Merchant Proposes Watching deadbeats Closely—Quebec and Hamilton Dealers Give Their Ideas on Manufacturers Selling to Large Retailers.**

## THE LAW OF GARNISHMENT.

Editor Canadian Grocer, — Your article on "How the Law of Garnishment Effects Grocers," is most timely. That law as it stands at present, is practically a dead letter, owing to the fact that nearly all employers of labor pay their employes every week, or at most every two weeks. Hence the dishonest customer takes advantage of the \$25 exemption the law allows him.

Years ago when the Garnishment Law was placed on the statutes of this province, wages were paid monthly, so that many workmen had from five to six weeks wages coming to them. That left a margin for the merchant if he had to sue his customer.

I claim that the present exemption of \$25 puts a premium on dishonesty, and leads the honest workman to believe that prices are adjusted—that is put high enough by the retail dealer to recompense himself for any loss he may sustain through the failure of the deadbeat to pay his bill. That is an error, of course.

But it goes to show that many of the working class think as the grocer does—that the law should be amended. Why should any man be exempted from paying his debts if he is able to pay them? Very few business men are inclined to push an honest debtor; he generally gets all the time he wants, if he is doing his best to square his account.

Therefore we grocers believe that the exemption should be reduced to one week's salary, or better still to five dollars. There are other good reasons why the grocer desires a change in the Law of Garnishment, which I will explain in a future letter.

W. J. MELLEN,

President Brantford Grocers' and Butchers' Association.  
Brantford, Ont., May 18, 1910.

## ADVISES SELF PROTECTION.

Editor Canadian Grocer,—My experience re garnishment of wages is limited. During 28 years of retail grocery business I only garnished one customer's wages. The amount was \$40, and I got judgment in the Division Court. I did not take the cheapest mode of collecting it, as I gave it to a legal man to collect. He got \$25 and kept it, while I never got a bill of his costs or any statement.

I have long since realized that it is no use to depend upon collecting accounts by legal proceeding—that is, the class of accounts referred to.

The law protects the working man, and tells the grocer, as the judge said on this occasion, "you did not have to give this man credit." I have taken this advice and walked up to it pretty closely, making few bad accounts and turning a deaf ear to many appeals. In most cases

such appeals for credit are made with deliberate intent to do the grocer.

A good motto to adopt is not to open any accounts, just to say: "It has been my rule to consider and look into such matters (ask them for reference), and I will let you know to-morrow;" then send a polite note, 'Yes' or 'No.' It's because a grocer is taken unawares and on the spur of the moment that bad accounts are usually opened.

I cannot suggest any remedy as to a better way of collecting small accounts from the working man. My opinion is—protect yourself, he is protected. Keep a firm hold of the lines and of the whip handle yourself.

JAMES VAIR.

Orillia, Ont., May 18, 1910.

## SELLING TO LARGE RETAILERS.

Editor Canadian Grocer,—We are of the opinion that the manufacturers should stop selling retail houses in large quantities at wholesale prices. The small retail houses which are more numerous than the few large retail houses cannot buy in large quantities, and are by this fact unable to compete with larger firms, who are underselling them.

This is the complaint made to us by most of the retail grocers in our district.

C. O. GENEST & FILS.

Sherbrooke, Que., May 17, 1910.

Editor Canadian Grocer,—At the retailers convention in Toronto recently the following resolution was carried and sent forward to the wholesalers for consideration:

"That it is the opinion of this meeting that it is not in the best interests of the grocery trade that some few retail houses should have the right to purchase in larger quantities direct from the manufacturer since this privilege is not extended to all."

With all sales prohibited to larger retailers the manufacturer who is introducing a new line is up against a difficult proposition. Naturally he wants to get his goods before the consumer at the earliest possible moment and formerly he has found that to interest some of the larger retailers and make it worth their while to push his goods has been the best way to promote his own interests. As the situation looms up now he first approaches the wholesaler, who makes the most favorable terms for himself, and then tells the manufacturer to go out among the retailers and take orders and he will fill them. Often the margin of profit that is left to the retailer is so small that the larger ones will say "no," or else tell him that he will wait until their is some demand for the article, or possibly that he may leave it on sale (which by the way is often good policy for the retailer). This is most discouraging to the manufacturer as he knows under the old plan a few live retailers would have advertised and pushed his

goods for a consideration, and then the whole trade would be ready to fill up his order book.

The retailer who helps him out under the first plan possibly does not make as much out of it as appeared on the surface. If he were to go carefully into the cost of window displays, extra time spent by himself and clerks in introducing the goods, interest on money paid out for larger supplies than necessary, he would find he was not so much better off than the smaller man who takes advantage of the market created for him and buys from the wholesaler in emulation the law allows him.

For the trade as a whole I think the selling of a new line to a few respectable firms who do not cut prices is a better proposition for the whole body of grocers than the present arrangement of selling and demonstrating through the department stores. The policy of these stores is to humbug the consumer at every turn. When a new thing comes out, they impress the customer with the idea that the goods can be purchased nowhere else, and then when they have got the most advertising out of it, and other grocers are stocked up they cut the price. The retailer should certainly refuse to handle goods brought out under their manipulation. This proposal from the retailers at large is no new thing and has always met with the approbation of the wholesaler.

## From Jobber to Consumer.

Another resolution that was placed before the convention was in reference to the wholesaler selling the consumer. These two resolutions should be placed side by side and the wholesalers status be fixed as well as the manufacturers. In the United States the retailers are much better organized than here, and recently asked the wholesaler to define his position, and told him that if he could not do so, that they, the retailers, would do it for them. If the wholesalers want to pull the retailers up short they should see that this pernicious custom is entirely wiped out.

I think some of the worst evils the retail trade have to contend with are the department stores, the cutter and the selling direct to the larger consumers. When these things can be eliminated, then let the manufacturer sell nobody but the wholesaler. While the wholesaler is considering the question contained in the injustice of retailers buying direct, why not let him take up the larger question of all the manufacturers selling the department stores.

An instance of the evil attending these sales occurred recently when a large manufacturer sold a rather small department store a line of new goods. After thoroughly canvassing the grocers and selling them the same goods with instructions what the retail price should be, the manufacturer sold the department store, who cut the price to the consumer to the figure the grocer had paid for it. Let the Guild get right after these people and show them up, and then the retailer will be able to appreciate their efforts.

RETAILER.

Hamilton, Ont., May 18, 1910.

### Merchants Opposed to the Feminine Labor Law

**Decide to Send Deputation to Wait on Minister of Agriculture—Inspectors Beginning to Enforce Act—Subscription Started to Wipe Out Deficit—Permits For Erection of Awnings—To Close Stores on Friday.**

Toronto, May 19. — The retail Merchants' Association have started in with intentions of wiping out the present indebtedness.

At the meeting of the general executive of the Toronto branch of the association on Monday night this was one of the chief questions. Every class of the trade was represented, and the members contend it was a meeting productive of good results.

The association was placed under new management 6 weeks ago, and the report of the treasurer showed that they had begun to pay off the deficit. Plans were outlined and a subscription list was headed by Wm. Dineen with \$100. Altogether some \$300 were subscribed.

#### To Organize Deputation.

The law respecting feminine labor—which compels all places in which female help is employed to close at 6 o'clock—was discussed. This has been on the statute books of the Ontario Government for some years, but it is only recently that labor inspectors have set out to make it effective. Under the administration of the Hon. Mr. Montieth, former Minister of Agriculture, the law was suspended. At that time his department agreed that it should be amended and it is claimed that the same department in the present Government believe it to be in error.

The merchants say they are willing to abide by a maximum number of hours per week, even less than that provided by the present law, but they say it is ridiculous, and unfair as well, to determine by law when those hours shall be put in. As the law now stands it is illegal for a girl to serve ice cream or candy after 6 o'clock, except on Saturdays and on days before holidays.

A deputation will be organized to wait on the Department of Agriculture to induce it to suspend the operation of the law until such times as the act can be amended.

#### Permits for Awnings.

The Roads Department of the City Hall demands that a permit must be taken out whenever an awning is erected. This was another question discussed.

Secretary G. E. Gibbard has interviewed the department which points out that the streets of the city must be under the street department, and that the permit was the only way to keep control of them.

This department is prepared to issue an awning permit upon request at no cost whatever to the merchant—even if the request is made by telephone.

The trouble was laid to some tent and awning manufacturers who put up awn-

ings without first ascertaining whether a permit had been secured or not.

The association also decided to consider Friday, May 20, a holiday—the day of the King's funeral—out of respect for the memory of the late King Edward VII.

#### PASSED AND REJECTED.

##### Resolutions Which Came Up For Discussion at National Convention of U. S. Retail Grocers.

Springfield, Ill., May 18.—Among the resolutions adopted at the convention of the National Association of Retail Grocers of the United States were the following:

Disapproving action of manufacturers who advertise that grocers' profits upon sale of their goods are much greater than the facts justify.

Oposing all free deal propositions offered by manufacturers to merchants.

Disapproving the action of the National Canners' Association which had endorsed the parcels post and asking that the Canners' resolution in favor of the same be rescinded.

Oposing the solicitation of orders by manufacturers upon terms concerning which the retailers have no advance information.

Reaffirming policy of the National Association in favor of the Pacific coast plan of maintaining retail selling prices and opposing the publication of the price upon packages of goods.

Oposing trading stamps and premiums of every description.

Favoring enactment of percentage collection laws by all the states.

Oposing advertisement of premium offers to consumers by manufacturers.

Condemning the practice of packers who use heavy wrappers weighed with the goods, causing loss to retailers.

Favoring the sale of all bulk commodities by weight, 100 pounds being the unit and asking for legislation to enforce that system.

Oposing enactment of bulk sales laws.

Recommending that the convention of 1911 be held in San Francisco during the Panama canal celebration.

Favoring the establishment by retailers of account systems similar to those of large institutions.

Urging reduction of the tax on oleomargarine to two cents per pound.

Providing for a committee of three to ask jobbers to co-operate with the retailers in encouraging organization of retailers.

#### The Rejected Resolutions.

The following resolutions, after a long debate were rejected by a decisive vote:

"Whereas, it has been found by experience that free deals on perishable goods, or free deals that work toward the end of demoralization of prices are not to best interests of retail grocers, and,

"Where, where are deals inaugurated by some manufacturers and who do not sell to the mail order houses, or chain stores, on stale commodities but do not deteriorate, and are instituted for the purpose of increasing the profit of the legitimate retail grocers and to enlist his co-operation, and,

"Whereas, the members of the National Association of Retail Grocers in convention assembled, believe there should be a distinction made between objectionable deals above referred to and those that are utilized for the mutual interests of the manufacturers and the distributors, therefore,

"Be it resolved, that the National Association of Retail Grocers in convention assembled, reiterate its objection to free deals on perishable goods, or upon products where the deals are so handled as to allow demoralization in prices.

"Be it further resolved, that a copy of this resolution be published in the trade bulletin."

#### MAKING MORE SALES.

By W. J. B.

Perhaps there is nothing that invites a customer to purchase groceries, more than a clean and tidy store; or it might be better to say that nothing drives a customer away quicker than a dirty and untidy store. Windows, counters, scales and floor should be kept very clean. Care should be taken in sweeping so that goods will not become dust covered. Shelves and ledges should be clean from dust and the goods on them attractively arranged. There should be receptacles at every counter in which to place all waste paper as it makes a store look untidy for the floor to be covered with paper. Care should be taken in weighing goods to put it all in the bags and not strewn over the counter, floor and scales.

But the salesman behind the counter can perhaps do more than anything to increase the sales by intelligent suggestions to customers. We find the clerks and even proprietors in many shops will spend the time talking to customers, about everything from the weather down to the latest murder or political scandal; but they will forget completely to mention that "We have just received a fresh shipment of canned corn which we are selling at 3 cans for 25c."

Then there is the salesman who rattles off his talk about twenty-five articles in about as many seconds. He might just as well save his breath and not drive the customer away. Take one thing at a time and talk about it intelligently—say pickles. "Mr. Jones we are selling this pint bottle of pickles this week at 15c. It is a regular 20c bottle and I thought perhaps you might like to know about the reduced price as you buy a large quantity."

## Why More Attention Should be Paid to the Window

**A Lesson From the Department Stores — Troubles of Western Merchants With Their Winter Windows—Grocer Says Good Window for Display Purposes is Worth \$10 per Month—The Question of Tickets and One-line Displays.**

By L. C. Harkness.

If there is one thing more than another that distinguishes the department store from the smaller retail business, it is the emphasis which the larger house puts upon the window display.

It is safe to conclude from this that this feature toward which so much attention is directed, has been a dominant factor in making the larger business. Every retailer admits that a good display of goods is an asset to the business and every retailer makes some sort of an exhibit in his show window.

The variety of display methods, the evident lack of systematic display ability, and the exhibits which often repel rather than attract gives an observer the impression that the average retailer might well make a special study of window displaying to develop his crude art.

It is no exaggeration to say that an estimate is placed upon the nature of a business by every one who notes the display in the window. It is then little short of tragical that the business grows slowly, or does not grow at all because the man behind it does not realize the value of an attractive and educative window.

Thanks to the stores that have already learned the secret of scientific business methods, this feature is be-

coming more and more pronounced. But the average grocer is far behind those who lead and a few suggestions as to how the art may be improved seem to be timely.

### Difficult in Winter.

It must be remembered that climatic conditions have much to do with the nature of the displays. In Western Canada it is difficult to display goods well during the winter months. It is for this reason that grocers should take advantage of the summer months in the matter of front attractions. The freezing over of the windows in winter has been an obstacle which merchants have always been trying to overcome. And it is believed that the use of the electric fan in keeping the glass free of ice has been the most effective solution to the problem. Grocers maintain that the winter season is so cold that passers by do not notice the windows, but if the window is free of ice the value of a glance at a good window cannot be estimated.

The indifference towards goods displays in winter seems to have created a general indifference toward this feature all through the year. Winnipeg, which is yet the greatest western city, is far behind some smaller towns farther west, in the matter of front win-

dow attraction. But it is in this same city that the value of the display can be discerned. The dry goods merchant, the haberdasher and the tobacconist are all strong on this feature, and it brings them returns.

These merchants find it to their advantage to plan their stores and construct the interior in order to develop the display feature. Grocers too often make the mistake of not duly considering this feature when planning the interior.

### Worth Much More Rent.

H. R. Beaudry, Winnipeg, said recently that a store with good possibilities of window display, even if on a side street of a suburb, was worth ten dollars a month more rent than a store in the same locality with poor window facilities.

"The window sells goods," he claims. The fact that so many grocers believe that the window is a valuable selling asset and claim to depend upon it for the turnover of stocks, and at the same time pay such little attention to the window, is surprising.

