

# 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. Toronto: 10 Front St. East. Winnipeg: 511 Union Bank Building. London, Eng.: 88 Fleet St., E. C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, APRIL 30, 1909.

NO. 18.



If it can't be had in the town there is excuse for using other laundry blue than

## Keen's Oxford Blue

But—

There isn't a city, town or hamlet in Canada where it cannot be found.  
To explain—Every grocer wants Keen's Oxford Blue.

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

Agents for the Dominion of Canada

## START RIGHT

- ☐ There will be more starch used this year than last.
- ☐ There are more people in Canada, for one thing, and
- ☐ The people are using more and better linen than ever before. They are also using more culinary starches. There are more ways and recipes found every year.
- ☐ If you want to share in the increased consumption this year, place your order for

**Benson's "Prepared Corn"**

(FOR COOKING)

**Edwardsburg "Silver Gloss" Starch**

(FOR THE LAUNDRY)

EVERY JOBBER SELLS THEM

**EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

Do you know that UPTON operates the finest and largest Marmalade and Jam factory in Canada?

Quality is the first consideration at Upton's, but the enormous output enables Upton to offer the best values in Jams, Jellies and Orange Marmalade in Canada.



Upton's absolutely pure Orange Marmalade is put up in neat attractive packages in many sizes in glass, tin and wood and sold at prices that are rock bottom.

Order Upton's Season 1909 Orange Marmalade. You may as well handle the best when you can get it at the lowest prices.

Upton's factory is rated A1 by government inspectors from the Pure Food Department.



## ***Fish From Scotland***

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

### ***The Shields Ice and Storage Company***

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

*Arthur P. Tippet & Co., Agents*

*8 Place Royale  
Montreal*

*84 Victoria St.  
Toronto*

## ***The French Macaroni***

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

### ***Made By Felix Codou***

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

*Arthur P. Tippet & Co., Agents*

*8 Place Royale  
Montreal*

*84 Victoria St.  
Toronto*



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

<p>HAMILTON <b>THE MAN ON THE SPOT</b> "There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me. <b>FACE TO FACE BUSINESS</b> <b>G. WALLACE WEESE</b> Manufacturers' Representative. Hamilton, Can. Offices, Myles' Fireproof Storage Warehouse. Write Me To-day.</p>	<p><b>D. McL. BROPHY</b> 414 St. Paul St. Montreal Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</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>D. STAMPER</b> GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 MOOSE JAW, SASK.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers 29 Melinda Street, Toronto</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. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NFD. MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p><b>ROBERT ALLAN &amp; CO.</b> General Commission Merchants MONTREAL Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris &amp; Co. Chicago. Pork and Lard.</p>	<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Phone 159 SASKATOON, P.O. Box 257. Western Canada</p>	<p><b>Wholesale Grocery Brokers and Manufacturers' Agents</b> Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation. LIND BROKERAGE CO. 23 Scott Street Toronto</p>
<p><b>Mr. Manufacturer</b> You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address:</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, - - - N.B. Open for a few more first-class lines.</p>	<p><b>CARMAN BROKERAGE Co.</b> Wholesale Grocery Brokers 141 Bannatyne St. E. WINNIPEG, MAN. We keep in close touch with the wholesale trade—Winnipeg and West—write us.</p>
<p><b>SNOWDON &amp; BORLAND</b> 34 Guardian Building MONTREAL J. Walter Snowdon W. George Borland</p>	<p><b>Finest the World Can Produce</b> MORRIS &amp; COMPANY Chicago, Ill.</p>	<p><b>C. &amp; J. JONES</b> Agents for James Robertson &amp; Sons, Paisley. Jams and Jellies, etc. WHOLESALE BROKERS MANUFACTURERS' AGENTS AND IMPORTERS. 62 Scott Block - WINNIPEG, Man. Domestic Agencies Solicited. Good Storage Facilities.</p>
<p><b>STORAGE IN OTTAWA</b> We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located. Secure Our Low Rates. Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p><b>Lard, Shortening and Oil</b> W. H. MILLMAN &amp; SONS CANADIAN AGENTS TORONTO</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.</p>



We can Interest You in all Kinds of

# CANNED FRUITS

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

**EBY-BLAIN, LIMITED**  
Wholesale Grocers TORONTO

# Profits must be made

Mr. Grocer,

We feel sure you realize that the above  
is true.

Have you ever stopped to figure out  
what a much more profitable Package Tea  
Blue Ribbon is, than many other package  
teas you handle? It will pay you to do so.  
We shall be pleased to send you our price  
list on application to

**BLUE RIBBON TEA CO., Limited**  
266 ST. PAUL STREET, - MONTREAL, P.Q.

# Book-keeping Without Books

## The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts  
with only one writing.

It stops all forgetting to  
charge goods.

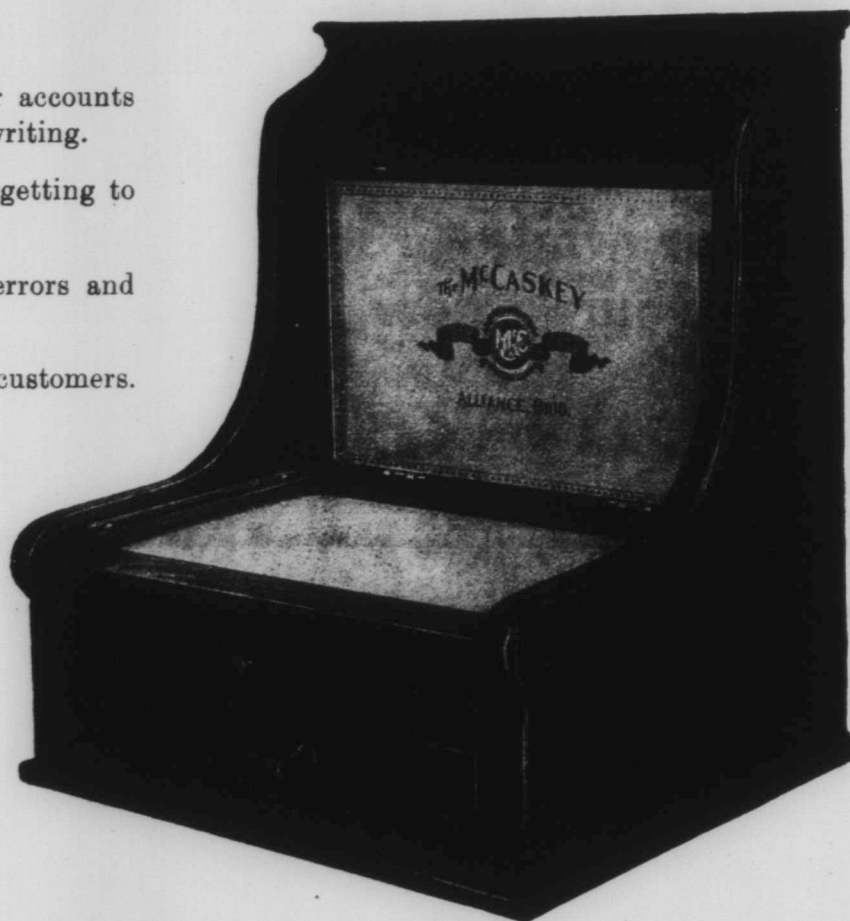
It eliminates errors and  
disputes.

It pleases your customers.

It draws new  
trade.

The greatest  
collector ever  
invented.

No night work  
copying and  
posting  
accounts.



It takes care  
of

Cash Sales,  
Credit Sales,

Cash on  
Account,

Produce and  
Exchange  
Sales,

C.O.D. Sales.

Gives you  
**COMPLETE**  
**DETAILS**  
of your  
business.

## A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

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

WRITE US FOR FURTHER INFORMATION

## The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton,

- Canada



17 YEARS REPUTATION  
IN  
MANCHESTER, ENGLAND.

17 YEARS REPUTATION  
IN  
MANCHESTER, ENGLAND

One lb. of

# WAGSTAFFE'S

FINE OLD ENGLISH

## Pure Orange Marmalade

contains more tonic for toning up the system than 12 lbs. of other Marmalade that contains glucose, which clogs the stomach and impairs the Digestive Organs.

NOT SO WITH

# WAGSTAFFE'S

## Pure Orange Marmalade

which is made from real Seville Bitter Oranges and Pure Cane Sugar only, by special machinery and the best of Experts.

# WAGSTAFFE'S

## Pure Orange Marmalade

contains all the Aromatic properties of the essential oils that give it such a piquant zest, which is so appetizing in a PURE ORANGE MARMALADE. By using it, it will give tone to the Consumptive and the Invalid, and help to keep the strong in perfect health.

**Be sure to get WAGSTAFFE'S  
Every pound guaranteed Pure  
Sold in 1, 2, 5 and 7 lb. Packages.**

**Wagstaffe Limited, - Hamilton, Can.**  
PURE FRUIT PRESERVES

## WHAT'S IN A NAME?

It's worth in many cases millions and, when a catchy, snappy, euphonious title has been secured, how many firms and competitors like to trench upon it?