W. Ketchem, who dresses the windows in the J. O. McKerchan store, in Winnipeg, said that grocers should appropriate a certain sum of expense money for window decorations each year. He thinks that a special clerk should be given the responsibility of dressing the window, and co-operate with the stock keeper in the selling of goods.

Every grocer who has tried the experiment has proven that by his window he can educate the public to buy just what he wants to sell, and at the desired time.

## THE BIGGEST AND BEST

Nineteen hundred and ten to date is the biggest and best year we have ever had. "SALADA" quality and "SALADA" value have produced the same steady increase in sales every year for nineteen years.

During the last three weeks our sales **INCREASED** over the corresponding weeks of 1909 as follows:—

Week ending	April 30th,	our sales increased	27476 lbs.
"	"	"	"
"	May 7th,	"	21684 "
"	"	"	"
"	14th,	"	57219 "

A total increase of 106379 lbs. in three weeks.

You always expect better results from "SALADA" than from any other tea. You have a reason to, a right to, and we want you to.

**"SALADA" TEA CO.,**

**TORONTO and  
MONTREAL**

# The Markets—California Prune Crop Damaged

Reports Put Loss of Coming Crop at Fifty Per Cent. — Market Has Been Given Stronger Tone as Result—Apricots are Firmer — Sugar Has Not Yet Broken But a Change is Expected at Any Time — Canned Goods Active — Nuts Are Firm—Production is Uncertain.

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

## QUEBEC MARKETS

### POINTERS—

Tea—New Japans on the water.

Evaporated Apples—Increasing export demand.

Beans—Firm.

Montreal, May 19, 1910.

The recent death of the King and the fact that his funeral takes place this week has put a general damper on trade. It is not confined at all to one line, but to all. It is only a temporary lull, after which the former condition should return. Probably May 25th or 26th will be the date. Interest in the comet has taken a great hold of the average Montrealer, seemingly to such an extent that he has forgotten to do much buying.

With the present fine weather prevailing there seems to be no reason why, later in the month, conditions should not improve.

Sugar is firm: owing to reports that crops are not any too good. Molasses may soon present a distinct scarcity, especially the "choice" variety.

Sugar—Raw sugar is firm, owing to recent reports that tell of various crop disasters, and it looks as if there would be no relief from present high prices for some time to come. Local refined prices are firm, and show no signs of weakening.

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

Syrups and Molasses—Orders for new crop molasses which were booked some time ago, are now being filled, but otherwise the molasses sales are very light.

A recent communication from Barbadoes reports that less than 5,000 puncheons remain there unsold of choice. If this is the state of things, higher prices may be looked for in the near future, as several of the local jobbers are already in the market for new supplies.

Syrups are having a steady, but rather light sale at former quotations.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38

New Orleans	0 27	0 28
Antigua	0 30	
Porto Rico	0 40	
Corn syrups, bbls	0 03½	
" 1-bbls.	0 03½	
" 34-lb. pails	1 30	
" 25-lb. pails	1 30	
Cases, 2-lb. tins, 2 doz. per case	2 50	
" 5-lb. " 1 doz.	2 85	
" 10-lb. " ½ doz.	2 75	
" 20-lb. " ¼ doz.	2 70	

Tea—Samples of the early picked Japans have arrived in Montreal, and are pronounced of first class quality. Already two ships are on the way with the first cargoes, the one to the United States and the other to this country. Recent cables from Japan report the new teas firm in price and with a hardening tendency.

Local trade is quiet at present.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 32	0 37
Medium	0 25	0 28
Good common	0 21	0 23
Common	0 19	0 21
Ceylon—Broken Orange Pekoe	0 21	0 40
Pekoes	0 20	0 22
Pekoe Souchongs	0 20	0 22
India—Pekoe Souchongs	0 19	0 22
Ceylon greens—Young Hysons	0 20	0 25
Hyson	0 20	0 22
Gunpowders	0 19	0 22
China greens—Pingsuey gunpowder, low grade	0 14	0 18
" " pea leaf	0 20	0 30
" " pinhead	0 30	0 50

Coffee—Coffee sales are falling off to a considerable extent, but a few importers report that it has passed over them, and they continue to do a good business. Prices are firm and unchanged.

Mocha	0 18½	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices—The uncertain state of the weather seems to have had a bad effect on the spice market, although the fact of the King's death has undoubtedly had a generally depressing effect on all lines of business, and may help to account for the suddenness of the change. The lull may be only temporary.

Allspice	Per lb.	0 13	0 18	Ginger, whole	Per lb.	0 15	0 20
Cinnamon, whole	0 16	0 18	" Cochin	0 17	0 20		
" ground	0 15	0 19	Mace	0 17	0 25		
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 50		
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18		
Cream of tartar	0 23	0 32	" white	0 20	0 25		

Dried Fruits—The continued cold weather has helped dried fruits considerably at the expense of the green, though now the falling off has commenced, they will probably give way to the more seasonable lines.

Layer figs are having a free sale, and good fards are pretty well used up.

A recent cable from Patras, Greece, regarding new crop currants, says that the rains have been heavy and have injured the vines considerably.

Currants, fine filistras, per lb., not cleaned	0 05½
" " cleaned	0 06½
" Patras, per lb.	0 07½
" Vostizza, per lb.	0 08

Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06½
80-90	0 06
90-100	0 05½

aisins—	
Australian, per lb., (to arrive)	0 08½ 0 09
Old seeded raisins	0 06
California, choice seeded, 1-lb. pkgs.	0 07
" fancy seeded, 1-lb. pkgs.	0 09
" loose muscatels, 3-crown, per lb.	0 07½ 0 08
" " 4-crown, per lb.	0 08½ 0 09
" sultana, per lb.	0 07½ 0 10
Malaga table raisins, Rideau clusters, per box	2 25
Valencia, fine off stalk, per lb.	0 05
" select, per lb.	0 06
" 4-crown layers, per lb.	0 06½

Nuts—There is a good market in most lines but, as is natural at this time of year, peanuts are greatly in demand. Baseball games are a great aid in disposing of the roasted article, as well as amusement parks in all parts of the country.

Prices in all lines are unchanged.

### In shell—

Brazils	0 14½	0 15½
Filberts, Sicily, per lb.	0 11	0 12½
" Barcelona, per lb.	0 13½	0 14½
Tarragona Almonds, per lb.	0 13	0 14½
Walnuts, Grenoble, per lb.	0 12	0 14½
" Marbots, per lb.	0 12	0 14½
" Cornes, per lb.	0 11½	

### Shelled—

Almonds, 4-crown selected, per lb.	0 32½	0 35
" 3-crown	0 31	0 33
" 2-crown	0 26	0 30
(in bags, standards, per lb.)	0 26	0 27
Cashews	0 15	0 17
Peanuts—		
Spanish, No. 1	0 12	
Virginia, No. 1	0 13	
Pecans, per lb.	0 65	
Pistachios, per lb.	0 75	

### Walnuts—

Bordeaux halves	0 29	0 30
Broken	0 23	0 27

Evaporated Apples—Export demand is still strong, and though locally prices are the same they are from ½ to ¾c higher for export. This presents a rather peculiar situation, and local dealers are taking full advantage of it to unload their stocks.

Evaporated apples, prime	0 08
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Beans and Peas—There is an unexpected quickening in the demand for beans. At last writing they were having a slow sale, but recent export demand has livened things up to a marked degree. It looks also as if local men had allowed their stocks to run too low, and prices are stiffening daily in the primary market. It seems certain there will be an advance to the retailer in a few days.

Peas are quiet at former quotations.

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

Rice and Tapioca—Rice buying seems to be only to meet immediate requirements, and no large sales are reported. Tapioca remains firm, with a stronger demand showing up. Prices of both are firm at last week's quotations.

Rice, grade B, bags, 250 pounds	2 75
" " " 100 "	2 75
" " " 50 "	2 75
" " pockets 25 pounds	2 85
" " " 12½ pounds	2 95
" " grade c.c., 250 pounds	2 65
" " " 100 "	2 65
" " " 50 "	2 65
" " " pockets, 25 pounds	2 75
" " " " 12½ pounds	2 85
Tapioca, medium pearl	0 05½ 0 0

CANNED GOODS

MONTREAL—For canned vegetables the demand is still as good as ever, even at the slightly higher prices of some lines. The call for fruits, except those in glass, has gone off to a certain degree, though still satisfactory, in view of the high prices.

Sockeye salmon are in good demand, while other fish are quiet.

In meats there is a steadily increasing trade, and the buying for summer consumption seems to have set in, in earnest.

Peas, standard, dozen	\$1 06
Peas, early June, dozen	1 07 1/2 1 10
Peas, sweet wrinkled, dozen	1 10 1 12 1/2
Peas, extra sifted, dozen	1 52 1 60
Peas, gallons	3 87 1/2 3 92 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00	
Beans, dozen	0
Corn, dozen	0 80 0
Tomatoes, dozen (Ontario and Quebec)	0 85 0 96
Strawberries, dozen	1 50
Raspberries, 2s, dozen	1 89
Peaches, 2s, dozen	1 70
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 65
Pears, 3s, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard, dozen	1 90
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87 1/2
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02 1/2
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoos, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25.	
1-lb. flats, doz., \$4.50.	
Compressed corned beef, 1s.	1 65
Compressed corned beef, 2s.	2 90
English brawn, 2s.	3 00
Boneless pigs' feet, 2s.	3 00
Ready lunch veal loaf 1s.	1 30
Ready lunch veal loaf 1s.	2 40
Roast beef, 1s.	1 65
Roast beef, 2s.	2 90
Stewed ox tail, 1s.	1 60
Stewed kidney, 1s.	1 50
Stewed kidney, 2s.	2 65
Mincel collars, 1s.	1 40
Mincel collars, 2s.	2 50
Corned beef hash, 1s.	1 65
Corned beef hash, 2s.	2 80
Jellied hocks, 2s.	3 50
Jellied hocks, 6s.	10 00
Paragon ox tongue, 1 1/2s.	7 50
Paragon ox tongue, 2s.	8 50
Paragon ox tongue, 2 1/2s.	9 50
Paragon lunch tongue 1s.	4 00
Tongue lunch, 1s.	3 50
Sliced smoked beef, 1s.	1 60
Sliced smoked beef, 1 1/2	2 60

WINNIPEG—All houses are quoting canned goods at an advance of 2 1/2 cents per dozen and 5 cents per case just now. It is not known whether this is a result of the recent canners' merger or not, at any rate it seems impossible to secure lower quotations anywhere, and it is more probable that prices may still go up. The demand is excellent except for peas and corn which is an indication that the present values are warranted.

Strawberries, per case	2 50
Lawtonberries, 2s	3 60
Raspberries, 2s	3 30
Apples, gallon, per dozen	1 35
Peaches, 3s	3 50
Pears, 2s	3 30
Plums, 2s	2 00
Tomatoes, 3s	2 10
Corn, 3s	2 10
Beans, 2s	1 75
Peas, 2s	2 25 2 40

TORONTO—Canned goods, particularly vegetables, are firm. The demand has been strong, corn and tomatoes perhaps leading. It is a fact that the average home has exhausted the supplies that were laid away last year, including carrots, parsnips and cabbage. Spring vegetables are offered now but they have to be imported. The price is prohibitive to many outside of the wealthy class. Canned goods which have been running along actively have assumed a new life. Canned fruit are strong and this market is most satisfactory. Canned salmon is unchanged being still firm and steady.

Beans	0 85 0 90	Red pitted cherries, 2s.	1 75
Corn	0 80 0 85	Gallon apples	2 45 2 75
Peas	1 10 1 60	Bartlett pears—	
Pumpkins	0 80 0 90	Heavy syrup, 2s	1 65
Tomatoes, 3s	0 85 0 90	Light " 2s	1 15
Strawberries, 2s	1 42 1 55	Heavy " 3s	2 40
Raspberries, 2s	1 62 1 70	Light " 3s	1 70
Peaches, 2s	1 50 1 65	Lombard plums, 2s.	0 80 0 85
Peaches, 3s	2 25		
Lawtonberries	1 65		
Clover Leaf and Horseshoe brands salmon:			
1-lb. talls, dozen	2 00	Red Spring, doz.	1 50
1-lb. flats, dozen	1 37 1/2	Red Sockeye, dz.	1 65 1 70
1-lb. flats, dozen	2 15	Lobsters, halves, per dozen	2 00 2 20
Other salmon prices are:		Lobsters, quarters, per dozen	1 40
Humpbacks, doz	0 95 1 00		
Cohoos, per doz.	1 45 1 50		

ONTARIO MARKETS

POINTERS—

Canned Goods—Steady and firm. Sugar—Steady. Dried Fruits Much firmer. Brazil Nuts — Shortage in primary market.

Toronto, May 19, 1910.

While the week's markets have been firm and steady in a general sense, there have been no outstanding features to point to. Sugar remains firm with an unsettled condition in raw market. A change is looked for practically at any time now and although it is generally accepted that a rise will be recorded, there is a slight feeling that it may go the other way. Dried fruits have presented a strong feature. Apricots and prunes, particularly futures, are much firmer due to the loss sustained to the next crop.

Canned goods are also active and firm. They are considered a good holding, particularly in the vegetable varieties. Tomatoes and corn are in particular demand.

Nuts remain firm. The report regarding Tarragonas is now believed not as serious as at first reported but is nevertheless considerable. Brazils continue firm but the conditions connected with the production are not yet certain. Peanuts have taken a stronger tone and reports show heavy importations. The ball game crowds explain the new market. From the news regarding Brazils it looks as if they would be a good purchase.

While the general market has no big features, it is encouraging and satisfactory.

Sugar—The market is steady and strong. Fluctuations occur in the raw market, but the week has witnessed no changes in the prices of the refined article. "It is a waiting market," to use the expression of one dealer. Opinion was a unit to the effect that when the break comes it will be upward. In this respect it may be remarked that New York reports mention the raw market as somewhat unsettled, but unless the market is unduly manipulated there is no apparent reason for expecting a decline.

Paris lumps, in 100-lb. boxes	6 05
" " " " in 50-lb. "	6 15
" " " " in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence "Crystal Diamonds," barrels	5 85
" " " " " barrels	5 95
" " " " " 100 lb. boxes	6 05
" " " " " 50 lb. boxes	6 15
" " " " " 25 lb. boxes	6 35
" " " " " cases, 20-5 boxes	7 60
" " " " " Domino, cases, 20-5 boxes	7 61

Redpath extra granulated	5 20
Imperial granulated	4 90
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	4 80
Bright coffee	5 10
No. 3 yellow	5 00
No. 1 "	4 90
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 75

Dried Fruits—Severe damage to California's coming prune crop has been confirmed and estimates even place the loss at half the crop. The market has been affected to the extent of marked firmness which has stirred up the dried fruit market from sluggishness to activity. Latest reports announce a strong tone to future prunes. Locally, dried fruits have not been up to former years. It has been explained that the market has been flooded with fresh apples which had been held in storage. The California reports have brightened the market and prunes are held in favor. Apricots are also firmer and likewise dried peaches. Raisins are firm but only fairly active.