### The **Old Homestead Brand**

is a name that stands for something. It at once brings to mind the place on the old farm and the fruit and vegetables that mother was accustomed to place before us. This is one reason why grocers find our goods so easy to sell.

The name, combined with the quality, flavor and purity, do the trick every time.

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

**The Old Homestead Canning Co.**

Picton

Ontario



# FARMER BRAND

Canned Goods Class by Themselves.

## WHY?

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

# UNEQUALLED

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

The Farmers Canning Company, Limited  
BLOOMFIELD, ONT.

# “PEERLESS” Brand Canned Goods

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

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



# Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup  
at a Standard Grade Price

## A Trade Winner

Selling Agents:

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

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury,  
Ont.

Unequaled in Quality  
and a Producer of Permanent Profit

# QUAKER

## Canned Goods

THE BLOOMFIELD PACKING CO.  
BLOOMFIELD, ONT.



# COOPER, COOPER & CO., Limited

SOLE PROPRIETORS OF THE WORLD-FAMOUS TRADE MARKS

**THE TEA PLANT and TEA SHRUB**  
(Protected and Registered in Every Country)

Offer special advantages to the trade in

## High Class Teas

At Popular Prices

### "Tea Plant" Brand

Packed in 1/2 lb. (net weight).  
Air tight canisters only.

@ 30 cents to retail @	- - - -	40 cents
35 " " "	- - - -	50 "
42 " " "	- - - -	60 "

50 YEARS' REPUTATION

Canadian Agents

**Green & Co.**

25 Front Street E., Toronto

**D. Stamper**

P.O. Box 793

MOOSE JAW, SASK.

HEAD OFFICES

71 and 73 TOOLEY STREET : : LONDON BRIDGE, S. E.

## Is Your Western Business Big Enough?

Have you a first class line of goods which you want to introduce in Western Canada?

Have you something worth selling to the retail trade? Does it require the work of specialty men to introduce it?

That's our business. We are making good for other manufacturers and, the chances are, we can make good for you.

We can place your business through the wholesale trade or direct to the retailer, as you prefer.

Correspondence Solicited.

## RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

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

## Chocolate Bordeaux

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

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

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

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

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

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

**The MONTREAL BISCUIT CO., MONTREAL**

Manufacturers of "SWEETS THAT SATISFY."

## Buggy Egg Crate



**Everybody Says So:**

"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

*Every Dealer Should Have Them*

**Walter Woods & Co.**

Hamilton and Winnipeg

## THE EUREKA

Dry Air, Grocers'

## REFRIGERATOR



It is especially made for grocers by a reliable firm that knows exactly what is required.

This is a sample of Nos. 014, 14 and 15. It is made of ash wood. The finish is antique, and there is a double door with inside door to ice chamber. There are two sliding windows hung with weights. The shelves are all immovable. The bottom is for tubs and other heavy articles. This refrigerator has ball bearing casters and solid brass catchings.

WRITE FOR OUR CATALOGUE

**EUREKA REFRIGERATOR COMPANY, LIMITED**

54 and 56 NOBLE STREET, TORONTO, Canada

Near Queen Street Subway



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

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

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

## IT WILL PAY YOU

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



*To the Trade:*

Do You Know Why

# CEYLON TEA

IS SO

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

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

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

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;  
and

Fourth: Because of Its Cheapness Regardless of Cost.

---

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

If You Handle **White Swan Coffee** You Can Serve

The Most Refined Taste Known

Remember

Coffee Connoisseurs Are Your Best Customers For  
All Kinds of High Class Goods

Therefore

Sell them **White Swan Coffee** And See

how it will influence them to look upon your other stocks

The Consumer Wants This Coffee—Have it on Hand

Sold in one pound tins—2 Dozen per case

Delays Pay no Dividends—order at once

WHITE SWAN SPICES AND CEREALS LIMITED, - - TORONTO

## An Excellent Yet Inexpensive Sauce

that pays the re-  
tailer a good profit  
and sells well

### Paterson's Worcester Sauce



ROSE & LAFLAMME, Limited  
Agents, Montreal and Toronto

## CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY

The Wallaceburg Sugar Co., Limited  
Wallaceburg, Ont.





ESTABLISHED 1840

## Are you catering to the Spring Basket Trade?

We are the largest handlers of willow baskets in Canada. We manufacture clothes baskets, square and round hampers, butchers' baskets, market baskets, show baskets, German market baskets, etc. This is the season for getting after those who want any style, design or make.

*Buy direct from the makers.*



**H. W. Nelson & Co., Ltd.**  
Toronto, ————— Canada



## Good Coffee

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

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

## Aurora Coffee

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

**W. H. GILLARD & CO.**

Wholesale Grocers      Coffee Importers

**HAMILTON**

Branch House—Sault Ste. Marie

## GINGER BREAD

BRAND

## MOLASSES

Is the Product of the British West Indies Sugar Cane.

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

For cooking and table use it is undoubtedly the best.

**"THE BEST THERE IS"**

### Agents

C. E. Paradis.	Quebec.	W. H. Eccott,	Winnipeg.
C. DeCarfort,	Kingston.	R. G. Bedlington & Co.,	Calgary.
Geo. H. McIntosh,	Ottawa.	Teas & Pease,	Edmonton.
Geo. Mussen & Co.,	Toronto.	Wilson & McIntosh,	Vancouver.
J. W. Bickie & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island.
G. H. Gillespie,	London.		

**Dominion Molasses Co.,**

LIMITED

Hallifax, - Nova Scotia

**A "REPEATER"**

Every bag of WINDSOR SALT sells another. That's the way it has been going on for years till now

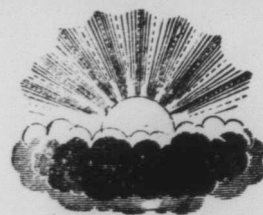
**Windsor Salt**



is known to nearly every housewife in the land as easily the finest table salt made.

Why not handle it and please your customers?

**The Canadian Salt Co., Limited**  
Windsor, Ont.



**"Sun Burst Oil"**

(WINTER PRESSED)

Highly Recommended by the Leading Chefs for

**Table and Kitchen Use**

Guaranteed under the Pure Food Act.

**Chausse & Co.**

Managers of  
**Kentucky Refining Co., Incorporated**

Write for Prices and Samples

322 East Notre Dame Street

**Montreal**

Phone M. 3938

**Batger's**  
LIME JUICE CORDIAL

**A Single Fact**

outweighs a thousand claims. It is a fact that Batger's Lime Juice Cordial is a "good seller." Do you handle it? If not, order a case to-day.

**ROSE & LAFLAMME, LTD.**

AGENTS

**MONTREAL and TORONTO**

**BATGER'S**

**Xmas Goods**

Our travellers will see you any day now with a splendid line of BATGER'S

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

And a full assortment of the famous English Confectionery made by BATGER & CO., London.

Before Ordering, Await Our Representative or Write us.

**Rose & Laflamme, Limited**  
Montreal and Toronto



# JAPAN TEAS

Our last season's stocks are now all sold, and we are making preparations for New Season's Importations and Quotations. If any of our Jobbing Trade Friends are not "in line," kindly advise

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



## McLean's White Moss Coconut

Simply the pure, unadulterated, high-class cocoanut the housekeepers of the country find unparalleled, and which can nowhere be equalled.

YOU SELL IT!

**The Canadian Cocoanut Co., Montreal**



## In CORNETS and ICE CREAM SPECIALTIES

We are ready to fill your orders promptly.

### The DOMINION WAFER CO.

Importers from the largest factories in the world.

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

**It sells  
like Lightning**

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

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

*R. Paterson & Sons, Coffee Specialists, Glasgow*

**'CAMP'  
COFFEE**

Fix your attention upon our Superior Brand of

## Jelly Powders

Your Jobber will supply you.

**IMPERIAL EXTRACT CO.**



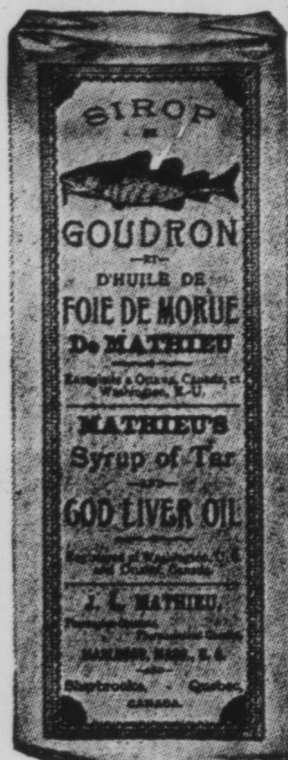
Focus your Ideas upon handling only

## SHIRRIFF'S

as they always please.

They make Real Jelly Quick.

18-22 Church St., Toronto, Canada



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

of Tar and Cod Liver Oil

**REASON NO. 2**

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

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

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

MAIL THAT ORDER TO-DAY

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

Sold by wholesale trade everywhere  
Distributors for Western Canada:

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

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

**Lines That  
Will Sell Well  
Right Now!**

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

**Queen  
Quality  
Pickles**

Sweet, Mixed and Chow

Bulk Pickles, all sizes;  
Tomato Catsup, Worcester-  
shire Sauce, Pure Apple  
Cider, Cider Vinegar.