Prunes—	Per lb	
30 to 40, in 25-lb. boxes	0 11 0 11 1/2	
40 to 50 " "	0 08 1/2 0 09	
60 to 60 " "	0 07 1/2	
80 to 70 " "	0 07	
70 to 80 " "	0 06 1/2	
80 to 90 " "	0 06	
90 to 100 " "	0 05 1/2	
Same fruit in 50-lb. boxes 1/2 cent less.		
Apricots—		
Standard	0 15	
Choice, 25 lb boxes	0 16	
Fancy, " "	0 17	
Candied and Drained Peels—		
Lemon	0 09 0 11 Citron	0 14 0 17
Orange	0 11 1/2 0 12 1/2	
Figs—		
Siemes, per lb.	0 08 0 10	
Apples, " "	0 03 1/2 0 04	
Bag figs " "	0 03 1/2 0 04	
Dried peaches	0 08 0 08 1/2	
Dried apples	0 08	
Currants—		
Fine Filiatras	0 06 0 07	
Patras	0 07 1/2 0 08	
Uncleaned to le s		
Raisins—		
Sultans	0 06 0 07	
" fancy	0 06 0 07 1/2	
" extra fancy	0 08 0 09	
Valencias, new	0 05 1/2 0 06	
Seeded, 1 lb packets, fancy	0 08	
" 16 oz. packets, choice	0 07 1/2	
" 12 oz. " "	0 06	
Dates—		
Hallowees	0 05 0 05 1/2	
Fards choicest	0 10	
Sais	0 05	

Syrups and Molasses—With the exception of cane syrups which are quite firm, the syrup market records nothing eventful.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	" " 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	3 00
10 lb. tins, 1 doz.		Molasses—	
in case	2 75	New Orleans,	
20 lb. tins, 1 doz.		medium	0 28 0 30
in case	2 70	New Orleans,	
Barrels, per lb.	0 03 1/2	bbls.	0 26 0 28
Half barrels, lb.	0 03 1/2	Barbadoes, extra	
Quarter "	0 03 1/2	fancy	0 45
Full 36 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 62
" 25 " "	1 30	Muscovada	0 30

Coffee—Maricaibo coffee is stiffening but otherwise trade is normal.

Rio, roasted	0 12 0 15	Mocha, roasted	0 25 0 28
Santos, roasted	0 13 0 17	Java, roasted	0 27 0 33
Maricaibo, "	0 14 0 20	Rio green	0 10 0 11

Teas—Higher grades are firm. Activity. Latest reports announce a strong little improvement in the whole market. New crop Japans are on the way and are quoted firm.

Nuts—Shelled almonds and walnuts are firm. Advices from Brazil state that the market there continues to advance under a decided shortage in the crop. The unsold supply still to come forward is estimated at not over 3,500 tons.



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## Expert Tea Man Tells How To Increase Sales

Mr. R. K. Stevens, representing Shaw, Wallace & Co., of Calcutta, India, a tea firm well known in both hemispheres, arrived recently in America. In an interview with the Tea and Coffee Trade Journal he expressed very plainly the opinion that the reason the consumption of tea in the United States was practically at a standstill while the consumption of coffee was increasing by leaps and bounds was that seventy-five per cent. of the tea imported was being bought and sold for appearance instead of for "cup" or

"liquoring" quality. The consumption of tea in England, he said, had remained comparatively small until India and Ceylon had begun to ship tea largely. The better liquoring quality of blends of India and Ceylon teas appealed strongly to Old Country consumers. The largest buyers on the Calcutta and Colombo markets, declared Mr. Stevens, are among the finest judges of tea in the world, and they buy for liquor, not for appearance.

Every time you buy **Red Rose Tea** you are buying a blend of Indian and Ceylon tea carefully selected for its "liquoring" or "cup" quality and not for appearance. Your customers don't know anything about the appearance of tea; they do know about its "liquoring" or "cup" quality. Rich, smooth strength, delicious flavor, delicate aroma, these are cup qualities. In these **Red Rose Tea** is not equalled by any other tea in Canada. That is the reason for **Red Rose Tea** success. That is why it pays to recommend

# Red Rose Tea

Front Street East,  
Toronto, Ont. }  
315 William Ave., } Branches  
Winnipeg, Man. }

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

P.S.—With your next order of Red Rose try a sample shipment of Estabrooks' bulk Blends of India and Ceylon teas in Black, Green or Mixed, in the 30c. and 40c. grades. They are teas for "liquor."

## TWO CENTS PER WORD

You can talk across the continent for two cents per word in a Canadian Grocer Want Ad.

## THE CANADIAN GROCER.

what is in hand before new potatoes come in. However, Vancouver uses a large amount daily, and with a low price there are hotels that will take them.

Sugar, standard granulated.....	5 80	Butter, local creamery.....	0 35
Sugar, imported.....	5 25	Butter, Western.....	0 22
Val. raisins, lb.....	0 06	Eggs, California.....	0 30
Cal.....	0 07	Eggs, local.....	0 28
Prunes.....	0 05	Cheese, Ontario.....	0 14
Currants.....	0 04	" Manitoba.....	0 14
Dried apricots.....	0 11	Bacon.....	0 24
Flour, Standard, bbl.....	6 90	Lard, pure.....	0 20
Cornmeal, p. 100 lbs.....	2 60	Lard, compound.....	0 17
Beans, per lb.....	0 03	Potatoes—	
Rice, per ton.....	68 00	Ashcroft, ton.....	40 00
Tapioca, per lb.....	0 03	Local, ton.....	23 00
Apples, box.....	2 75	Cal. Burbanks.....	25 00
Evaporated apples.....	0 06	Canned Goods—	
Butter, Eastern dairy in tubs.....	0 25	Peas, Early June.....	1 35
Butter, Eastern dairy, choice.....	0 34	Tomatoes.....	1 27
		Corn.....	1 02
		Apples.....	3 45
		Strawberries.....	3 15
		Raspberries.....	1 08

### NEW BRUNSWICK MARKETS.

St. John, N. B., May 19, 1910.

There have been few changes in the grocery markets during the past week. As stated last week all canned fruits and vegetables have advanced. Butter is firmer and in one or two other lines slight changes in quotations are listed. The present prices are:—

Sugar—		Molasses, fcy.	
Standard gran.....	5 30	Barbados, gl.....	0 32
Austrian.....	5 20	Butter, dairy, lb.....	0 25
Yellows.....	4 80	Butter, creamery, lb.....	0 29
Flour, Manitoba.....	6 35	Eggs, new laid.....	0 17
" Ontario.....	5 56	Potatoes, bbl.....	1 25
Cornmeal, bags.....	1 65	Canned goods—	
" bbls.....	3 15	Peas, doz.....	1 15
Rolled oats, bbls.....	5 00	Corn, doz.....	0 90
Buckwheat, west, grey, bag.....	2 90	Tomatoes, dz.....	1 00
Austrian.....	5 20	Raspberries, dozen.....	1 95
Val. raisins, lb.....	0 06	Strawberries, dozen.....	1 70
Cal. raisins, seed.....	0 07	Salmon, case.....	6 50
ed.....	0 07	Red spring.....	6 75
Currants, lb.....	0 07	Cohoos.....	6 25
Prunes, lb.....	0 05	Peaches, 2s, dozen.....	1 75
Rice, lb.....	0 03	Peaches, 3s, dozen.....	2 85
Beans, hand picked, bus.....	2 20	Baked beans, dozen.....	1 20
Beans, yellow eyes, bus.....	3 50	Fish—	
Cheese, new, lb.....	0 14	Cod, dry.....	3 00
Lard, compound lb.....	0 14	Herring, salt, bbls.....	4 75
Lard, pure, lb.....	0 17	Bloaters, box.....	0 85
Pork, domestic mess.....	28 00		
Pork, American clear.....	29 50		

### INFORMATION FOR BUYERS.

Supplied to the Trade by Sellers.

The Dominion Register Co., Ltd., of Toronto, held a Convention of their salesmen the first week in May and were invited to visit the plant of The McCaskey Register Co., at Alliance, Ohio, The Dominion Register Co., Ltd., of Canada is a licensee of The McCaskey Register Co., of Canton, Ohio. The managers and salesmen spent an entire week at the plant of the latter company to become thoroughly educated on the systems of the company, which are duplicated and marketed in Canada by the Dominion Register Co., Ltd., and the president of the Dominion Register Co. took advantage of the opportunity to banquet the Canadians at the Canton Club. The entertainment was one long to be remembered by those who were present. The banquet hall was beautifully decorated with Canadian and American flags, and the environments generally, were such as made the "foreigners" feel thoroughly at home. Mr. Ry-ley, president of the Dominion Register

Co., Ltd., although his home is in Canton, is a Canadian, having been born and reared in Canada, and having started his business career with the Canadian Bank of Commerce. Altogether the Canadian boys who made the trip to Canton and who are now back in the field distributing the Dominion products are enthusiastic over the treatment accorded them in Canton, and as a result of their week's education there, have entered upon their duties for the Dominion Register Co. in a way that means success for each and every one of them. Those who made the trip to Canton were as follows:—H. B. Macdonell, managing director, Toronto, Can.; J. C. O'Connor, sales manager, Toronto, Can.; E. McCall, H. H. Jack, P. M. Corcoran, George Cameron, H. N. Hill, P. J. Morton, J. H. Farwell, W. H. McDermott, David F. Milne, F. T. Oldfield, W. G. Stewart, A. M. Almas, W. B. Pierce, J. R. Lumley.

G. S. Buchanan and G. S. Ahern, formerly with D. Rattray & Sons, have opened offices in Quebec as commission merchants and importers. The former has a connection of three years, while employed by the Rattray firm, and the latter six years, with the wholesale trade of Quebec. They anticipate featuring sugar, molasses and kindred lines, while they are acting as selling agents for several specialties.

R. B. Wiseman Co., Winnipeg, have sold their storage and forwarding business to Ferguson Bros. They have retained their wholesale grocery brokerage business, to which they will now have time to pay increased attention. They propose developing their brokerage business to larger proportions than it has ever had.

Lunham & Graham have removed to 559 St. Paul St., Montreal, where they have secured larger quarters. A refrigerator plant has been installed for the safe storing of their Corona butter, while alterations to the warehouse are being made, which will particularly suit it to the needs of their business.

Vegetable Butter.—Further investigations regarding the introduction of coco fruitine on this side of the Atlantic confirm the view that its use will produce a revolution that will distinctly benefit householders for all cooking purposes and all purposes where pure lard and cooking butter are employed with this article, which is manufactured from cocoanuts, and is a genuinely pure extract of cocoanut produced in Marseilles, and shipped from there under the name of coco fruitine. It is shipped to this country in a hardened form, although used in France in the form of oil largely. Coco fruitine is used in enormous quantities by the large biscuit makers in Great Britain and on the continent, and the manufacturers have found it necessary to greatly increase their facilities for producing it. It is singularly wholesome, and nourishing, and its easy digestion, compared with other substitutes

therefore commend it greatly. The nourishment contained in this article is greater than that from similar goods. It is made in such form that all moisture is eliminated, making it, therefore, more economical in use, even although the initial price is not any more than pure lard. Its absolute purity, its nourishing qualities, the economy in its use, and its agreeable taste, so far as there is any taste to it, all favor its large use. Arthur P. Tippet & Co., Montreal, have been appointed agents for the manufacturers for Canada, and as this firm does not handle goods that they are not perfectly satisfied with as filling every known requirement of purity and reliability, it is a fair criterion, without any other evidence, it is all right.

Recently some 500 retail grocers of Philadelphia, Pa., were guests of the Campbell Soup Co., at their large plant in Camden, when two hours were spent inspecting it, and the methods used in manufacturing their soups. The care exercised to prevent anything but the highest quality of products from being a revelation to all. Sherry and Madeira wines, imported from Spain and used in the ox tail and mock turtle soups, vied with the selected dry-picked fowls, glimmering Patna head rice and butter used in chicken soup in their interest to the grocers. The plant was in full operation, and a good idea was given of the ability of the machines to handle over 400,000 cans daily, as is frequently done while tomatoes are being received.

S. T. Nishimura & Co., Montreal, on Monday received samples of new crop Japan teas, being the first to arrive in Canada this season. These samples have been forwarded to their various agents and submitted to jobbers, who are reporting the teas as being of excellent quality.

Chr. Bjelland & Co., Stavanger, Norway, the packers of the King Oscar brand of sardines, have placed on the market a new line—smoked herring in bouillon. These goods are small herrings, not much larger than sardines, and are packed closely in sardine style, consequently, the consumer gets a lot of fish for a small price. The liquor is a spiced bouillon, and gives the herrings an appetizing flavor that will be pleasing to most palates. Each tin weighs 14 oz., and as they can be retailed at 10c per tin, and give both wholesaler and retailer a good profit, the line will be a popular one with the trade. Mr. Henderson, of J. W. Bickle & Greening, Canadian agents for Bjelland & Co., reports that the first shipments have been well distributed and repeat orders have been cabled.

J. W. Lefebvre is now selling J. & A. Carpenter's meats in glass, which are packed in London, England. Egon Clavel, 209 Coristine building, Montreal, is agent for Canada. Mr. Lefebvre, who was with the Ozo Co., is widely known in the trade.

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Buy the flour that commands the fancy price.

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TORONTO

MONTREAL

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ST. JOHN, N.B.

BRANDON

## Cracks, Helds, and Rots in Eggs Ruinous to Trade

**Three Dead Losses Which Revert Back to the Producers — System in Denmark Which Prevents These — Merchants Too Keen on Accepting all Kinds of Eggs — Would Make it Illegal to Sell Bad Stock.**

By Jno. A. Gunn in Canadian Farm.

There are three big, dead losses in eggs: losses from cracked, losses from held eggs and losses from rots. The cracked are usually caused in shipping, due to rough roads and handling.

Held eggs are caused by the farmer or small dealer waiting for an advance in price. This is especially the case in the fall. The third loss, rotten eggs, is caused by various things: one big cause is the heat of the summer, one hour's direct rays of the sun will put an egg out of condition, particularly on hot days.