NON-ALCOHOLIC WINES IN PINTS AND QUARTS  
AND IN BULK IN KEGS

German Sauer-Kraut

Pickles in Brine.

RYAN & HOOPER, Toronto Agents

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



**When in Doubt**

ORDER THESE BRANDS OF RAISINS

**F. W. Rowley**

DENIA AND

Finest Selected

**S. Bodi**

DENIA

Fine Selected

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

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

**UNDERDOWN & CRICHTON**

London, Eng. Valencia, Spain Denia, Spain

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





## BALAKLAVA SARDINES

Something "a little bit different" in the matter of quality

What you want for a good seller—fine quality, low price.

*Inquire prices*

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

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

Help on your Spring business by carrying a good line of

## Sterling Brand Pickles and Relishes

Nothing better than these well-known Canadian-made goods are to be found anywhere.

Order from your jobber or direct

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

## MASON'S O.K. SAUCE

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



**GEO. MASON & CO., LTD.**

Sole Manufacturers, London, Eng.

Sole Canadian Agents:

**S. T. Nishimura & Co.**  
MONTREAL

SUB-AGENTS:

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



ESTABLISHED OVER 200 YEARS

# CHAMPION'S

LONDON, ENGLAND

## IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

Agents for Ontario: Green & Co., Front St., Toronto. Agents for Quebec: Snowdon & Borland, 34 Guardian Bldg. Montreal  
Agent for Northwestern Provinces: W. H. Escoff, 141 Bannatyne Ave. East, Winnipeg  
Agent for New Brunswick: W. S. Clawson & Co., St. John

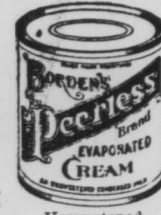
WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS.

WRITE OUR AGENTS FOR PARTICULARS





## BORDEN'S BRANDS



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

“Eagle Brand” Condensed Milk and “Peerless Brand” Evaporated Cream.

At Every Jobber's In Canada.

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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

## BANNER BRAND CONDENSED MILK



The demand for  
**BANNER BRAND  
CONDENSED MILK**

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

WRITE FOR PARTICULARS

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



## IMPERIAL EVAPORATED CREAM

### THE POPULAR VERDICT !

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

### IMPERIAL EVAPORATED CREAM

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

Are YOU Getting Your Share of the Trade ?

**The Canadian Condensing Co.**  
CHESTERVILLE, ONT.

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

A CANADIAN PRODUCT for  
THE CANADIAN MARKET is  
**Canada First Evaporated Cream**

We have mastered every detail and incorporated every scientific and sanitary principle in the production of this progressive product. There is no better line for you to carry, Mr. Grocer. It will bring your customer back again and again.



Manufactured by  
**AYLMER CONDENSED MILK CO., Limited**  
AYLMER, - ONTARIO





**ST. CHARLES CREAM**  
**UNSWEETENED—STERILIZED**

THE PUREST AND BEST

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

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

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

**St. Charles Condensing Co.**  
INGERSOLL, - ONTARIO  
CANADA



**Grocers' Specialties**

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

Ask for Quotations

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

**Sanitary Cans**

For Hand Filled Goods

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

**Sanitary Enamel Lined Cans**

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

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

**SWISS-FREY CHOCOLATE Co., Limited**  
SWITZERLAND.

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

CONFECTIONS.

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

*Swiss-Frey Milk Chocolate*  
*Swiss-Frey Milk Chocolate Croquets*  
*Swiss-Frey Chocolate au Cafe*  
*Swiss-Frey Chocolate Rieotine*  
*Swiss-Frey Nugatine Chocolate*  
*Swiss-Frey Nugatine Chocolate Croquets*  
*Swiss-Frey Hazelnut Chocolate*  
*Swiss-Frey Hazelnut Chocolate Croquets*

also,  
FREY'S celebrated CHOCOLATE

TORRONE

The Finest NUT Chocolate delicacy made.

FRESH STOCK JUST ARRIVING AT MONTREAL

ORDER direct from our Agents or through your JOBBER

SOLE AGENTS for Canada

**CARVETH & COMPANY**

Manufacturers' Agents and Importers  
600 LINDSAY BUILDING

Montreal - - - Province Quebec

THE CANADIAN GROCER.

# CURRANTS

Our travellers have an interesting offer to put before you.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

## ST. LAWRENCE Granulated Sugar

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

*Laboratory of Provincial Government Analyst,*

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co.'s Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99-99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

*(Signed)*

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

*Provincial Government Analyst.*

**The ST. LAWRENCE  
Sugar Refining Company, Limited  
MONTREAL**

*Redpath*

is

**CANADA'S STANDARD**

for

**REFINED SUGAR**

*Manufactured by*

**The  
Canada Sugar Refining Co.,  
Limited  
MONTREAL**

## Get a Big Slice of Spice Business

This you can do by selling **absolutely pure** spices.

**Ewing's Prince of Wales** Brand spices represent highest quality and their purity is undoubted.

Send for Samples and Prices.

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



**Tartan**  
BRAND

SIGN OF PURITY

**Build up your trade with the Best Goods.**

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.

TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone 596—specially reserved for Long Distance Calls.

**BALFOUR, SMYE & CO.**

Headquarters for all Fancy and Staple Groceries

HAMILTON, ONT.



The good housewife's stock of home preserved fruit is now low and this is the time when every grocer should push the sale of

## The E.D.S. Brand of Jams and Jellies

Our goods appeal strongly to the public as they are of the finest flavor, delicious quality and retain the true taste of nature. We guarantee the perfect purity of our products.

### AGENTS

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

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

## Those Who Wish to Rent or Hire

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

**“ Turn Your Spare Time Into Money.”**

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

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

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

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

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

**THE CANADIAN GROCER**  
TORONTO, CANADA



Trade Mark Reg.

**The Fruit Jar That Pleases Your Customers**

You and your customers well know the drawbacks and disagreeable features of a screw top jar. Then buy

**THE SCHRAM AUTOMATIC FRUIT JAR**

Just two pieces—the jar and the cap. No rubber bands—no leakage—clear white glass jar with wide mouth.

Clever Advertising Plans Sent Free to Dealers. Write To-day.

**THE SCHRAM AUTOMATIC SEALER CO., OF CANADA**  
Limited

WATERLOO, CAN.

1965



Trade Mark Reg.

**PACKARD'S "SPECIAL" SHOE DRESSINGS**

Give the Retail Grocer a **Larger Percentage of Profit**

than staple lines of groceries

**EVERY PACKAGE GUARANTEED**

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

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

PACKARD BUILDING

9 to 17 St. Antoine St.,

MONTREAL

MANUFACTURERS OF HIGH-CLASS

**SHOE DRESSINGS**

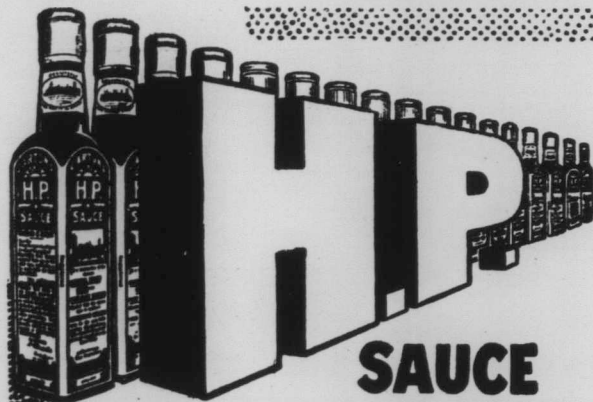


**FRENCH GLYCERINE**  
A Liquid Self Polisher, Retail at 10c.



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





**A GOOD LINE**

There is a "want more" fascination in H.P. Sauce that is crowding English Grocery Stores, and the Sauce is replacing the older ones on the best tables.

Judging from its reception the Canadian Grocer sees in H.P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H.P.

Postal to our Canadian Agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

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

Georgeson Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.

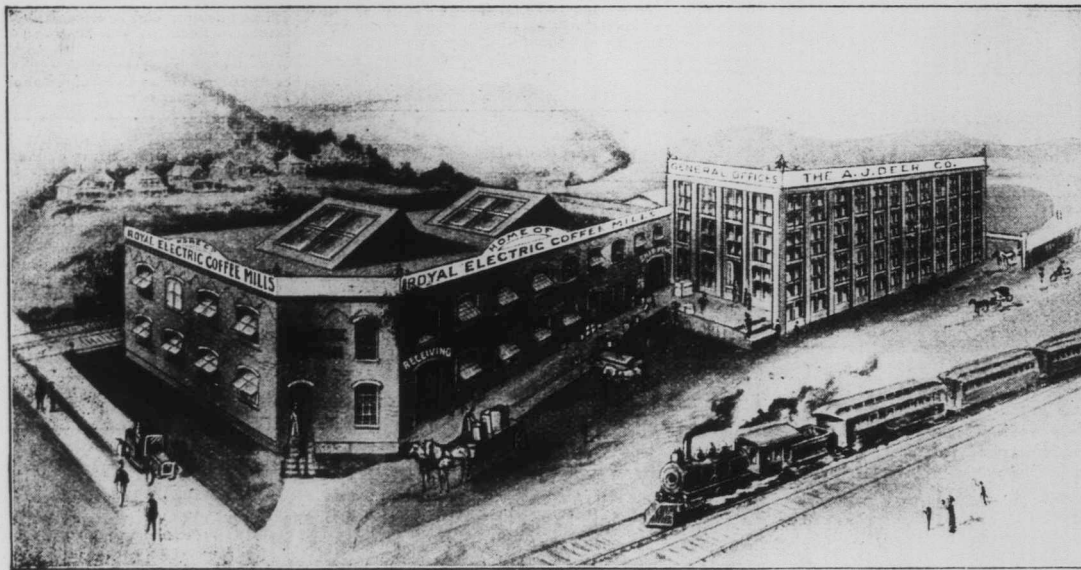
Ellis & Co., Ltd., St. John's, N.F.

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

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.

**General Offices of the A. J. Deer Company to be moved from Buffalo to Hornell, N.Y.**



Home of the "ROYAL," showing new addition

For several years the general offices of our business have been maintained at Buffalo, but on May 1 they will be moved to Hornell, N.Y., where our factory is located.

We decided to make this change in order to facilitate the handling of our rapidly increasing business in the manufacture and sale of the "ROYAL" line of electric coffee mills and meat choppers.

The first "ROYAL" mill made its appearance in 1905. We made but one style then—the No. 2 shown in our catalog. The unquestionable merit of "The Mill that Cuts the Coffee" soon proved itself, and our business has grown accordingly.

To-day we make 72 different styles of machines, suited to every phase of the coffee business, and ranging in capacity from ½ pound per minute up to 10 pounds per minute. "The best mill in the world at the least cost to you" is our motto.

Our new plant is one of the most modern equipped institutions in the industrial world, and we shall be pleased at all times to welcome you there and show you how "ROYAL" machines are made. Write for a copy of our latest catalog, telling all about the "ROYAL" line. Sent free on request.

**The A. J. DEER COMPANY**

19 West Street

: : : : : : : : : : :

HORNELL, N.Y., U.S.A.



**Classified Advertising**

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

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

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

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

**Yearly Contract Rates.**

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

**PERIODICALS.**

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

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

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

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

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

**SITUATIONS WANTED.**

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

**AGENCIES WANTED.**

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

**COUNTER CHECK BOOKS.**

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

**FOR SALE.**

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

**BOOKS FOR THE GROCER.**

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

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

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

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

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

**WANTED.**

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

**AGENT WANTED.**

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

**ADDING MACHINE.**

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

**SITUATIONS VACANT.**

**CLERK WANTED**—To take charge of general retail business. Must be a worker, well recommended, strictly temperate. A steady situation and good money to the right man. Apply to W. G. McKinley, Creighton Mine, Ont. (18)

**TRAVELER WANTED.**

**WANTED**—A first-class grocery traveler for the Soo branch, main line C.P.R., Port Arthur to Fort William and Rainy River country, and as far west as Kenora. None but first-class grocery men need apply. Box 307, **CANADIAN GROCER**, Toronto.

**MISCELLANEOUS.**

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

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

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

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

**NATIONAL AID**—An aid to every retail merchant in the world. Saves money, time, work and worry. The National Cash Register Co., F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue Toronto.

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

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

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

**DAVID SCOTT & CO.**

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

Try a business card in  
**The Canadian Grocer.**

**EXPORT TRADE DEPARTMENT.**

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





is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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

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

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

ESTABLISHED 1849

## BRADSTREET'S

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

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

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

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager  
 Western Canada, Toronto

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

STRATFORD

LONDON ENGLAND

For:—

**Vinegar and Sauce Coloring**

**Essential Oils  
 Essences  
 Oil Lemon**

**Acid Phosphate & Phosphate Lime Precip.**

**Harmless Colorings**

**Herbs, Roots, etc.**

CANADIAN AGENTS:—

**Andrews, Gillespie & Co.**  
 CORISTINE BLDG.  
 MONTREAL

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

## BOULEVARD SHOE DRESSING



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

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

Manufactured only by:

**The American Dressing Co., Ltd.**  
 Montreal

## R. B. COLWELL

Representing in Nova Scotia

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

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

CORRESPONDENCE REQUESTED

265 Barrington St.  
 Halifax, N.S.

## Slow Collections Cured

Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!

**The Beardwood Agency**  
 313 New York Life Building - MONTREAL

# Free Trip to "Toronto National Exhibition"

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

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

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

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

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

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

Gentlemen:

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

Miles from Toronto.	Number of subs.	Mark X	
25 to 50	3		Name _____
51 100	5		
101 150	7		Street _____
151 200	9		
201 250	11		Town _____
251 300	13		
301 350	15		Province _____
351 400	17		
401 450	19		My Ticket to be Via : _____
451 500	21		
501 600	23		Railway _____
601 70	25		
701 800	28		Boat Line _____
801 900	31		
901 1000	34		
1001 1100	37		
1101 1200	40		
1201 1300	43		
1301 1400	47		
1401 1500	50		
1501 1600	53		
1601 1700	56		
1701 1800	59		
1801 1900	63		
1901 2000	66		
2001 2250	72		
2251 2500	80		
2501 2750	89		
2751 3000	97		

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



# Famous Dayton Scales

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

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

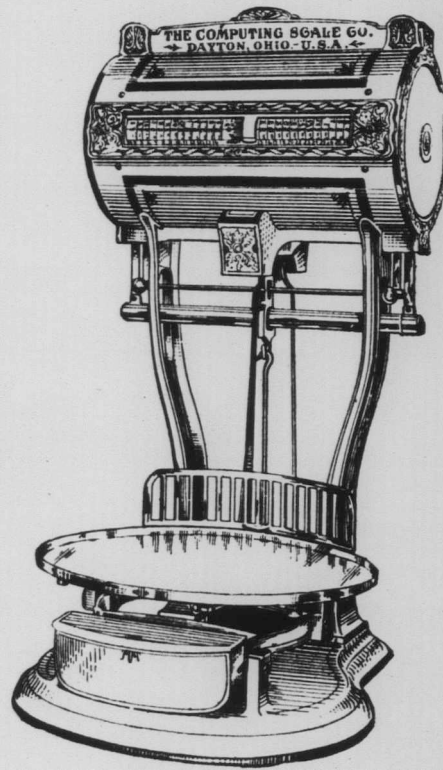
We say to the merchants of Canada: "The Dayton Scale will positively stop the giving of overweight." We can prove it to you. The thousands of merchants who have bought Dayton Scales prove this every day.

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

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

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

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



## The Computing Scale Co. of Canada

Limited

164 King St. West

-

Toronto, Ont.

LONG DISTANCE TELEPHONE MAIN 2204





Poor tea at low prices may win temporary sales

but

Good tea at fair prices makes permanent customers

THE QUALITY IS REMEMBERED AFTER THE COST HAS BEEN FORGOTTEN

The customer who comes back to your store is one of the strongest factors of success in your business. To have had a steadily increasing patronage for sixteen years of thousands of satisfied customers is the record of

# "SALADA"

Moral:—To get and hold trade sell "SALADA"

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# Necessity of Purpose and Method in the Selling Game

Brewster had come into the sales force via the stock room. As he sat watching the telegraph poles whiz by, with the train drawing nearer headquarters he had about made up his mind that this must be the reason why he was discriminated against. He mentally listed the men on the force who had outranked him in the push for promotion. As he checked them off one by one it seemed as though but a small number had come from inside the organization.

That was the difficulty then; only an outside man stood any chance. On this trip in, he planned to see the Old Man, state his case, and demand recognition or seek a new job. With all the instincts of a trained salesman he began arranging his data so as to make a correct approach. The most he had to guide him was hearsay. The only time the orbit of the Old Man touched the orbit of the business was on one of his customary visits through the house. These visits were usually unexpected—sometimes casual—sometimes thorough.

It was on one of these inspection tours that Brewster first saw the Old Man. It was in the stock room. An elderly, somewhat dapper, well-groomed gentleman quietly asked some casual question regarding the arrangement of the stock. He followed it up by others, each getting a little more pertinent and searching. Brewster—then a young man of seventeen—had replied to each one of the questions, "Don't know, I'm sure." With a somewhat kindly manner the visitor had shown him how to assort his stock in shorter time, then how to load it on the truck with less work and and had gone on. Brewster had seen the Old Man several times since and had always been greeted with a friendly nod of recognition.

After thinking it over, Brewster decided to feel out the sales manager before he tackled the Old Man, though he knew the latter was really the court of last resort.

## Talks to the Sales Manager.

"I want to be perfectly fair," Brewster was saying to the sales manager, "but it certainly does seem as though I was worth more money and a more important position. I have been with the company now nearly ten years, and have seen—without a murmur—men who I believe are no better, advanced in important positions. More than that, these men have, for the most part, been brought in from outside organizations and put over my head. It's a selling proposition, this disposition of one's services, and while I have not made any overtures to any of the other companies, yet I am satisfied that I could do better with another firm. Yet a kind of loyalty binds me to the old house that I have been with since a boy.