Another cause is by the hens stealing nests and the eggs not being gathered until they have spoiled. Another cause is carelessness on the part of the farmer; he gathers his eggs any time that suits his convenience, puts them in any place, without any thought of the future, and takes them to town whenever it pleases him.

Thus the eggs go through a process of heating and cooling which causes disintegration to take place rapidly.

### How to Eliminate Loss.

Now what are the remedies? There is a considerable loss to the individual and to the community by the present methods of handling, and it is time for us to consider the ways of eliminating this loss, so that the businesslike farmer may adopt them, improve his egg business, and make money by doing so.

It is hardly reasonable to expect anyone to improve his business conditions unless he realizes a financial benefit therefrom. Everyone likes to produce the best of everything, providing they can make more money than by selling the inferior article. It is only reasonable that if the farmer brings in good, No. 1 eggs every week, he should get more than the one who does not. Under the present circumstances he does not, consequently the tendency is to let the care of the eggs slide.

### Would Pay Higher Prices.

The question now evolves itself into one as to how we, as wholesale men can secure a better quality of eggs which will justify us in paying a higher price for the article, which we are quite willing to do if the standard is raised. It may not be known, but in purchasing eggs we do discriminate, and in certain sections where they have improved the standard and where the eggs are more regularly collected, we pay a higher price than in other districts where these conditions do not prevail, proving conclusively that more attention to these details will insure the farmer greater returns.

I am fully convinced that only proper legislation prohibiting the selling of bad

or rotten eggs and a co-operative method of collecting or gathering the eggs, based largely on the system adopted in Denmark, will prove effective.

When recently in Europe I studied conditions there. I found that where there existed a wise co-operation they realize, on an average, far more for their eggs than what we do. I found that they command a higher price on the best markets in Great Britain, and I naturally asked myself the reason why and took the pains to find out. I found that under conditions that are not as favorable as what we enjoy in many respects, they were able to produce more and realize higher prices.

Naturally I wanted to know why this was so. I found that their extra profit was largely due to the fact of a more honest, businesslike method of collection, and that an intelligent concentrated and universal system of co-operation had brought about these results.

### The System in Denmark.

In Denmark they form co-operative egg associations or circles; members are accepted on application by paying a small nominal fee. They have to deliver all the eggs produced by their hens, setting eggs and accidentally found eggs excepted, in a manner and on days fixed by the officers of the circle. No eggs more than seven days old are delivered, transgression of this rule is punished by a fine which reverts to the association. Each member undertakes to collect eggs every day, and in the hot season twice a day.

Accidentally discovered eggs or stolen nests must not be delivered. Artificial eggs only are to be used as nest eggs, and the hens must be kept from the nests during the night; only clean eggs will be received. Every member gets a rubber stamp with ink and pad; the number of the circle as well as that of the member appears on the stamp, each egg being stamped plainly on the large end, so that the owner of every egg may be identified. The necessary capital for paying cash to the members on delivery of the eggs is provided by a loan, the members of the circle becoming responsible for this loan. The eggs are paid for at a price set by the circle directors, and whatever over and above this price the eggs realize is paid later on to the members of the circle, after deducting the current expenses.

The directors undertake the disposal of the eggs, find the best market, and realize very much higher prices than would be possible by individuals working along individual lines. The result of

all this is that when you look into shop windows in London, you see eggs with stamps on the ends, as referred to above, ticketed at a much higher price than ordinary stock. This stamp being a guarantee of quality, the consumers are willing to pay the extra price asked for them.

### Make it Punishable Offence.

I believe that it is manifestly in the interests of every individual producer, as well as everybody interested in the distribution of eggs, that legislation should be enacted making it an offence against the law to market, or offer for sale bad eggs. We also should improve our methods of gathering and collecting.

As everybody knows, the system today is most primitive; either a few individuals go around and collect the eggs from the farmer, taking everything they offer, good, bad and indifferent at the same price, or else these eggs are taken to the country merchant who has neither time nor inclination to go through them, and who is compelled to pay good cash for everything that offers.

The competition in buying eggs through the producing season is so keen that buyers are afraid to insist on being allowed to reject bad eggs, the storekeeper stating that if they do not accept them someone else will, so under this method there is necessarily, and will continue to be a very great loss, and a shrinkage which is borne by the trade generally and primarily by the farmer.

### BEAN GROWERS' ASSOCIATION.

Ridgetown, Ont., May 17.—At a largely attended meeting of bean growers and dealers held here on Saturday the Ontario Bean Growers' Association, provisionally formed last February, was actually organized. A large number of members were enrolled, and the indications are that the list will grow rapidly.

The addresses largely related to the improvement and cultivation of the crop. A strong point urged by practically all the speakers was the necessity of using first class seed, by which means insect pest could be successfully combated and the yield immensely increased. W. C. Newman stated that though the Canadian Northwest offered a large and growing market, in which the consumption of Canadian grown beans had doubled in the last 8 years, in order to meet American competition Canadian growers must produce beans of the highest quality.

### DIRECT SERVICE MONTREAL TO CHICAGO.

Montreal and Chicago now have a through freight and passenger service by boat, via the Great Lakes. This was inaugurated by the arrival in Chicago on the 13th of the steamer City of Montreal. Although a failure, when previously tried, this traffic bids fair to be successful, and will form an important link in the transcontinental route.

# The chance of your lifetime!

The Wonderful West, whose prosperity and greatness is only in its infancy, is in need of just the goods you manufacture.

Will you avail yourself of our services for the handling and disposal of these goods? We have grown and are still growing with the WEST, and have a thorough grasp of Western Trade, its developments and requirements. Large track warehouses at the leading strategic business points are ready to handle your wares! Get in touch with us to-day. We can offer you conscientious, thorough and reasonably-priced service.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

Winnipeg Regina Calgary Edmonton Fort William

Storage for all classes of merchandise. Cars distributed at Calgary, Winnipeg, Regina, Edmonton, Fort William

# Old-Time Purity

of the contents and manufacture is the outstanding feature of

"E. D. S."  BRAND

JAMS and JELLIES

Our claim to ABSOLUTE purity is stronger than mere assertion. The Government Analyst has certified "E.D.S." Brand 100 per cent. pure. Send for Bulletin 194 from the Department of Inland Revenue, and see how E.D.S. brand outrivals all other brands in purity. We use no preservatives or coloring matter, and never have used them.

Isn't this the line to handle, Mr. Grocer—a 'quality line that never fails to bring the repeats?

Equally profitable to handle is "E.D.S." GRAPE JUICE—a non-alcoholic, appetising and refreshing drink! It's proving a rare seller. Try a case.

Made by **E. D. SMITH** at his Fruit Farms

WINONA, ONT.

AGENTS—N. A. Hill, 25 Front St. E., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.; J. Gibbs, Hamilton.



## HOW IS YOUR STOCK OF CHEESE?

The opportunity to buy Fall Cheese will soon be past—stocks are limited.

We have some very fine September Cheese from best factories, and would suggest that you look over your stock and

### ORDER NOW

LET US SEND YOU AT THE SAME TIME a shipment of our Premier Quality Smoked Meats and Maple Leaf Brand Pure Lard or Easifirst Shortening.

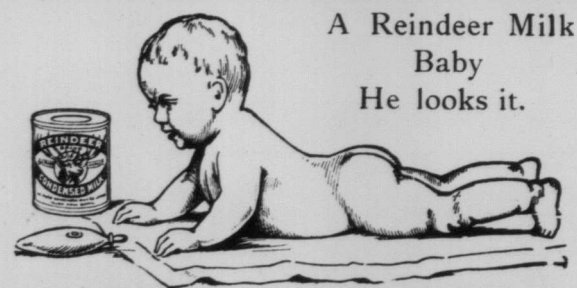
**GUNNS** Pork and Beef Packers  
LIMITED TORONTO

# CHEESE

New cheese are now in. We can ship promptly either large or twins.

We have a few only of last year's cheese. They are now in prime condition and sure to give satisfaction.

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



A Reindeer Milk  
Baby  
He looks it.



Young Canada is Being Raised on  
**Reindeer Condensed Milk**

*The richest and best*  
**HOW IS YOUR STOCK?**

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

MILD CURED

## Breakfast Bacon Skinned Backs and Hams

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

**The WM. RYAN CO.**

LIMITED

PACKING HOUSE:

**FERGUS, - - ONT.**

HEAD OFFICE:

**70 and 72 Front St. East, TORONTO**

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## Live and Dressed Hogs Placed at Higher Prices

Scarcity Has Helped Boost the Prices—Butter Suffered a General Slump During the Past Week—Egg Market a Little Easier and Should Become More General—New Cheese Markets Report Decline in Prices—Poultry Remains Quiet.

Butter and eggs are both occupying a prominent place in the market. The former has declined generally. It was not a drop of one cent at a time. The market held on at a high figure until two weeks ago, when the first break occurred. Last week it was sharper than ever throughout the whole country, and the bottom price has hardly been reached yet.

Eggs have remained firm. The production is heavy and it might be expected that the price would have dropped, but it is apparent that a large percentage have been put away. The price is, at any rate, a little easier.

The provision markets display a new firmness. Live and dressed hogs are demanding higher figures, owing to a present scarcity of supplies. Lard is firm, although in some quarters it was quoted, as well as backs, at slightly easier prices.

Poultry has not entered its season and is temporarily quiet. Honey is firm, with the demand firm. Cheese quotations at the various boards are easier, although a better price should be received before long. The old variety is firm, with the demand normal.

### MONTREAL.

Provisions—Dressed hogs are 50c higher, in view of a temporary scarcity. Otherwise the market is steady, with only a fair volume of business moving. The main cause for this dullness seems to be the quantities of fresh vegetables and fruits that people are buying.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 16½
Cases, tins, each 10 lbs., per lb.	0 16½
" " " 5 " "	0 16½
" " " 3 " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 17
Pails, tin, 20 lbs. gross, per lb.	0 17½
Tubs, 50 lbs. net, per lb.	0 16½
Tierces, 375 lbs., per lb.	0 16½
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12½
Cases, 10-lb. tins, 50 lbs. to case, per lb.	0 12½
" " " 5 " "	0 12½
" " " 3 " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 11½
Pails, tin, 20 lbs. gross, per lb.	0 12½
Tubs, 50 lbs. net, per lb.	0 12½
Tierces, 375 lbs., per lb.	0 12½
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	39 50
Clean fat backs	33 00
Heavy flank pork, bbl.	30 50
Plate beef, 100 lb. bbls.	9 25
" " 200 "	18 00
" " 300 "	26 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 16
Long clear bacon, heavy, lb.	0 16
Long clear bacon, light, lb.	0 16½
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 18
Large sizes, 18 to 25 lbs., per lb.	0 17½
Medium sizes, 13 to 18 lbs., per lb.	0 18
Extra small sizes, 10 to 13 lbs., per lb.	0 18½
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " " small, 9 to 12 lbs., per lb.	0 19½
Breakfast bacon, English, boneless, per lb.	0 19½
Windsor bacon, skinned, backs, per lb.	0 20
Spiced roll bacon, boneless, short, per lb.	0 18
Hogs, live, per cwt.	9 50
" " dressed, per cwt.	14 50

Butter—Butter is still on the toboggan slide, being two cents lower than our last quotation. Supplies are coming in very freely, and the most satisfactory

thing about the present condition, according to local men, is that the drop is coming all at once, instead of a cent now and another one a week later. There will probably be little further change for some time. Receipts for the week are 9,257 packages, as against 5,409 packages same week last year. Since the beginning of the season, May 1st, the receipts are 16,479 packages, as against 11,497 same period last year.

New milk creamery	0 25
Dairy, tubs, lb.	0 23
Fresh dairy rolls	0 23

Cheese—There is little change in the cheese situation. New cheese is coming in quite freely, but still not up to the same period last year. Receipts for the week are 20,571 boxes, as against 23,458 boxes same week last year. For the season they also show a falling-off, being only 30,426 boxes, as against 34,969 boxes same season, 1909.

Quebec, large	0 13
Western, large	0 13
" " twins	0 13½
" " small, 20 lbs.	0 13½
Old cheese, large	0 16

Eggs—The quantities of eggs now arriving make it hard to understand the method by which the price keeps to its present level. Receipts for the week are 13,911 cases, as against only 11,572 cases same week last year. For the season they are 28,245 cases, as against 24,427 cases same season, 1909. In view of these figures it can only be the increasing consumption that keeps the price where it is.

New laid	0 21
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Maple Products—At first hand there is practically no sugar or syrup held. It is all in the hands of the jobber or retailer. In view of this situation, there is little to report. Prices are sure to be high to the consumer this year.

Compound maple syrup, per lb.	0 64	0 05
Pure townships sugar, per lb.	0 10	0 11
Pure syrup, 8½ lb. tin	0 70	
" " 10½ lb. tin	0 85	

Honey—Honey is quiet, with no changes in quotations.

White clover comb honey (nominal prices)	0 15	0 17
Buckwheat, extracted	0 08½	0 09
Clover, strained, bulk, 30 lb. tins	0 11	0 11½
Buckwheat comb	0 12½	0 13

### TORONTO.

Provisions—Another upward movement in the hog market has occurred during the past week, due to a shortage of supplies. Hogs are reported scarce throughout the country, and from \$9 to \$9.40 is being offered. Some specially selected brought \$10.25 per cwt., weighed, off cars. Dressed hogs are also firm, and while the price ranged from \$12.25 to \$12.75 for the most part, some offerings of \$13 were reported, and it is believed the latter price may become more general. One dealer reported backs a

little easier on account of an accumulation of stock, but others did not quote a reduction, maintaining that the market was steady and firm.

Long clear bacon, per lb.	0 15	0 15½
Smoked breakfast bacon, per lb.	0 19	0 20
Pickled shoulder	0 15½	0 16
Roll bacon, per lb.	0 15½	0 16
Light hams, per lb.	0 18	0 18½
Medium hams, per lb.	0 18	0 18
Large hams, per lb.	0 17	0 17½
Cooked hams	0 26	
Fresh shoulder hams	0 13	
Shoulder butts	0 17	
Hacks, plain, per lb.	0 19½	0 20
" " pea meal	0 10½	0 21
Heavy mess pork, per bbl.	28 00	29 00
Short cut, per bbl.	30 00	31 00
Lard, tierces, per lb.	0 15½	0 16½
" " tubs	0 16	0 16½
" " pails	0 16½	0 16½
" " compounds, per lb.	0 12	0 14½
Live hogs, at country points	9 00	9 40
Live hogs, local	9 60	9 75
Dressed hogs	12 25	13 00

Butter—Prices suffered a bad fall during the past week. Five cents is probably the outside figure of the decline. It was fully expected in one sense, although some believed it would be a slow, rather than sudden slump. Butter is coming in freely, practically more being received than can be readily handled. In regard to the following prices some quotations give the outside price one cent higher.