"Now I want your disinterested advice. You know the whole question and you know me. You have been sales

## How Brewster Overcame an Early Handicap and Gained Promotion in the Firm—The "Old Man" Always Remembered His Lack of Interest in the Factory—Rounding Up the Merchants of a Country Town.

BEN WEST IN "SYSTEM."

manager of this company for eight of the ten years I have been with it and know my work intimately. Tell me freely and candidly what you advise."

The sales manager studied the calendar on his desk intently before replying. He was plainly weighing on his mind whether he would be justified in giving out confidential information. The circumstances certainly did seem to warrant it.

"Brewster," he said, "as one salesman speaking to another, my advice is to stick. Your sales record is not only above the average; better than that, it is a clean one. You are to be trusted. There is but one reason why you have not a better position. Here we all want to see you advanced; but there are overhead orders. You are held back by a notation, a few words penciled on the back of your employment card while you were yet in the stock room."

The sales manager studied the calendar and drew out Brewster's record card. This showed in concise summary the sales Brewster had made during the time he had been on the road—sales continually increasing in volume. The "percentage of collections" column also showed up well. "New business" was adequate. It was an excellent card on the whole. But on the back the Old Man's notation still remained, summarizing his interview with the young man in the stock room some ten years before. "Lacks interest. Didn't know answers to simple questions," the penciling ran.

## An Early Handicap.

"Now, understand me as simply giving you facts," said the sales manager. "I am not going into the question of the right or wrong of such a handicap. Like all men who have built a business from nothing to millions, through the sheer force of their own personality, the Old Man firmly believes that every employe should have the same white hot intensity of purpose that he himself has. He tests out all men by their standard, early asking them some simple questions. If the employe then fails, he is used for the more ordinary work. The big things go to the man who is interested and enthusiastic in his work. That's the Old Man's hobby—he wants to get about him men who are strong with the same intensity of purpose that inspires him.

"Now, try the house for another year or two and put the same enthusiasm into the business as though it were your own; your opportunity should come. When it does, make the most of it. I believe that this will win for you—I am sure it will."

Brewster went back to his territory with the one idea—that of redeeming his past record. How to do it—how to make his sales of more value to the house than the mere orders turned in—was what puzzled him. He turned to the map of his territory and looked at each town. It did seem as though there should be ways of getting more business. Perhaps his lack of intensity—his negative method of getting business—had been at fault. He would try positive methods and see. But how—where to start—kept puzzling him. The man who really wants to, will find a way and for the first time in his road experience Brewster wanted—with intensity—to sell goods.

His first stop was Alden. The company had had a little business there—as he thought the situation over it had struck him that it had not been enough to pay him to make the town. There were five dealers that should handle his line, yet he had only one customer there. How should he get at the others? "If I had these men together—if I could get them to see what a line we really have—if I could only get it before them in proper shape—I believe I could sell four out of five of the bunch," he kept thinking.

The more he thought it over the more the idea grew on him. It was eleven o'clock when he got into Alden. He went to his regular hotel and looked up the proprietor.

"Frank," said he, "there are five men in town that ought to carry my line. You know them; they are all good friends of yours. Here is what I want you to do: call up this list of dealers on the 'phone and tell them that I want to meet each one of them here at lunch. Tell them that it is important—that I have an important message for each one of them—something that they cannot afford to miss."

"That looks like good business to me," said the hotel man. "I'll just do that and I'll have the chef fix you up something extra nice—make a little banquet of this." And he took the list of dealers and started to the 'phone booth.

In ten minutes the proprietor emerged from the booth, smiling. "Say, you've stirred up some excitement already. They are all coming except old man Higgins. Curiosity will probably get the better of him—he'll show up, all right."

## Brewster's New Method.

That lunch at the Merchants' Hotel at Alden was an event. It was the first

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time that five rival dealers in the city had sat down together in years. Each one accused the other of not daring to stay away; and even before they sat down together, a friendly footing was established. When dinner had reached the cigar stage, Brewster launched at once, heart and soul, into an enthusiastic description of what the house was doing for the coming season's trade. He spoke of the better quality of the goods secured by new processing methods, of the heavy advertising campaign that was being inaugurated, of the instructions being given the salesmen that they might act as expert sales counsel to their friends in the country.

Before he got through he found himself addressing his small audience in the convincing terms of a practised salesman who had found his field. The different conditions in which he found himself—the new surroundings under which he was laboring, incited him to his best. It was not all easy sailing, however, with the true instinct of buyers trained in long years of expert objection-making, objection after objection was hurled at him. As he answered these, one by one, he still felt that he was not getting at the real reason why these men did not buy his line. Why, it was Opportunity itself that he was offering them. Finally he turned to Griggs—the department store man Griggs—who, if anyone, could tell him just how the land lay.

"Griggs," said he, "here is a little association of hard-headed business men. You men lose when you don't buy from my house—and you know it. What's the reason that your orders are placed somewhere else?"

Griggs turned in his chair with that uncertainty of movement which betrays the man who is not accustomed to speaking in company. "Well, Mr. Brewster, since you have asked me an out-and-out question, I will tell you. Your 'triple extra' line we handled for four years. Then one of my oldest customers went into the city for a visit and came back lugging a line of that stuff. Bought every bit of it, too, at a catalogue house there. You know what that means. I passed the word around among my friends here and you've practically been boycotted as far as this town is concerned, ever since."

#### His Opportunity Arrives.

Brewster thought rapidly—"So that is the reason why I have been practically shut out of this town. If I had only been a real salesman—and found this out years before, what a difference in trade it would have meant to the house." He was beginning to see what intensity of purpose would do.

Brewster answered diplomatically—half-sorrowfully. "I should think you would know our policy too well to have let that influence you. We sell only to dealers. Ninety-five per cent. of our sales are to country dealers like yourself. The other five per cent. of our sales is made to the city trade. But every catalogue house in the city sends out its 'pick-up wagons.' They buy the

standard brands in extremely limited quantities, perhaps, in some cases, only to be able to say that they handle those lines. The customer of yours who bought any of our goods from a catalogue house bought them after we had sold them to some city dealer. They came to that customer via the pick-up wagon.

The effect of this information was electrical. One of the other dealers was on his feet immediately. "If that's the case—it's something that we have not thought of—and it puts the matter in an entirely different light. But now—" and then he, and in succession all the rest, came out with their real but hitherto unspoken objections. Explanations followed. Then when the flow of questions ceased, Griggs rose formally.

"As a vote of confidence in one of the oldest and best houses," he said, "I move we adjourn immediately to the sample room and voice our return to a good house, by filling a few order blanks."

#### The Promotion Followed.

Brewster was at the long distance 'phone. "I have an order from every dealer in Alden, and I want you to know just how I turned the trick. Didn't use a hackneyed method in the whole sale." He rapidly sketched the story of the dinner, the hidden objection and the final vote of confidence which his old customers had accorded him. Then he added: "This trade revival is exactly what I am going to do for every town in this territory. I've got a bunch of new schemes figured out for every town I have ever made. Where one plan won't work, I'll try another that will. We'll get the business from now on in this territory."

The sales manager heard him out, thanked him, then said significantly: "We are expecting a visit from the Old Man in a week or so. He likes to run over the correspondence to see how the boys are working. Suppose you write me this enthusiastic report, covering the same facts that you have just told me. I'll see that your letters fall under the Old Man's eye."

"And incidentally, Brewster," the sales manager resumed, "our Western agency is going to need a district manager soon—one that has lots of ginger and new ideas. You can put two and two together, can't you?"

Brewster could—and did.

#### CATALOGUES AND BOOKLETS.

London Office, April 14.—Spratt's Patent, Limited, are circulating a new export price list, containing twenty-eight pages of quotations, not only in English currency, but in Canadian figures also. The indexing of this pamphlet is an excellent feature, making it easy to refer to any department without the turning of pages. Foods for dogs, pups, poultry, pigeons, caged birds, etc., are all fully dealt with. The Canadian agency is in Montreal.

#### TRADE NOTES.

Eagel's grocery store, Summerland, B.C., was burned recently, but the destruction was not a total one.

Smith Bros., general merchants, Arnaud, Man., has sold his stock.

A. A. Dodderidge, grocer, Brandon, has assigned to E. J. Madigan.

S. Ruttenburg, general merchant, Garland, Man., has sold to F. Hoffman.

Brown & McDougall, grocers, Reston, Man., have gone out of business.

Jos. Lesk, general merchant, Winnipeg, has been succeeded by I. Chodirker.

L. C. Teeple, grocer, Arcola, Sask., has sold to J. R. Hallman & Co.

McKenzie & Martin, grocers, Vernon, B.C., are succeeded by Allan & Martin.

G. R. McColl & Co., general merchants Regina, Sask., have sold their business.

Andrew McDonald, general merchant, Prince Albert, Sask., has sold to A. R. Shea.

Jackson & Hayward, general merchants Dawson, Yukon Territory, have dissolved.