<b>Fresh creamery print</b>		
Per lb.	0 24	0 25
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 20	0 21
Baking butter	0 17	0 18
Large rolls	0 18	0 19

Cheese—There is nothing featuring the cheese market. The price on the boards has dropped from 10 7-16c to 10 5/8c. Reports state that not all the offerings were sold. Old cheese is firm at 12 3/4c for large, and 13c for twins. New stocks are beginning to move at 12c.

Eggs—The egg market is fairly steady. Receipts have been liberal, with a resultant decline in price. It is learned that farmers are receiving 17 1/2c to 18c a dozen, and at these figures they are being stored away for next winter. This should make eggs dear when the next snow flies. The production seems to be undiminished. It may be said that the prices to the trade vary. Some quote 19c to 19 1/2c, while others go as high as 20c to 21c.

New laid eggs	0 19	0 21
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Poultry—This market has changed but slightly. The farmers are busily engaged with other work, and, besides, hens are more valuable as the producers of eggs. It is expected that in a short time a marked improvement will be felt.

Spring broilers, dressed	0 40	0 45
Hens, per lb. dressed	0 15	0 15
Turkeys, per lb., large	0 17	0 18
Ducks	0 16	0 17

Honey—The market is featureless, but steady, and remains firm. Demand remains fair.

Clover honey, extracted, 60 lb. cans	0 10½	0 11
" " " 10 lb. pails	0 11	0 12
" " " 5 lb. pails	0 11½	0 12
" " comb, per dozen	0 25	0 25
Buckwheat honey, lb.	0 07	

The Commercial Travelers' Association of Canada state that Robt. Ewers, the traveler who was convicted in Toronto of conspiracy in a procuring case, is not a member of their association. He is not known to them at all.

**FAVORS FIXING PRICES.**

**Same Questions Affecting the Grocery Trade in U.S. as in Canada.**

Springfield, Ill., May 19.—At the annual convention of the National Association of Retail Grocers here, President Sullivan referred to "a growing disposition manifest by the larger interests to absorb the smaller interests and the only salvation of the retailer lay along the pathway of organization."

He cautioned the retailers to keep close watch on their business in order to avoid leakages and thereby cut down operating expenses, and that, owing to the keenness of competition, the grocery business is no longer one of physical endurance and horse strength and long hours, but one which required work from the neck up instead of from the neck down.

He favored the system of placing a protected price on proprietary articles, maintaining that no one body could question the justice and righteousness of manufacturers protecting their own trademarks.

Frank B. Connolly of the committee on price maintenance reported converts among the manufacturers to this system of protecting the retailers' profit, especially on the Pacific Coast, and gave the further information that manufacturers throughout the country were watching its operation closely with a view to falling in line.

There was also a heated discussion relative to the action of the canners' convention at Atlantic City in February, at which time that organization adopted resolutions favoring the passage of a parcels post measure at this session of Congress. Considerable correspondence was presented to the convention by Secretary Green showing the action of the canners as well as other correspondence indicating that the packers would not rescind their attitude.

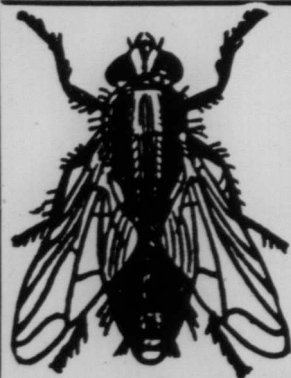
The retailers take offence at the attitude of the canners that parcels post would save them considerable money in shipping samples. The question was disposed of temporarily by referring the whole proposition to the resolutions committee.

If the spirit of the delegates is any criterion as to their attitude something warm in the way of a strong resolution, if not open declaration of war can be looked for.

L. F. Padberg said that the retailers could expect little assistance from the jobbers and that they seem to be content only when they were able to make the retailers buy of them and then see fit to sell the retailer's customers.

**MAPLE SYRUP!**

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



**WILSON'S  
FLY PADS**

PAY RETAIL GROCERS A LARGER  
PROFIT THAN ANY OTHER WELL  
ADVERTISED ARTICLE.

**O.K.  
SODAS**

**40 to 44 to the Pound!**

Elegant, crisp Sodas, uniform in quality and just what your customers will appreciate.

Are you selling this profitable line?

**The Canadian Biscuit Co., - La Perade, Que.**

**THE PEOPLE OF  
JAMAICA**

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

**KINGSTON  
"GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax**

52 Highest Awards in Europe and America

**WALTER BAKER & CO.'S**

**CHOCOLATE  
& COCOA**



Registered  
U. S. Pat. Off.

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA





## Satisfied Customers

The good-will of a business that comes from a long succession of satisfied customers, and the advertisement that is given by word of mouth from one pleased customer to another prospective one, are valuable assets, and to acquire them takes many years of earnest endeavor to supply to your customers nothing but pure and wholesome goods. Baking powder that contains alum is unfit for use in food.

**NO  
ALUM**

## MAGIC BAKING POWDER

CONTAINS NO ALUM.

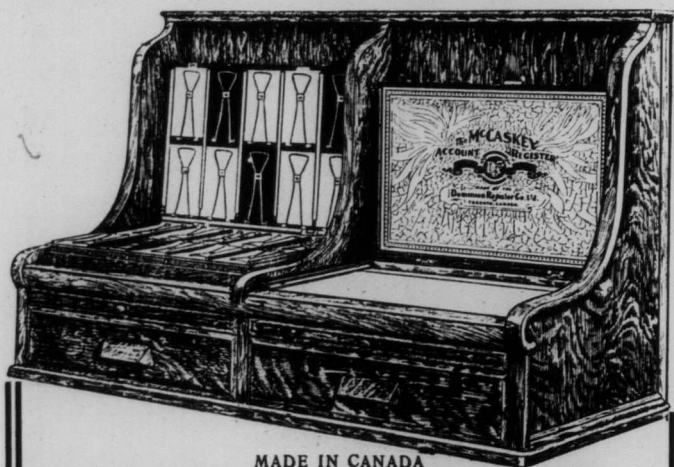
MAGIC is a medium-priced baking powder and the only well-known one made in Canada that does NOT contain Alum.

### E. W. Gillett Co. Ltd.

Toronto, Ont.

Winnipeg

Montreal



MADE IN CANADA

### JUST ONE REASON WHY YOU NEED The McCaskey Account Register

FIRST AND STILL THE BEST

- ☞ NEITHER you nor your clerks can be absolutely sure that every article that goes out of your store is charged to the proper person. If you do not have THE McCASKEY SYSTEM.
- ☞ With the McCASKEY SYSTEM it is impossible for you to forget to charge.
- ☞ Little leaks will sink a ship—little leaks like forgotten charges will ruin your business.
- ☞ There are a hundred other reasons why you need the McCASKEY SYSTEM. We'll be glad to tell you what they are if you will tell us that you are interested.

A POSTAL CARD WILL DO

**DOMINION REGISTER CO., LIMITED**

Successors to The McCaskey Register Co. in Canada

96-104 Spadina Ave. - - - Toronto, Canada

## Talk Preserved Meats

Butchers' meat is dear.

Your customers feel the cost.

In the Summer time particularly Clark's Meats have advantages over fresh meats.

Clark's Meats are ready cooked, easily kept and far more economical.

RECOMMEND THEM.

**Wm. Clark - Montreal**

Manufacturer of high-grade

—Food Specialties—

# L. A. PRICE OLIVE OIL

The Best—The Finest—The Purest

IMPORTED IN CANADA.

IN STORE:

500 Dozen Extra French and Genuine Lucca Oil

¼ pt., ½ pt. and quart bottles.

1150 Tins French and Italian

⅛ gal., ¼ gal., ½ gal., 1 gal. and 5 gal.

*Try Price's and compare it with others.*

IT'S THE BEST.

ASK FOR QUOTATIONS.

**L. Chaput, Fils & Cie.,** Sole Agents, **Montreal**

Good  
Condition



is indispensable if your biscuit trade is going to be a live business. Carr's biscuits, whose unexcelled quality is well known, reach you in a crisp, fresh condition, because they are packed right.

These are the kind to handle.

**Carr & Co., Carlisle, Eng.**

Order from Agents—Wm. H. Dunn, Montreal & Toronto; Hamblin & Strer-ton, Winnipeg; L. T. Mewburn & Co., Ltd., Calgary; Standard Brokerage Co., Ltd., Vancouver, B.C.; T. A. McNab & Co., St. John's, Newfoundland.



The Fresh Fruits are carefully selected

Their delicious flavor appeals to everybody

You should have them in stock.

Agents;  
ROSE & LAFLAMME, Ltd., MONTREAL and TORONTO

# CHRISTIE

## A plain business talk to our partners, the Grocers of Canada, about stable profits

Have you ever figured out the source of *the only profit worth while* in the grocery business? Take your pencil and do it right now.

Transient business does *not* amount to much.

Your few score or few hundred dependable customers—*mainly your particular buyers*—make up your *paying* trade.

They are *precisely* the customers who make your good will a *valuable asset*.

These customers *insist* on the best groceries—inferior goods will not satisfy them.

If they want biscuits they *demand*

## CHRISTIE BISCUITS

because it's a matter of common knowledge that Christie Biscuits are "*The Purest of all Pure Foods.*"

Now, isn't it as plain as day that the manufacturer of high-grade groceries is your best friend? His reputation works for you day after day—keeps on working for you even on Sundays and holidays.

HIGH STANDARD GOODS ARE THE ONLY SOURCE OF STABLE PROFITS IN THE GROCERY BUSINESS.

The superiority of Christie Biscuits *is* conceded—has never been seriously questioned.

You know that, your customers know it—more of them will know it. Whether your best customer wants soda biscuits, sweet or fancy biscuits, she invariably asks for *Christie's*.

The name is a guarantee of biscuit purity and perfection. And the fact remains that

*"Christie Biscuits sell more than Biscuits."*

CHRISTIE, BROWN & CO., LIMITED

# BISCUITS



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

**National Licorice Co.**  
MONTREAL

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

EDINBURGH and LONDON

BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Liquorice LOZENGES

Should be in your confectionery department.

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

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"  
brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

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## Looks for Decline in Price of Manitoba Flour

**Flour Authority Expects That Condition by the End of May—  
Export Trade has Been Affected by the Death of King Edward  
—Heavy Exporting From Russia—Cereals are Quiet.**

"There is nothing doing in export trade," remarked a representative of a large milling concern this week. The death of King Edward has had a quieting effect which will hardly be removed until after the funeral. The wheat market is experiencing what may well be termed an over supply. Russia is exporting from five to six millions of bushels a week. Wheat is pouring from the Canadian west with the result that a dulling influence has been felt in the market. The United States crop report for May just issued contains the following:

"The acreage abandoned was put at 4,439,000, which was fully more than anybody expected, but to counteract this the condition of the number of acres presumed to be left to come to maturity was 82.1, compared with 80.8 on April 1st, and 83.5 on May 1st, 1909, and a fourteen years' average of 85.2. The number of acres left in crop on May 1st is estimated at 29,044,000, being 714,000 acres more than was estimated to have been harvested in 1909. Since May 1st, however, the plowing up of poor fields has continued, and when harvest is over our opinion is that there will be fewer acres than were harvested last year. Besides this, with four and a half million acres so poor as to make it better to turn them into some other crop, there must be a tremendous acreage that will produce only a very medium yield."

It is generally anticipated that Manitoba flour was ripe for a decline in prices. "It may not occur this week," remarked one flour man, "but I will be greatly mistaken if by the end of May there has not been a drop in the present quotations." He pointed to the heavy supply here, and the influence of congested markets elsewhere. The prospect of a bumper crop this autumn also has its effect.

### MONTREAL.

Flour.—Export demand is a little stronger here. Prices are steady at present. Local demand continues fair.

Winter wheat patents, bbl.	5 45
Straight rollers, bb	5 20
Extra, bbl.	4 80
Royal Household, bbl.	5 60
Glenora, bbl.	5 10
Manitoba spring wheat patents, bbl.	5 60
" strong bakers, bbl.	5 10
Five Roses, bbl.	5 60
Harvest Queen, bbl.	5 10

Oatmeal.—The market shows a little better demand, especially for local trade, but conditions are much the same as last week. It is believed that matters are now on the way toward a stronger condition in this market. No changes are reported.

Fine oatmeal, bags	2 20
Standard oatmeal, bags	2 20
Granulated	2 20
Golddust cornmeal, 98-lb. bags	2 10
Boiled cornmeal, 100-bags	1 65
Roller oats, bags	2 00
" barrels	4 25

### TORONTO.

Flour.—There have been no changes in the local market which, while fairly active, has been uneventful. Locally a

decline is expected within a short time, the market having a rather slothful movement at present.

Manitoba Wheat.	
1st Patent	5 40 5 60
2nd Patent	5 00 5 10
Strong bakers	4 80 4 90
Feed flour	3 15

Winter Wheat.	
Straight roller	4 20 4 30
Patents	4 60 4 80
Blended	4 80

Cereals.—The cereal market is feeling the effects of the proximity of the season in which demand inclines to the minimum. There is but a fair demand for the different lines.

Roller oats, small lots, 90 lb. sacks	1 90
" 25 bags to car lots	1 90
Roller wheat, small lots, 100 lb. bris.	3 00
" 25 bris. to car lots	2 90
Standard and granulated oatmeal, 58 lb. sacks	2 20

### COMPLAIN OF SLOW PAYS.

Smith's Falls, Ont., May 18.—Local merchants are having considerable trouble with the "slow pay" and are looking for some system to overcome this.

A few years ago a system was well under way and merchants were beginning to get results by united action. But this latter went backwards and the merchants were placed in as unfavorable circumstances as before.

One grocer stated recently that he has taken in as much as \$500 in one pay night, but then during the next two weeks or so he could scarcely get a cent. If he sold \$50 worth of goods in a day he never secured more than \$5 cash. This is one of the troubles the grocers here complain of and they would like to secure suggestions from others.

### JAMES DALRYMPLE DEAD.

Montreal, May 19.—On Saturday evening occurred the death of one our wholesale produce merchants, Jas. Dalrymple, 65 years of age at the time of his death. of James Dalrymple & Sons. He was

Mr. Dalrymple started in business here in 1868 with Richard Ransom, under the name of Dalrymple & Ransom. After twelve years the firm dissolved, the former going into the business alone. In 1900 the two sons, A. H. and C. R. Dalrymple, were admitted to the firm, which took its present name.

Mr. Dalrymple was a member of both the Board of Trade and the Produce Association.

### TRADE NOTES.

L. E. Geoffrion, of Chaput, Fils & Cie., is in Europe for some months.

W. E. Forbes, of Forbes & Nadeau, Montreal, is at the Pacific coast on a business trip.

Shop fixtures, wagon and harness, household goods, etc., of the late J. Dobbin, grocer, London, Ont., were sold on Thursday, May 19th, by auction.

## Biscuit Quality

is no less a matter of purity of materials and of skill and care in mixing and baking, than of the way in which the biscuits are packed.

Your absolute guarantee against soggy condition is to sell exclusively—



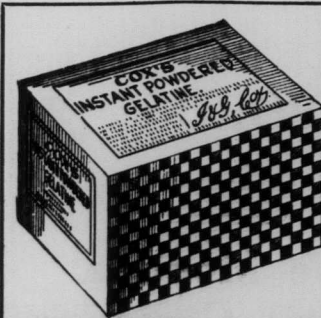
This is the kind that always reaches you in the same crisp and fresh condition as it leaves our oven.

Your cracker business will be booming this summer if you are selling

## MOONEY'S

Order to-day

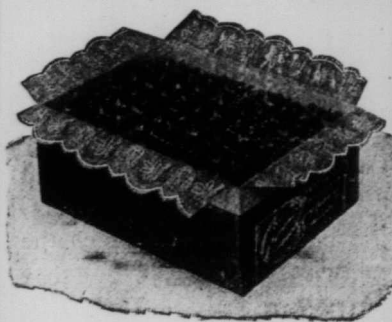
The  
**MOONEY BISCUIT  
& CANDY CO., LTD.**  
Stratford, Can.



## COX'S INSTANT POWDER 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: **J. & G. Cox, Ltd.**  
C. E. Colson & Son, Montreal  
D. Masson & Co. " Gorgie Mills,  
A. F. Tippet & Co., " EDINBURGH



## Experience!

You remember in the old days there was a system of apprenticeship usually about four years' grinding to learn a business.

After serving this term one was supposed to be quite proficient. In time one became an expert in a chosen field—if one stayed with the work.

Experience made one such.

Now, it's fully twenty-five years since we began making Bordeaux Chocolates. In the first few years we learned all they could teach us about them.

But we were not satisfied. We did not feel we had attained perfection. We kept on plugging.

Eventually we considered we had reached highest attainable perfection.

Everyone complimented our quality by imitating it.

So we registered our brand—for your protection—the public's—our own.

That perfect confection, the result of our experimenting, our experience, has since been known, and is now famous as the

## "CHOCOLATE BORDO"

and it's an all-the-time winner.

**The Montreal Biscuit Company**

*Manufacturing Confectioners*

**MONTREAL**

# TRUMILK

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

# MILKSTOCK

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

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

**Canadian Milk Products, Limited**

Sole Manufacturers

Head Office: MAIL BUILDING, TORONTO.



## The New Flavor MAPLEINE

Better Than  
Maple

The Crescent Mfg. Co.,  
Seattle, Wash.

Order from your jobber, or

Frederick E. Robson & Co.  
26 Front St. E., TORONTO

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

Strictly French Manufacture Guaranteed  
Manufactured at  
82 Beaudry Street MONTREAL

## FEATHERS WANTED

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

WRITE TO

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

The Largest and Oldest Barley  
Manufacturers in Canada

LET US QUOTE YOU PRICES ON

**Pot and Pearl Barley  
Split Peas and Feed**

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

## W. H. ESCOTT

WHOLESALE

**Grocery Broker**

141 BANNATYNE AVENUE

**WINNIPEG**

COVERING

**MANITOBA and SASKATCHEWAN**

CORRESPONDENCE SOLICITED

## WINDSOR SALT

CAR LOTS OR LESS. Prompt shipments.  
Write us for prices. Phone order our expense

**TORONTO SALT WORKS**

TORONTO, ONT. GEO. J. CLIFF, MANAGER

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

## 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. BENEDIOT & CO., Montreal**  
Agents.

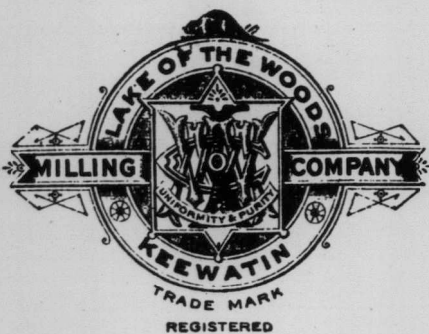
## THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

Makers of High Class Gums  
at Popular Prices. Write for  
Samples and Quotations.

We make special brands to order.

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



## Color, You Know, is Comparative

COMES along a salesman who says — “Sure, my flour’s white.”

Happens another along proclaiming—“Don’t care—mine’s whiter.”

And a third chirping—“Mine’s the whitest, you bet.”

Which only goes to show that of salesmen both over the counter as well as over the grip, some are *positive*, even *comparative*—but mostly SUPERLATIVE.

Somehow or other the womenfolks have got to insisting on PURE WHITE as a flour prerequisite.

They want UNIFORMITY, which goes without saying.

They demand STRENGTH and NUTRITION—evident.

And they insist on PURITY and WHOLESOMENESS—correct.

And—oh, yes—“I want my flour white”—like the “sawdrift” in Annie Laurie.

We want to tell YOU about a little incident which happened in business hours a while back.

A fellow came along to sell us a bleacher (if he could)—told us how very *white and nice-looking* ’twould make our FIVE ROSES.

He was a sure-enough expert—had sold many a bleaching apparatus-s-s. Of course, Brother Grocer, you already know that *FIVE ROSES flour has never been bleached*, hasn’t even a bowing acquaintance with the aforesaid.

Well, we showed him a sample of our FIVE ROSES, and he insisted that *it was bleached*.

Said that otherwise no hard spring wheat flour could look so pure, and wholesome, and inviting, etc., etc. What do you think of *that*, Brother Grocer?

A flour that combines Strength out of the ordinary, uniform Evenness, reliable Quality, with *an unbleached whiteness that can deceive even the practised eye of a prominent bleaching expert*.

FIVE ROSES, you see, is so absolutely pure and clean that it simply doesn’t need *artificial* whitening.

Do you know another flour like *that*?

LAKE OF THE WOODS MILLING COMPANY, LTD.  
CANADA

# PINEAPPLES

are now coming in larger quantities and prices are now right. Send in your orders.

Have full supply of all seasonable Fruits and Vegetables, also Navel Oranges, Medit. Sweets, Sorrentos. Can give you close prices.



25-27 CHURCH ST. - TORONTO  
Carload Importers

# Tracuzzi's

November cuts now on the market are very fine. There is nothing else on the market that even the most elastic judgment would refer to as "just as good." Other brands are just what they are.

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

are fine, elegant, superior.

# J. J. MCGABE

AGENT  
32 Church Street, Toronto.

## Fancy Grade Apples Bring Better Prices

Sudden Strengthening of the Market—Oranges and Lemons are Firm—Lemons Expected to Soar—Markets are all Flourishing—Tomatoes and Texas Bermuda Onions Present Firmer Tone—Pineapples are Easier—Trade is Carried Out Along Generous Lines.

### MONTREAL.

Green Fruits—The scarcity of good apples is very marked, and prices as a result are soaring. Spies are selling as high as \$7.50 for the finest No. 1. Cranberries are being sold from storage at \$11, and are none too plentiful. Oranges are fairly plentiful and are in extra good demand.

Apples—		Messinas	3 00	3 25
Baldwins, bbl.	5 00	Oranges—		
Ben Davis	5 00	Floridas	3 25	3 00
Russets	5 50	California navels	3 25	3 75
Spies, per bbl.	6 5 7 00	Porto Rico	2 50	
Bananas crated,		Mexicans	2 25	
bunch	1 65 2 00	Sicily bitters,		
Cranberries, bbl.	11 00	box	2 25	3 00
Cocconuts, bags	4 25	Jamaica, bbl	3 75	4 25
Grape fruit—		Valencia, large,		
Florida, box	5 00	per case	4 50	5 00
Grapes, Almeria,		Pineapples—		
per keg	5 00 7 50	Floridas, case	3 75	4 25
Lemons—		Strawberries—		
Sicily bitters, box	1 75 2 25	Florida, qt.	0 15	0 18

Vegetables—Rhubarb is now plentiful and the price has dropped from 75c to 25c and 30c. Demand is strong, however. Asparagus is coming in freely and in great variety. Prices range from \$1 to \$7 per dozen bunches. Cucumbers are scarce. Celery is growing scarce, and arrivals are of poor quality. Beets and sweet potatoes show strengthened prices. Trade generally is on the up-grade.

Asparagus, doz.	1 00 7 00	Onions—		
Beans, green,		Egyptian, lb.	0 02	0 24
basket	5 50	Red, per bag	1 50	
Beans, wax	5 50	Spanish, cases		
Beets, bag	0 50 0 75	150 lbs.	3 50	4 25
Carrots, bag	0 75	Spanish, 1/2 cases	1 50	1 75
Cabbage, new, ct	2 75 3 00	Potatoes—		
Celery—		Montreal, bag	0 60	0 70
Florida, crate	2 75 3 50	Potatoes, new,		
Celery, large, crt	7 00 12 00	per bbl.	5 40	
Caulliflowers, doz.	7 00	Sweet, basket	2 50	
Cucumbers, bkt	2 50 2 75	Parsley, dozen	0 30	0 60
Garlic, per lb.	0 15	Turnips, bag	0 75	0 80
Green Peppers,		Radishes, dozen		
basket	0 75	bunches	0 25	
Lettuce—		Rhubarb, doz.	0 25	0 30
Montreal, box	0 60 1 00	Spinach, bbl.	2 00	
Imported, box	2 00	Tomatoes—		
Mushrooms, lb.	0 50 0 75	Floridas, crate	2 75	3 25
		Cubans, crate	2 25	2 50
		Turnips, bag	0 50	0 75

Fish—Haddock is now more plentiful, while river fish are gradually decreasing in volume. Gaspé salmon is still high, but the trade is looking for larger arrivals and lower prices in the near future. Halibut, both from east and west, is in good supply. Reports from the Pacific coast are, however, that the production up to date is behind last year's. A good demand is looked for this week, on account of there being three fast days.

FRESH	
Shad, 'Roe,' ea.	0 60
Shad, 'Buck,' ea	0 40
Pike	0 07
Perch	0 05
Steak cod	0 05
B.C. salmon	0 18
Gaspé salmon	0 30
Market cod	0 05
Brook trout	0 23
Lake trout	0 10
Whitefish	0 12
Mullet	0 05
Haddock	0 05
Halibut	0 10
Bullheads	0 10
Carp	0 08

FROZEN	
Codfish	0 04
Dore, winter caught, per lb.	0 08
Haddock	0 04
Halibut, per lb.	0 10
Herring, per 100	1 00
Market cod	0 04
Steak cod	0 05
Mackerel	0 08
Pike	0 06
Salmon, B.C., red,	0 10
Gaspé salmon	0 18
per lb.	0 18
Smelts, 10 lb. boxes	0 07
Whitefish, large,	0 09
lb.	0 09
Whitefish, small	0 07

### SALTED AND PICKLED

Green cod, No. 1,	6 00 6 50	Salmon, B.C., red, bbl	14 00
bbl.		" " pink, bbl	12 00
Labrador herring, bbl	5 00	" " Labrador, bbl	18 00
" " bbl	2 85	" " " bbls	9 00
Labrador sea trout,		" " " trca.,	
bbls	11 00	300 lb.	23 00
Labrador sea trout,		Salt eels, per lb.	0 07
half bbls	6 00	Salt sardines, 20 lb. pls	1 00
No. 1 mackerel, pall.	2 00	Scotch herring, bbl.	6 50
" " 1/2 bbls.	9 00	" " " keg	1 00
No. 1 pollock, bl	4 00	Holland herring, bbl	5 50
		" " " keg	0 75

### SMOKED

Bloaters, large, per box	1 00
Haddies	0 07
Herring, new smoked, per box	0 13
Kipped herring, per box	1 15

### SHELL FISH

Shell oysters, bbl.	9 00
Lobsters, live, per lb.	0 15
Oysters, choice, bulk, Imp. gal.	1 30
" " Selects, Imp. gal.	1 50
" " "Sealight," standards, per Imp. gal.	1 75
" " " "select, per Imp. gal.	2 00

### PREPARED FISH

Boneless cod, in blocks, all grades, at 5, 6, 8, 9 & 10c. per lb.	
Shredded cod, per box	1 80
Skinless cod, 100 lb. case	5 50

### TORONTO.

Green Fruits—The fruit market maintains the firmness of tone which has been a feature during the season. Pineapples are active at a price that is slightly easier than a week ago. Oranges and lemons are firm, with what some of those intimate with the market term an upward tendency. The navel market will be wound up within a few weeks and will be followed by Valencias. The lemon outlook is strong with the demand beginning to show itself to a slight extent. Strawberries have remained stationary. Prices have not slumped and the supply and demand make both ends meet. Bananas are arriving in abundance and are shipped loose while green at 25c a bunch less. Cherries are a little easier. Grape fruit assumed a firmer tone in the better stock of which the supply is small. Fancy apples are firmer owing to a recent brace that occurred. The market on the whole is strong. The quality is good and the demand is steady.

Apples	1 00 5 00	Lemons, Sicily	3 00 3 50
Northern Spies, a barrel	3 50 5 00	Oranges—	
Bananas	1 75 2 25	California navels	
Cherries, California, box	2 75	Large	3 00 3 50
Cocconuts, sack	4 50	Small	3 75 4 25
Grape Fruit—		Mexican	2 50 3 00
Florida	3 75 4 75	Valencia	3 50 3 75
		Pineapples, case	3 25 3 75
		Strawberries—	
		N. Carolina, q. bx	0 16 0 17

Vegetables — Satisfactory conditions are reported prevalent in this market. Owing to a short supply. Texas-Bermuda onions advanced sharply. The tomato market underwent a similar operation and it is believed that prices will not be easier until the homegrown tomatoes are received. The demand is lively. Other vegetables are easier, thanks to a good supply. Potatoes are,



if anything, a little firmer. The dealers state that the market is encouraging.