W. Cavanagh, general merchant, Antler, Sask., has been succeeded by B. J. Hunter.

A. McGregor, general merchant, Stephenfield, Man., has assigned to C. H. Newton.

Thurston & Creary, general merchants, Rocanville, Sask., has sold to C. B. Mitchell.

J. S. Tullis & Sons, general merchants, Tullisville, Sask., have sold to Murdock Bros.

An extension has been granted Hicklin & Dalton, general merchants, Canora, Sask.

The assets of C. J. McClocklin, general merchant, Carberry, Man., are sold to Chas. Munro.

McLeod & Langford, general merchant, Wolsley, Sask., are succeeded by R. P. Langford & Co.

W. E. Gillanders, general merchant, Paswegin, Sask., has been succeeded by MacDonald & Gillespie.

Leon Bay, general merchant, Jarrow, Man., has removed to Whitemouth, where he succeeds Eli Bay.

Lynch, Carlin & Sons, general merchant, Carstairs, Alta., have dissolved, Chas Carlin & Sons continuing.

Malcoms Western Canneries, Limited, Winnipeg, have changed their name to Central Canada Packing Co., Ltd.

H. J. Moore, Tyvan, Man., has sold his general store business to A. E. Hill & Co., who have stores at Griswold, Hartney and Carman, Man.

Hardy & Co., Midway, B.C., suffered loss by fire recently, their general store being burned. The loss is about \$14,000 with insurance about \$8,000.

J. A. Govin, general merchant, Montmartre, Sask., is succeeded by J. L. Dube.

Sarah Layton, grocer, Halifax, has assigned to Geo. E. Faulkner.

J. W. Turple, general merchant, Advocate Harbor, N.S., has assigned.

F. L. Mills, general merchant, Springhill, N. S., recently suffered loss by fire.



# The Canadian Grocer

Established 1886

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JOHN BAYNE MACLEAN PRESIDENT

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## CHEAPNESS OF ASSOCIATION WORK.

Since the suggestion that an Ontario Retail Grocers' Association be formed has taken hold some have expressed the opinion that the idea of organizing a one line association is not feasible because the cost of conducting the association would be too great for one branch of trade to stand.

There is no reason for this objection as the experience of the Ontario Retail Hardware Association has shown. This organization was formed in April, 1906, with about twenty members scattered throughout the province. It met with active opposition on the part of the Retail Merchants' Association, secretary E. M. Trowern uttering a foolish threat that he would put the hardware organization out of business unless it nestled under his protecting wing. The Retail Hardware Association, however, declined Mr. Trowern's invitation and, placing its annual membership fee at \$3, collected \$400 the first year and after paying expenses of \$340 began the second year \$60 to the good. In 1907 the expenses were \$450 and in 1908 only \$365, the assets at the beginning of 1909 being \$138 and the balance to the good on April 1, 1909, being \$540.

The Retail Hardware Association paid out about \$200 during the first two years in traveling expenses for an organizer and while the Association had a profit on the work, experience has shown that in the long run it is unwise to hire a man to talk merchants into joining an association as unless men join of their own accord they are likely to become disgruntled and withdraw, feeling

that they have been "done" for the amount of the membership fee.

This is a wrong attitude to take, as the indirect results of having an association organized are considerable—notably in compelling concerns looking for custom from the retailers to sell more exclusively to the trade. But the experience of the officers of the Retail Hardware Association has been that their most enthusiastic members are those who attend the annual conventions while those who stay away are reluctant to pay their membership fees.

The conventions of the Retail Hardware Association have become events to be looked forward to, the gathering at Hamilton last February being attended by about two hundred retailers with another hundred present representing jobbing and manufacturing firms, one session being open to all branches of the trade. In connection with the convention a trade exhibition was held, over thirty firms paying a small fee of \$10 for the privilege of exhibiting. It is the money raised from this source that has given the Association its creditable balance in the treasury. The Association has recently decided to hold its 1910 convention at London and to run an excursion of its members and retail friends to Montreal in August.

By having a balance in the treasury the Hardware Association is in a position to put up a strong campaign against any unfair legislation which the mail-order houses endeavor to put through parliament. It is largely due to this organization, in fact, that Postmaster-General Lemieux in 1907, withdrew his proposed parcels post c.o.d. law, the effect of which would have been to make every postmaster in Canada a collecting agent for the big department stores. Whole wagon loads of letters and petitions were delivered to Hon. Mr. Lemieux on Feb. 1, the date set by the Association for members to forward petitions.

Another matter being pressed by the Hardware Association is that of Mutual Fire Insurance. In the United States there are many Hardware Merchants Mutual Fire Insurance Companies, several returning an annual rebate of 50 per cent of the premium to its members in addition to maintaining a substantial cash reserve. In Ontario farmers are the only class privileged to form mutual fire companies but at the next session of the legislature the Hardware Association will endeavor to have the law changed to include merchants generally.

The officers of the Retail Hardware Association state that they could have done more effective work if a \$5 fee had been named as with a paid up membership of about 200 the \$3 fee was needed to pay office expenses, cost of executive meetings, printing supplies, and a small

honorarium to the secretary. But now that the Association is firmly established the membership should steadily increase until it reaches the standard of the Michigan Retail Hardware Association with its 800 members and the Illinois Association with its 1,100 members, these latter bodies having the advantage, however, of giving their members the savings resulting from mutual fire insurance. About 125 members of the Ontario Retail Hardware Association are using a set of "collection letters" supplied by the organization at cost, the results proving very satisfactory.

Grocers in Ontario far outnumber the hardwaremen and, with the advantage of already having several live local associations in the larger cities, there is no apparent reason why they should not be able to profit by the experience of the hardwaremen and organize a strong Provincial Retail Grocers' Association to work in harmony with the hardwaremen, booksellers, drygoodsmen and other classes of merchants.

## A DEAD ISSUE.

Canadians are disposed to view with amused indifference the resolution passed at the Detroit convention recently asking the Government of the United States to at once open negotiations with Canada for a reciprocity treaty. Fifteen to twenty years ago their attitude would have been quite different. They would have hailed it with joy and have taken immediate steps to secure the concurrence of the home Government.

When in October, 1890, the McKinley tariff went into force in the United States, there were a good many in Canada who took a decidedly pessimistic view of the situation. They thought that Canada's future was blasted. It did, of course, for a time, look serious.

We had become impregnated with the idea that the development of our natural resources depended largely upon the good-will of the United States.

But the blow, instead of permanently injuring us, stirred up within us a degree of energy which we had not hitherto possessed.

Instead, therefore, of looking to the south for succor Canadians began to look across the Atlantic and not only to look, but to act. They began to realize, particularly in view of the commercial unfriendliness of the United States, that the British market offered a steadier and more attractive field for their enterprise.

The result of the development of this enterprise has not been by any means discouraging. Our total export trade when the McKinley Act went into force was less than \$97,000,000. During the last fiscal year it amounted to over

\$280,000,000 of the McKinley tariffs, no products from Britain then in force only amounting to \$200,000.

We do not mean the late McKinley means any more than any other tariff to make Canadian cities and

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\$280,000,000. The United States, in spite of the McKinley and subsequent hostile tariffs, now buys \$73,000,000 more of products from us than they did in 1890. But, of course, it has been with Great Britain that our largest increase has been. When the McKinley tariff went into force our exports to Great Britain only amounted to a little over \$48,000,000. Last year they reached \$134,488,000.

We do not court or desire any more McKinley tariffs, but that which bears the late President's name was by no means an unmixed evil. It did more than anything else up to that time to make Canadians realize their possibilities and inspire their nationhood.

The convention at Detroit showed two things. One was that the business men of the United States are repenting of their unkind commercial treatment of this country; and the other is that they are realizing the importance of the future of Canada and are disposed to do everything in their power to get a larger share of the trade which must necessarily be developed as the country grows.

But unfortunately for them, repentance comes rather late. The shoe is now on the other foot. Canada 20 years ago wanted reciprocity with the United States and wanted it bad. Now there is a growing desire in the United States for reciprocity with Canada, while in this country the matter is practically outside the range of practical politics.

It is a dead issue and the McKinley tariff was the cause of its death.

#### THE SCHOOL BOOK QUESTION.

Since the T. Eaton Co. has been given the contract to supply the school books for the Province of Ontario and since that contract extends over a period of ten years and is renewable, the retail merchants of the province have been given a big subject to think about.

Once these books have been published and are sent broadcast over Ontario with the name of the T. Eaton Co. on every cover, that company will have completed another link in its huge advertising mail-order scheme which will undoubtedly prove disastrous to the retail merchants.

It is now up to each organization that stands for the protection of the general merchant to do its share in alleviating the effects of the giving of this government contract to the T. Eaton Co.

It is stated that the government has the power of instructing the company to use only the imprint of the Educational Department and also that the government can force the company to hand the books over to it for distribution. The imprint of the T. Eaton Co. means considerable gain to them and a loss to

the country retail merchants; and if they are allowed to distribute these books through the province they have the opportunity of enclosing advertising literature which cannot but detract from the business of the country merchant.