Asparagus, per dozen..... 1 00 1 25	Green, per doz. .... 0 30
Beets, hamper..... 1 25	Spanish, small, case..... 1 25
Beans, green per hamper..... 3 75	Egyptian, sack. 2 50 2 75
Beans, wax, per hamper..... 4 50 5 01	Texas Bermudas per crate..... 2 25 2 50
Cabbage, case. 2 75 3 00	Parsnips, bag... 0 75 0 80
Carrots, hamper 1 75 2 50	Potatoes, bag... 0 45 0 55
Celery, case. .... 5 50	Bermuda, new, per barrel.... 5 50 6 00
Cucumbers, doz. 1 00 1 15	Sweet, hamper.. 1 00 1 25
Cucumbers, hpr 2 50 3 00	Parsley, per doz bunches..... 0 70
Lettuce, per doz Boston head..... 1 50	Radishes, hpr... 0 75 1 25
Lettuce, Canadian, dozen... 0 30 0 60	Peas, green, per hamper..... 2 00 2 50
Mushrooms, lb.. 0 50 0 60	Rhubarb, doz... 0 25
Onions—	Spinach, hamper 0 75 0 80
Valencias, new, crate..... 3 00 3 25	Tomatoes, case of 6 baskets... 3 00 3 40
	Turnips, bag.... 0 40

Fish—Fresh fish enjoys a good demand and has the big end of the market. There is some frozen fish moving.

FRESH CAUGHT FISH

Halibut..... 0 09	Steak cod..... 0 07½
Salmon trout..... 0 10	Perch..... 0 07
White fish..... 0 12	Haddock..... 0 06½

FROZEN LAKE FISH

Goldeyes..... 0 06	Pike..... 0 05
Pickereel yellow..... 0 08	Whitefish, frozen..... 0 01
	Perch, fresh caught.. 0 07

OCEAN FISH (FROZEN)

Herring, per 100..... 1 50	Salmon, pink, per lb.. 0 08
Mackerel, each..... 0 20	" red..... 0 09
Smelts, No. 1..... 0 08	" sea dressed.. 0 10

SMOKED, BONELESS AND PICKLED FISH.

Acadia, tablets, box..... 1 60	Fillets, per lb..... 0 11
Bloaters, per basket.. 0 90	Haddie, Finnan..... 0 07
Codfish, shredded, box 1 80	Herrings, Digby, bundle 0 60
" Bluenose, " 1 40	Herrings, Imported
Cod steak, per lb..... 0 07	Loch Fyne, per kit.. 1 50
Cod, Imperial, per lb.. 0 05	Kippers, per box..... 1 25
Ciscoes, per basket.... 1 25	Quail on toast, per lb.. 0 5½

NOTES FROM FRUITDOM.

The general manager of the Florida Citrus exchange, stated recently that the celery crop in that state is so heavy this year that it is left standing in the fields, and in some cases the growers have turned their hogs into the fields to eat it.

A remarkable hybrid fruit, half orange and half grapefruit has been grown at Alhambra, U.S.A., and is attracting considerable attention. The fruit was grown on an orange tree which stands next to a grapefruit tree and is about the size of a 96 orange.

Cultivated raspberries are being marketed in Florida at 15 cts. a quart. They are the first of the season.

Reports state that there is a heavy crop of California cherries this year.

In Memoriam

To Our

Late Beloved

King Edward VII.

WHITE & CO., LIMITED  
Toronto and Hamilton

FANCY

RIPE PINEAPPLES  
FLORIDA TOMATOES  
BANANAS

FRESH LETTUCE  
RADISH  
RHUBARB  
GREEN ONIONS

Finest Oranges and Lemons

HUGH WALKER & SON  
Established 1861 GUELPH, ONTARIO

Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

The Brand of Quality

The Brand of Value

Be sure to mention the name when ordering from your wholesaler.

FOLLINA BROS., PACKERS

W. B. STRINGER, SALES AGENT

## THE CANADIAN GROCER

The Canadian market is beginning to receive them.

Reports state that the olive market is advancing.

Almond growers in California are forming co-operative associations.

All the reports concerning the peach crop are unanimous in the indications pointing to a heavy yield.

The apricot production in California is reported fairly good, contrary to previous reports indicating a shortage.

A good crop of peaches is expected this year in Texas and Arkansas. Georgia expects to have about 5,000 car loads.

Forty dollars a ton has been offered for pears at Woodland, Cal., and the prediction is made that the price will go to \$60.

Alfred Powis, a broker and commission merchant of Hamilton, Ont., is at the Pacific Coast, California, on a business and pleasure trip.

Quality rather than quantity has been agitated among the deciduous fruit growers of California. They are being urged to thin the fruit heavily in order to secure larger and finer fruit.

A Red Bluff, California, report states that the fruit crop in that district "will beat anything ever before produced, with the exception of prunes." The prune crop will likely be short. Estimates are made that it is less than half of last year's crop. One statement is to the effect that it will not reach 20 per cent. of previous crops.

### WEEKLY BUSINESS CHANGES.

#### New Men in the Trade in Various Parts of Canada, Assignments Made and Losses by Fire.

##### Ontario.

Johnston Bros., grocers, Toronto, succeeded by F. S. Grice.

G. E. Trigger, grocer, Glanworth, Ont., has sold to Geo. Coulter.

Bradd Bros., grocers, Colborne, Ont., have sold to R. G. Floyd.

Charlotte Cattnach, grocer, London, Ont., has sold to Albert Collins.

Hiram Peck, general merchant, Jeanette's Creek, Ont., has sold to A. H. Roszel.

Newton & Reuter, grocers, Thorold, Ont., are succeeded by W. C. Wilson & Co., of Toronto.

Pinney Bros. & McIntosh, grocers, London, Ont., have dissolved, continuing as Pinney Bros.

Andrews and Rowcliffe, general merchant, Granton, Ont., has been taken over by Rowcliffe & Hodgson.

Pinney Bros., grocers, London, Ont., have sold branch store to Isaac Haley.

Jas. Shafer, grocer, Mimico, Ont., has sold to Henry Cox.

##### Quebec.

Leduc & Co., grocers, Montreal, have registered.

Huet & Girard, grocers, St. Julie, Que., have dissolved.

Vermette & Corriveau, grocers, Maisonneuve, Que., have dissolved.

Kauffman & Stockman, grocers, Montreal, have registered.

J. W. Marchand & Co., grocers, Montreal, Que., have registered.

Francois A. Turcotte, general merchant, Que., has registered.

E. J. Marsau & Co., grocers, etc., St. Johns, Que., have dissolved.

Honore Blouin, wholesale grocer, Montreal, Que., has compromised.

Lemieux & Cie., general merchants, Quebec, Que., have registered.

Thos. Elliott, grocer, Montreal, Que., has filed consent of assignment.

Wm. Murray & Co., grocers and liquor merchants, etc., St. Johns, have registered.

Chas. A. Gray, general merchant, Brysonville, Que., has assigned to J. McD. Hains.

Mrs. Robert G. Crowell, proprietor of the Branch Store, Highwater, Que., has registered.

The real estate of J. E. Jalbert, general merchant, St. Felicien, Que., will be sold May 25.

##### Maritime Provinces.

J. P. LeBlanc, grocer, Florence, N.S., has assigned.

B. G. Herman, grocer, Lunenburg, N.S., has assigned to W. L. Romkey.

The sheriff is in charge of J. B. Rice & Company's general store, Bear River, N.S.

The partnership of J. A. Barkhouse & Son, general merchants, New Ross, N.S., has been registered.

The Peoples Market, Sydney, N.S., grocers and provisioners, have dissolved partnership, D. H. McIsaac retiring.

The property and plant of the Canada Condensed Milk Co., Ltd., Antigonish, N.S., is advertised for sale by auction.

##### Western Canada.

W. J. Bragg, grocer, Winnipeg, Man., has sold to E. E. Parry.

Freeman & Morris, general merchants, Wauchope, Sask., have sold to F. Bern & Co.

The estate of A. E. Watt, general merchant, Bienfait, Sask., has sold to L. J. Milligan.

J. V. Lalonde, general merchant, Marcelain, Sask., has sold to H. E. Labrasse & Co.

The assets of the North West Fish Co., of Winnipegosis, Man., are advertised for sale by tender, June 4.

##### New Companies.

A. W. Grant & Company, Limited, with head office at Montreal, have received a Dominion charter a provision commission merchants. They are capitalized at \$60,000.

The Canada Maple Exchange, Montreal, with a capital stock of \$60,000 has received a Dominion charter to acquire the business of Arthur Laing, of Montreal, and to carry on the business of

manufacturing and dealing in maple syrup, etc.

A Dominion charter has been granted The Great West Milling Company of Canada, Ltd., to manufacture and deal in flour, meals, etc. They are capitalized at \$1,000,000 with head office at Kenora, Ont.

### TRADE NOTES.

E. Jones has opened a new grocery store in Port Arthur, Ont.

Kelly, Douglas & Co., wholesale grocers will erect a warehouse in New Westminster, B.C.

The grocers of Hamilton, Ont., will hold their annual picnic on the third Wednesday in July and will either go to Niagara Falls or Grimsby.

V. E. Beauvais, formerly Quebec agent for the Ogilvie Flour Mills Co., has been appointed Quebec manager. H. Merrill, of the sales department, will be his assistant.

SEASON 1908-9

## Dried Apples

Shipments Solicited  
Settlements Prompt

### W. A. GIBB COMPANY

HAMILTON

JAMES SOMERVILLE, Manager

Highest price paid for

## DRIED APPLES

O. E. ROBINSON & CO.

ESTABLISHED 1886

### Ingersoll - Ontario

Would you like our Weekly Circular

## Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

### TRY LEARD'S LOBSTERS and CANNED CHICKEN

Write for Prices

### W. A. LEARD

Summerside, P.E.I.

## Dishes for 300 Grocers

There are 4,500 Grocers in Ontario alone. To 300 Grocers first ordering, we offer a sample lot of 5,000 Cval Butter Dishes for \$5.00, f.o.b. factory, net thirty days.

500-ls, 2,000-1s, 2,000-2s, 250-3s, 250-5s.

Graham Bros. & Co., Kinmount, Ont.

# If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the **QUAKER BRAND**. It's because of the undeniable and consistent high quality of the brand that "**QUAKER**" has stood for **THE BEST** in salmon for years.

Your own interests demand that you sell the best salmon. **QUAKER BRAND**

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal



## "Concord" Norwegian Sardines

are distinguished by many exclusive features. We reject all but the very finest small fish, autumn caught. We handle the fish with the greatest care, pay every attention to sanitary details and use only the highest grade oil. They are the only sardines which have an extra cover for use after the tin has been opened. Each tin is guaranteed by the **CONCORD CANNING CO.** of Stavanger.

Send your order to any Wholesale Grocer

### LIST OF AGENTS

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A. H. Brittain & Co., Montreal. W. A. Simonds, St. John, N.B.  
Radiger & Janion, Vancouver and Victoria, B.C.

It's knowledge that directs the successful grocer in stocking up with

# Brunswick Brand Sea Foods

—a knowledge born of experience that it only pays to handle canned fish that has "made good."

You will always be on the safe side if you sell "Brunswick Brand," because this is the quality brand, and we leave no stone unturned to maintain the high standard we have reached. Order to-day.

## CONNORS BROS., Limited Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.



## Demerara Province and its Trade Possibilities

Besides Producing Sugar and Rice it is a Great Fruit-Growing Country—Trade Relations With Canada Improving—Some Features About the Capital, Georgetown.

(Staff correspondence by D. Williams.)

Demerara Province, in British Guiana, South America, is perhaps the least known of any of the British West India possessions. It is, however, not by any means "the least among the thousands of Judah," having an area of 76,000 square miles. The population is rather sparse considering its enormous size, there being scarcely three hundred thousand people in it, of whom some eighth thousand are East Indians, brought out by the colonial government to work upon the sugar estates.

Georgetown, its commercial centre, is quite a modern, up-to-date community, having well-laid-out streets, electric lights, electric tramway, an excellent sewage system, and splendid waterworks. The water, however, supplied for the system is only used for fire extinguishing purposes and watering the streets, it being too muddy for drinking purposes.

A striking feature is the magnificent canals built of concrete and running at intervals all through the city. It used to be said that Demerara was the white man's grave, but since the construction of the canals, which thoroughly drain the city, it is quite healthy. One of the sights of Georgetown, to which every visitor and tourist is directed, is its great sea wall, running for some two miles along the shore, and built of stone and concrete. The object of this great structure is to keep out the sea at high tide from flooding the street, Georgetown and much of the adjacent country being very little above ocean level. Demerara, although its growth is slow, is capable of great development.

### What Demerara Produces.

On the rich land around Georgetown and extending for miles on either bank of the great Demerara river, there are some of the largest sugar plantations in the West Indies, and rice is beginning to be grown in large quantities, the country being well suited for both those crops, while thousands of acres are yet undeveloped. All kinds of tropical fruit grows in abundance, but so far it has received little attention. Further back in the country are great primeval forests of some of the finest timber in the world, and in the interior there are said to be vast savannahs capable of pasturing thousands of cattle all the year round, there being no such thing as frost or snow in those regions.

The great need of the country is capital. Before much can be done, railroads must be built. Under present conditions the lumberman cannot profitably follow the timber far from the rivers, the cost of transportation through a country such as Demerara being too heavy for profit.

Ranching upon the savannahs would also, under present conditions, be unpro-

fitable, on account of the difficulty in bringing the cattle to a market through great swamps and wildernesses and across unfordable rivers.

The country is also rich in minerals, gold being found in considerable quantities, also precious stones, diamonds and emeralds. It may be wondered why such a country, much of whose latent wealth has been so long known, has not made greater strides in the way of development, but southern countries, as a rule, do not advance as quickly as their northern neighbors. It is asserted that some of the laws of the colony are not as favorable to its development as they might be. The timber regulations are considered unreasonable, and the mining laws are looked upon by the prospectors as absurd. We met two prospectors in Georgetown who had come all the way from Cobalt, with the intention of exploiting some of the mining lands, but they assured us if they had known the conditions imposed, they would never have come.

### The Trade With Canada.

The trade conditions between Demerara and Canada are not what they might be, but are improving. The reasons for their slow growth are much the same as in the other West Indies,

JAMAICA CIGARS  
and CIGARETTES

### "La Retreat" Brand

Made from the finest and choicest tobacco.

LaRetreat Factory Co.  
7 Port Royal St.  
Kingston, Jamaica, B. W. I.

Agent required for these  
Products in Canada.  
Special inducement to financially responsible party.

Never Run Short of  
**SHAMROCK**

**BIG PLUG  
SMOKING TOBACCO**

Your client will buy his  
groceries where he buys  
his SHAMROCK tobacco

**M c DOUGALL**

Insist upon having them.  
D. McDOUGALL & CO., Ltd., Glasgow, Scotland

**CLAY PIPES**

SPRAGUE

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

**TANGLEFOOT**



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

**Black Watch**

The Big Black Plug  
Chewing Tobacco

"A Trade Bringer"

Sold by all the Wholesale Trade



but the people of the colony are just as anxious for closer relations as any of the others. If Canadian capitalists and business men would direct some of their surplus capital and energy in this direction, they would find profitable investment for the former and abundant scope for the latter.