If the T. Eaton Co. therefore are allowed full swing to do as they please their course of procedure will have a far reaching effect and the government in awarding the contract could scarcely have taken all the possible results into consideration.

This is a serious problem for business merchants in almost all lines of trade. Evidently the government could not have realized the full situation and what it will mean to the commercial interests of the country and to substantiate this contention it is known that some of the permanent officers in the employ of the government have stated that they had not realized it before it was pointed out to them.

Another item which must be taken into consideration is the manufacture of the plates used in the various school books. These are made by the government and are said to cost in the neighborhood of \$30,000. The country merchants are assisting in paying for them—paying for something that is going to injure themselves.

What should be done and done quickly by every retail merchant in the province is to write the local member of the Legislature to have him use his influence in the government restricting the publishers as far as possible. This is a question which should be vigorously taken up by the Retail Merchants' Association and all other organizations which appreciate the interests of general merchants in the province of Ontario.

#### VALUE OF AN ASSOCIATION.

A large deputation consisting of 150 grocers, representing the Retail Grocers' Association of Montreal, went to Quebec on Thursday morning, April 29, by special train to lay a petition before Premier Gouin. In the latter city they were joined by a large contingent of Quebec grocers.

At half past two in the afternoon, they met the representatives of the government and requested that the law be amended, to prevent brewers peddling beer from door to door. It seems the brewers had already anticipated their action, and have asked the government to dismiss their request. The Premier promised to give the matter his consideration. This will make the fourth piece of legislation which has been of great value to the retail grocer, that the Association has put through, if this particular petition is successful.

#### IMPROVING CONDITIONS.

During the slow months of last year we frequently pointed out that trade would not approach towards normal until two things happened—an emphatic increase in commercial loans in our Bank Statement and material gains in Grand Trunk earnings. Both of these circumstances have now come to pass.

The most interesting feature of last week was a gain of \$12,750,000 in current loans during the month of March compared with continental decreases hitherto. The indications are that fairly continuous improvement has been in progress during the past three months.

We commend a perusal of the figures for the iron and steel production in Canada during 1908. The output of steel ingots for example decreased in Canada only 21 per cent., whereas it declines over 50 per cent. in the United States. Our production of iron ore declined from the previous year only 4.3 per cent.

There are evidences that however unpleasing the depression may have been as regards this country it was not really damaging but was more a salutary corrective and "a blessing in disguise."

#### POTATO PROSPECTS.

Correspondence from various parts of the Dominion indicates that there may be a potato shortage before the new season's crop arrives. At the Pacific Coast potatoes have gone up in price to forty and fifty dollars per ton, whereas a month or two ago the price ranged from twenty-five to thirty-five dollars.

From the maritime provinces potatoes are being shipped to the United States in large lots and prices are reported firmer. In Toronto prices have also advanced somewhat but it is probably in western Ontario where the greatest change has occurred.

In the article of this week from our Chatham correspondent it is pointed out that United States buyers have visited that vicinity and purchased large quantities of potatoes, the prices offered to and accepted by the farmers being seventy-five cents. Last Saturday's market price ran up to a dollar and a quarter per bag from seventy-five cents of the week previous. The buyers from across the line were able to pay a twenty-five cent duty and still sell at a fair profit in the State of Ohio.

Grocers in Chatham are facing a potato shortage, but some of the reasons are somewhat unnatural, and if the same conditions exist all over the province and in others as well, prices are likely to be enhanced. The present shortage, however, may simply be due to the inability of the farmers marketing their produce at this time of the year.



## Notes From the Maritime Provinces and Quebec

Steamships and Their Cargoes Expected at Montreal—Advance of Barbadoes Molasses in Primary Market—Good Maple Syrup Crop in Nova Scotia—Sugar Cargoes From the West Indies.

### MONTREAL.

April 27.—Henry Morgan & Sons are showing a window display of electrical cooking utensils this week. The terror to a woman, of a hot stove in summer time is done away with by the use of these things. Each individual dish can be connected with an electrical current and in this way only the heat required for the special dish is used.

Reports from Richmond, Que., state that the storekeepers of that place are suffering from a plague of burglars. Sunday morning April 24, some members of the light fingered fraternity visited the store of McMorine Bros. From there they went to the St. Jacobs Hotel and then to A. J. Beard's store. In each place they collected a fair amount of booty and decamped by the G.T.R. for Windsor, where they took the Orford Mountain Railway.

Andrew Watson, Montreal, was in Quebec for a few days this week on business.

The Laing Packing Co.'s store, corner of Berthelet and Bleury Sts., has a window which is nothing short of a work of art. It is arranged with the usual products to be found in a provision store and shows originality and resourcefulness. The Stanford Market on St. Catherine St. W., has an unusually beautiful window this week also. This store has long been noted for the beauty of its display windows, and certainly seems to be maintaining its reputation in this respect.

The harbor is practically ready for the arrival of the first boat of the season. Several are on their way here. Among the fruit boats bound for Montreal from Sorrento and other Mediterranean points, is the Jacopa of the Thomson Line, with a cargo of oranges and lemons. Her cargo is made up as follows: From Genoa, 30 tons of sundries, from Palermo 8,800 packages lemons and oranges, and 53 bbls. of wine from Catania; 6,800 pkgs. oranges and lemons; 250 tons sulphur from Messina; 7,800 pkgs. oranges and lemons; from Sorrento 11,500 pkgs. green fruit. The Bellona of the Thomson line left Cadiz April 24, but the cargo list has not been received here yet. The Fremona of the same line left Palermo April 25. The Francesco Campa will arrive in port about May 1 to discharge a cargo of fruit, consisting of 26,000 pkgs. of oranges and lemons from Sorrento; 6,600 packages of oranges and lemons from Palermo and 1,600 pkgs. of the same fruit from Catania. The Salacia has sailed from Glasgow for Montreal. The harbor front is a scene of great activity, but things are practically in readiness now for the expected ships.

Ex-mayor Lanorte, of Lanorte, Martin & Co., is seriously ill in Paris. Mr. Lanorte has been in Europe for some time, and his many friends on this side

of the Atlantic will be sorry to hear of his misfortune abroad.

Hugo Rohde, northwest representative of Hudon, Hebert & Co., has returned from a trip through his territory.

B. McNally of the St. Lawrence Sugar Refining Co., was seen recently in connection with the announcement by the government to allow Canadian sugar refiners the privilege of importing two tons of foreign sugar for every ton of sugar made in this country from the beet, would be extended for three years. Mr. McNally stated that the probable effect of the extension of the government's agreement would be a weakening in the prices of Canadian refined cane sugar in the foreign market. He stated further that the Canadian cane sugar refiners did not favor the extension of the agreement of the government with the Canadian beet sugar producers. The former think that either the beet sugar makers should not be accorded the privilege of importing foreign sugar beet in twice the quantity that the domestic beet sugar is produced, or the duty which Canadian cane sugar refiners have to pay on raw sugar imported from the West Indies should be reduced. This duty is now equal to  $\frac{1}{2}$  cent a pound.

The report of the Department of Trade and Commerce, has just been received for the fiscal year ending March 31, 1908. The report is divided into three parts, (1) Canadian Trade; (2) Trade of Foreign Countries; (3) Subsidized Steamship Services. It also contains copies of the various treaties and conventions, that Canada has entered into during the year. In addition to the book, there is a set of diagrams, illustrating Canada's commercial development in a graphic way.

E. J. St. Amand has joined the staff of W. C. Christmas, Montreal, and has made arrangements to handle a line of teas on his own account at the same time. Mr. St. Amand has many friends among the tea trade in Montreal, having been with James Rutherford, one of the best tea men in eastern Canada for eight years. He received a good training with this firm. Mr. Christmas is one of the younger generation of grocery brokers, and he is making good in a decided fashion. He knows well the lines he is pushing, and has some first-class agencies.

Some of out-of-town buyers in Montreal during the past week were:

- P. C. Vincent, St. Celestin, Que.
- G. Dansereau, Grenville, Que.
- G. Daoust, St. Anne de Bellevue, Que.
- G. H. Parent, L'Original, Que.
- L. Cousineau, St. Scholastique, Que.
- J. A. Nadeau, Iberville, Que.
- N. P. Mallette, Chateaugay, Que.
- H. Tourangeau, Varennes, Que.
- A. Rivard, St. Genevieve, Que.
- M. Paquin, Lachute, Que.
- F. Robert, St. Hubert, Que.
- J. Fletcher, Rigaud, Que.

- T. B. Rivest, St. Sulpice, Que.
- J. A. Tremblay, St. Lambert, Que.
- S. Hetu, Lavaltrie, Que.
- G. Labelle, Chambly Canton, Que.
- L. Barbeau, Laprairie, Que.
- G. Beausoliel, Terrebonne, Que.
- J. A. Giard, St. Hyacinthe, Que.
- J. C. Lajeunesse, St. Marguerite, Que.
- P. Forget, Terrebonne, Que.
- J. N. Cabana, St. Hyacinthe, Que.
- O. Lacombe, Cabane Ronde, Que.
- B. Brunelle, Chambly Canton, Que.
- R. Laioie, Trois Rivieres, Que.
- J. Bellefeuille, Trois Rivieres, Que.
- L. Robert, St. Bruno, Que.
- A. Brossard, Laprairie, Que.
- J. N. Perreault, Repentigny, Que.