Owing to the stable conditions of government, the law-abiding principles of the people, and the undoubted ultimate profit and security for their money, we cannot help thinking Demerara a much more inviting field than some of the adventures that are being made with Canadian capital in Latin countries.

Whether Canadians render assistance in the upbuilding of this future great country or not, nothing can long stay

its progress, for before many years it is bound to become one of the great sources of supply for the world's needs.

**TRADE NOTES.**

McCulloch, Creelman & Morrison have taken over the business formerly conducted by Sumner & Cassidy, wholesale grocers, Truro, N.S.

J. P. Wright, Canadian representative of H. J. Packer & Co., Ltd., chocolate manufacturers, Bristold, Eng., was in Toronto during the week.

W. F. Hatheway & Co., wholesale grocers, St. John, N.B., who have done business for thirty-two years on South Wharf, have removed to Ward street, where they have larger premises.

**PERSONAL NOTES.**

W. H. Dunn, Montreal, has returned from New York.

W. S. Greening, of the Pure Gold Co., Toronto, spent a day in Montreal this week, on his way to Europe.

H. W. MBean, treasurer Canadian Shredded Wheat Company, has left for Europe on a business trip. J. Hewitt, of the same Company, was in Montreal last week.

Frank Everist, of McWilliam & Everist, wholesale fruit dealers, Toronto, his wife, daughter and youngest son, sailed recently for Europe, where they will spend the summer. Their itinerary includes a trip up the Mediterranean to Naples, a leisurely journey through Italy and up the continent. Mr. Everist and family will be absent between three and four months.

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**THE "WALKER BIN" SYSTEM**


**Provides for the Complete Equipment of the Modern Grocery.**

Write for Illustrated Catalogue showing some of the stores we have fitted up.

**Walker Bin & Store Fixture Co. LIMITED**  
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By W. M. GIBBS

The only book on the subject—just published. The merchant or salesman, who knows all about spices, can command the spice trade in his territory. To get this information, he should read this work, dealing with PREPARATION, USE and ADULTERATION OF SPICES—a chapter devoted to each spice.

14 Colored Plates.    176 Pages.    100 Illustrations.  
Price \$3.50, Postpaid.

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**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.

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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.

**ADDING MACHINE.**

**A**DDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

**AGENCIES WANTED.**

**A**FIRM OF COMMISSION AGENTS in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

**E**NGLISH MARKET—A London firm having a well organized staff of capable travellers calling upon the wholesale grocers, oil and colormen, corn chandlers, etc. are prepared to take up the Agency for any first class Dominion House anxious to increase, or open up their English trade. Highest references. Reply "T.L.A.S." Room 21, 6 St. Sacramento Street, Montreal. (21p)

**BUSINESS CHANCES.**

**C**ASH Grocery Business, clean stock, reasonable rent, living rooms connected. Good reasons for selling. John Whiting, 531 Richmond Street, London, Ont. (21p)

**F**OR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

**I**F YOU WISH TO SELL your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, Wm. J. Platt & Co., Bridgeport, Conn. (19)

**T**HE best general business in good live village on railroad, with high school and three good churches, mills, etc. Stock four thousand and new. Turnover twenty-three thousand. Net profits eleven per cent. of turnover. Anxious to sell for rate on dollar. W. Wark & Son, Belmont, Ont. (20)

**COUNTER CHECK BOOKS.**

**C**OPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

**FOR SALE.**

**F**OR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (29)

**F**OR SALE—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

**F**OR SALE in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

**MALE HELP WANTED.**

**W**ANTED—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

**MISCELLANEOUS.**

**W**ANTED—TRAVELERS—J. Hirsch & Sons, Ltd., Montreal, manufacturers of the Irving and Metropole Cigars, want travelers with knowledge of the territory in the Lower Provinces and the North West. Apply by letter, stating experience and giving references. Applications treated in strict confidence. (19p)

**A**NY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

**A**TTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

**C**OUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**D**DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

**D**ON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond." Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

**E**GRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egru Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

**E**LIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

**E**RRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

**F**IRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

**F**OR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**G**ET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

**J**UST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

**K**AY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

**MISCELLANEOUS.**

**M**ODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**S**COTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

**P**ROFESSIONAL MEN, business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**S**AVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

**S**AMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**T**HE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

**T**HE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

**T**HE NATIONAL CASH REGISTER CO. guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

**W**ANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

**W**AREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**W**HEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

**Y**OU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

**Y**OU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

**REPRESENTATIVES WANTED.**

**P**ROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

Diamond  
1-lb. tins,  
1-lb. tins,  
1-lb. tin-

Case  
4-dozen  
3-dozen  
1-dozen  
3-dozen  
1-dozen  
1-dozen



CAI  
Aylm

Strawberry  
Raspberry  
Black curr  
Red curr  
Raspberry  
Currant  
Raspberry  
gooseb  
Damson p  
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Greengage  
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Gooseberry

Strawberry  
Black curr  
Raspberry  
Other vari  
Freight  
White S  
doz. in ca  
1-lb. tins, f



Cartoons  
No. 1, 1-lb.  
No. 1, 1-lb.  
No. 2, 5-oz.  
No. 2, 5-oz.  
No. 3, 2-oz.  
No. 10, 12-oz





## FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

## The GROCER'S Big Spring Number



¶ Every Dealer in Canada will take an unusual interest in THE GROCER'S BIG SPRING NUMBER, to be issued May 27th. There are few of them who will not make money by reading and studying it closely. There are few of them who will not keep it for reference for a considerable time.

¶ In the Spring Number we will get right down to facts and figures in showing retailers how they may improve their methods of buying, stock-keeping, handling credits, store arrangement, assorting, display, advertising, stopping leaks, cost accounting, delivery, salesmanship, etc.

¶ The Spring Number will be given over almost entirely to "Scientific Methods of Retailing." Each one of the series of articles coming under this heading will be founded on definite information gathered first-hand from the best sources.

### NOTICE TO MANUFACTURERS

We have sold out our warehousing and forwarding business and are now prepared to handle two or three additional high-class lines selling to the Western wholesale grocery trade.

**R. B. Wiseman & Co.**

123 Bannatyne Avenue East **WINNIPEG, MAN.**

Reference—Bank of Ottawa, Winnipeg

### HAVE YOU TRIED

**MOLASSINE DOG and PUPPY CAKES?**

**MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health**

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

**ANDREW WATSON, - Sole Importer**

91 PLACE YOUVILLE MONTREAL



## Tea Hints For Retailers

By JOHN H. BLAKE

This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:—

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Markets of the Orient*
- How to Test Teas*
- Where to Buy Teas*
- Is it Wise to Place an Importation Order?*
- Bulk versus Package Teas*
- How to Establish a Tea Trade*
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(275 pages)

(24 full-page Illustrations)

Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**

(Technical Book Department)

10 Front St. East, TORONTO

## BUGGY EGG CRATE



The most satisfactory Egg Carrier yet invented.

YOU should have them in stock.

5,000 sold first season.

## Walter Woods & Co.

Hamilton and Winnipeg



Ocean corn starch, 48 1-lb. Montreal  
Chinese starch, 48 1-lb., per case \$4.00;  
Ocean Baking Powder, 48 3-oz., \$1.40;  
48 4-oz., \$1.30; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;  
Ocean blanchmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 6-oz., \$3.00; 36 8-ounce, \$7.30;

Ocean corn starch, 48 1-lb. Jam Per lb. 33.60  
30-lb. wood pails..... 0 06  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

Jelly Powders  
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
Soap  
The GENUINE. Packed 100 bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... \$5 00  
Five cases or more..... 4 95

Fly Pads.

WILSON'S FLY PADS  
In boxes of 50, 10c.; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.



WHITE SWAN SPICE AND CEREALS, LTD  
White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price.  
"Shirriff's" (all flavors), per doz....  
Discounts on application.

Lard  
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



F.O.B. Montreal.



GUNNS  
"EASIFIRST"  
LARD COMPOUND.

Tierces.... 0 12  
Tubs..... 0 12  
20-lb. pails. 0 13  
20-lb. tins. 0 12  
10-lb. " 0 14  
5-lb. " 0 13  
3-lb. " 0 13  
1-lb. cartons 13

Licorice

NATIONAL LICORICE CO.  
5-lb. boxes, wood or paper, per lb..... \$0 40  
Fancy boxes (8 or 50 sticks), per box... 1 25  
"Binged" 5-lb. boxes, per lb..... 0 40  
"Acme" pellets, 5-lb. cans, per can... 2 00  
"Acme" (fancy box, 40), per box 1 80  
Tar licorice and tolu wafers, 5-lb. cans, per can..... 2 00  
Licorice lozenges, 1-lb. glass jars..... 1 75  
30 5-lb. cans..... 1 50

"Purity" licorice, 10 sticks..... 1 45  
" " 100 sticks..... 0 73  
Duc, large cent sticks, 100 in box.....

Lye (Concentrated)



GILLETT'S  
PERFUMED LYE  
Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 40  
5 cases or more 3 35

Marmalade.

T. UPTON & CO.  
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

"SHIRRIFF BRAND"  
"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
3-lb. " " 2 80  
4-lb. tins, " " 4 85  
7-lb. " " 7 35  
"Shredded"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " 3 10  
7-lb. tins, " " 8 25



SPRATT'S PRICE LIST  
Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz..... \$0 25  
Parrot Food, 1-lb. pkts., 1 doz cartons 0 45  
Parrot Food, 2-lb. pkts..... 1 35  
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases, per doz..... 0 30  
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases, per doz..... 0 30  
Mince Meat  
Wetley's condensed, per gross, net... \$12 00  
per case of 1 dozen, net.....



ST. CHARLES CONDENSING CO

PRICES:  
St. Charles Cream, family size, per case..... \$3.50  
Baby size, per case..... 2.00  
Ditto, hotel, 3.70  
Silver Cow Milk 4.55  
Purity Milk.... 4.25  
Good Luck.... 4.00

Mustard

COLMAN'S OR KEEN'S  
D.S.F., 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... " 2 50  
" 1-lb. tins..... " 5 00  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... 0 25  
F.D. 1-lb. tins..... per doz. 0 25  
" 1-lb. tins..... 1 45

IMPERIAL PREPARED MUSTARD

Small, cases 4 dozen..... 0 45 dozen  
Medium, cases 2 dozen..... 0 90  
Large, cases 1 dozen..... 1 35

Olive Oil

LAPORTE, MARTIN & CO., LTD.  
Minerva Brand—  
Minerva, qts. 12's..... \$ 5 75  
" pts. 24's..... 6 50  
" 1-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE  
1-pint bottles, 3 and 6 dozen cases, doz 0 90  
Pint bottles, 3 dozen cases, doz..... 1 75

Soda

COW BRAND  
Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00  
Case of 50. pkgs. containing 96 pkgs. per box, \$3.00

MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages..... \$2 60  
No. 2, " 120 1-lb. " " " 2 60  
No. 3, " 30 1-lb. " " " 2 60  
No. 4, " 60 1-lb. " " " 2 60  
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case..... 2 65  
1 case..... 2 65  
1 case..... 2 65



# LASCELLES DE MERCADO & CO.

General Commission Merchants

KINGSTON,

JAMAICA

EXPORTERS OF

Sugar, Rum, Coffee, Cocoa, Pimento and all West Indian Produce

## The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

**T. Geddes Grant**

Port of Spain

Trinidad

Strength

Purity

Your Guarantee  
for profit lies in

**"COW BRAND"**  
Baking Soda



because of its popularity with the housewife!

Order from your jobber

**Church & Dwight**  
Manufacturers MONTREAL

Uniformity

Reliability

### FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
HALIFAX

**OAKY'S**

The original and only  
Genuine Preparation for  
Cleaning Cutlery, 6d.  
and 1s. Canisters.

'WELLINGTON'

**KNIFE POLISH**

**JOHN OAKY & SONS, Limited**

Manufacturers of

Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.

Wallington Mills London, England

### Collecting Money

from tardy debtors may be no easy task to you. But we make a specialty of the business. Our work during the year we've been in business has been (and is now) entirely satisfactory to our clients.

Let us collect your overdue accounts. We can get your money for you.

**The Beardwood Agency**

213 New York Life Building - MONTREAL

ER

st of the  
ce.

MITED  
Montreal



90 cents  
Powder } per doz.

THOMAS WOOD  
& CO., LTD.  
Montreal and  
Boston.

Wood's Prim  
rose, per pound  
wholesale 40c., re  
tail 60c.; Golden  
Rod, 35c. and 50c.;  
Fleur-de-Lis, 30c.  
and 40c. Packed  
either black, green

M TAKIAR Per doz  
in case..... \$1.80  
in case..... 1.80  
Per case  
assorted..... \$7.20  
Per doz  
vers, 4 doz. in \$2.00  
vers, 3 doz. in 3.75  
Per lb  
in case..... 0.30  
..... 0.27  
..... 0.27  
..... 0.25

OATS CO.  
er oats, 36's (or 2-18's)  
u's, (with premium)  
ornmeal, 24's, 2.40;  
ed wheat, 36's, 2.90;  
akes, 36's, (11 case  
) 2.90; 5 1/2 case lots,  
inner oats, .0's (with  
s, 20's, (with premi  
fast food, 18's, 2.25  
Saxon wheat food  
24's, 3.50; Hominy  
, 25 lbs. each, 22c. lb.

CO.  
PANY OF CANADA,  
E BRANCH.

44  
45  
46  
44  
46  
44  
56  
56  
42  
45  
44  
50  
50  
59  
t Pouches, 8c.  
Remedies  
UNG  
..... \$12.00  
..... 9.00

pkgs. \$1.15  
oz. in case. 1.15

rest office.

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

Complete list of delivered prices gladly submitted.

**VERRET, STEWART & CO.**

LIMITED

No. 12 Port St.

**MONTREAL**

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

## WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed  
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.  
Three dozen to a case.

Absolutely Dust-proof.  
All jobbers.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.

## TO HAMILTON AND BACK IN FIVE MINUTES

*By Using the Telephone for Rush Orders*

We have extra phones to allow for immediate connection with outside points, and make a special feature of prompt shipments.

We are constantly at the service of our customers in any way that we can reasonably be of service.

In asking you for a share of your trade, we not only claim the best selling lines, but we allow unlimited use of the telephone at our expense.



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**GEO. E. BRISTOL & CO.**

Wholesale Grocers

HAMILTON - - ONTARIO