### ST. JOHN.

April 27.—The first of May will see a number of changes among the wholesale grocers on the south wharf. Thomas Gorman is moving from the premises he has occupied for many years, to the Tuft's building where C. M. Kerrison has been carrying on business. Mr. Kerrison is taking a store now vacant near the end of the wharf. The premises occupied for many years by C. D. Trueman who assigned recently will be occupied by J. Johnston.

Business, both in wholesale and retail circles is reported good and collections are fair. There has been no change in flour quotations this week and other lines remain stationary. The harbor fishing has been interfered with lately owing to the heavy ice running into the harbor from the river but some fairly good catches of gaspereaux are being made. The first salmon of the season was taken on Monday of last week and it sold for a good figure.

A cable from Barbadoes received by Baird & Peters a few days ago announced that the quotations on Barbadoes grocery molasses had advanced two cents a gallon, which is the highest price reached for many years.

The civic elections which were held on Tuesday, April 20, were unusually interesting this year and six new aldermen will sit at the council board after May 1st as a result of the polling. Alderman J. W. Vanwart, the Charlotte Street grocer enters upon his third year at the board. He was not opposed. Alderman Baskin, the west side grocer went down to defeat before J. Fred Relyea, fishery inspector, and A. O. Havelock Wilson, fish dealer in the north end was victorious over Alderman Rowan, a hardware dealer, by a very large majority. F. S. Purdy, grocerman, of Garden Street, Wellington Green, grocer of Winter Street, and R. R. Patchell, the Stanley Street grocer were unsuccessful in their fight for civic honors.

A demonstration of food products was conducted in F. W. Daniel & Co.'s store last week and many people were given a taste of the dainties.

William H. Edgett, of Moncton; Andrew D. McCain, of East Florenceville; Robert E. Mutch, of Charlottetown, (P.E.I.); John W. Vanwart and Henry R. Ross, of St. John; are applying for incorporation as the Eastern Produce Exchange. The capital stock is to be \$55,000. W. E. H.

April passing ered sat districts business now pre immedia though higher. There produce by deal is again potatoe Edward market, been sh arrival, the nev result t a sum pected. are sea and the parsnip Large being Every large c rived l bags. for Mo New

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**HALIFAX.**

April 27.—The volume of business passing at the present time is considered satisfactory. The roads in most districts are improving. As a result business benefits materially. Prices are now pretty steady and there is not any immediate prospect of a change, though possibly flour may go a little higher.

There is considerable activity in the produce markets just now. Stocks held by dealers are running low, and buying is again in order. Heavy shipments of potatoes are being made from Prince Edward Island to the "American" market, seventeen hundred bags having been shipped last week to Boston. On arrival, however, these were met with the new crop from Florida, and as a result the shippers did not net as large a sum for their potatoes as they expected. On the local market cabbage are scarce, turnips are in fair supply, and there is a shortage of carrots and parsnips.

Large quantities of sugar are now being imported from the West Indies. Every steamer arriving here is bringing large cargoes. The Boston which arrived last week landed seven thousand bags. A large amount of the sugar is for Montreal.

New Bermuda onions are now coming

on the market. The stock is only of fair quality, the onions not being as clean skinned as usual.

Fresh made butter continues to come on the market in good supply and it is in fair demand. The price, however, shows little change. There is a large lot of old butter on the market and there is little sale for it locally. Some of the dealers, however, are disposing of their stock to parties in St. Pierre, Miq., but the sales are light. The most of this butter is sold at a loss.

Eggs are a little easier in price. The demand from the upper provinces is falling off and in consequence stocks are piling up in some places. Fresh eggs are quoted at 18 cents here.

The maple sugar harvest is now in full swing and the crop this season will be quite heavy. Large quantities of sugar of excellent quality are now on the market, but the demand is somewhat lighter than usual. The consumer appears to prefer the maple syrup which is put up in the bark taken from the trees, and it finds a ready sale. Some new maple syrup is also on the market, but the supply is not great. Most of the maple sugar comes from Cumberland County which is the largest producer in the province. The price varies from 15 to 18 cents.

fact has come to light through his painting the front of his store a bright red. And now everybody is wondering what will be "Dick's" next surprise for his friends.

**CHATHAM.**

April 28.—Chatham this week is experiencing something like a potato famine, as the result of a temporary "corner" in this product. A week ago Saturday potatoes sold at 75c. a bag on the market. Last Saturday the price went up to \$1.25. During the intervening week, United States buyers were in this vicinity and made extensive purchases. One buyer, R. A. Snider, of Ohio, purchased fully 6,000 bushels of potatoes from farmers in one section of Chatham township, and other buyers seem to have been equally busy. The price paid by the "Americans" was 75c. a bag. After adding 25c. a bag duty, the Ohio man was still able to sell cheaper than competitors across the line; there the price is given as \$1.40 a bag. On Saturday A. S. Maynard, a Harwich market gardener, started in early and made large purchases, practically cleaning up the whole available potato supply. Maynard bought before 10 o'clock, and a police officer attempted to lay an information against him under the city by-law, which prohibits "hucksters, butchers, grocers, runners and wholesale buyers" from buying on the market before 10 o'clock, subject to minor reservations. Magistrate Houston, however, refused to take the information, declaring that Maynard did not come under any of these categories. As a result, Maynard went on buying, and the price soared speedily to \$1, and ultimately to \$1.25.

Grocers, who are face to face with a potato shortage this week, view with some resentment the fact that while they are prohibited from buying before 10 o'clock, outsiders who are not tax payers can come in and purchase to any extent. Although the by-law was framed with the express intention of covering all classes of persons buying with the intention of re-selling, the magistrate steadily refuses to interpret it that way. "We have paid taxes here for years, worked for the town and loyally supported every move toward helping it along," declared one grocer, "and yet outsiders for purposes of speculation can come in and boost the price of market commodities on us, while if we tried to buy we would be hauled up in short order." At the same time, it is doubtful if there is any real shortage of potatoes throughout the country, though the apparent shortage is accentuated by the fact that farmers are busy and cannot spare the time to come to town. Grocers state that they have plenty of potatoes ordered, but that the farmers declare that they cannot spare the time to deliver them until the end of the week.

Fred S. Bounsall, who has for some years past conducted a grocery at the corner of Murray and Adelaide streets, has sold to E. Duffy, formerly proprietor of the Teddy Bear grocery. Mr. Duffy takes possession May 1. Mr. Bounsall is moving to Hamilton, where he will start in the grocery business.

Thos Steel, a Ridgetown merchant and bean and produce dealer, passed

**Some Interesting Ontario Grocery Correspondence**

**Executive of London Grocers' Association to Discuss Ontario Organization—Potato Shortage Being Experienced by Chatham Grocers—Unique Delivery System Used by Brantford Firm—Strawberry Crop Reports From Western Ontario Favorable—Increases in Flour Prices.**

**LONDON.**

April 28.—The executive of the Retail Grocers' Association will hold a meeting next week to consider the question of provincial organization. The members are understood to be unanimously in favor of such an organization, the only difficulty in the way being the matter of financing the proper carrying of it out, as President Ryan pointed out at the last meeting of the association. If grocers of all the cities of importance in the province can be induced to join in such a project there should be no difficulty in carrying it out. Before that can be brought about, however, local organization will be necessary in many cities, and that will take time. The result of the executive's deliberations will be embodied in a report to be presented to the association at its next meeting, on May 11th.

Secretary Hays, of the Retail Grocers' Association, has received a letter from the city authorities for the names of tea peddlers who are known to be doing business without either a license or paying a business tax. The necessary information has been given, and now the council is looked to comply with the association's petition to make the delinquents toe the mark.

The annual excursion is now the chief topic of discussion among members of the Retail Grocers' Association. Detroit is the city most favored, partly because of the cheaper railway rate than to other equally distant cities, but main-

ly because a visit to the city of the straits would enable the "fans" among the grocers—and that means all of them—to see the game played by a couple of crack ball teams of the American League.

Grocery trade is only fair with retailers. There is a good demand for pineapples, which are in earlier than usual. They are of superior quality and cheaper than in many years. The reason of this latter fact is that the Cuban product is coming into the market and promises to be a formidable competitor of the fruit from other countries.

Wholesale trade is a little quiet, but the prospects are excellent. Sugar is firm, with an upward tendency, as are also teas of all descriptions. Coffees are steady. There is no change in any of the staples. New Brazil nuts are coming in and finding a ready market. Raisins and currants are rather steady, the latter being higher.

Local grocers are now paying an advance of 25c. per cwt. for flour, but have increased the price to their customers only 20c., so that there is little profit in handling the commodity. Yet they must keep it.

"Dick" Woods, the Wellington Street grocer, has developed a talent which none of his friends thought him capable of. He has long been known as an expert judge of horseflesh, and a year ago came into prominence as a 100-yards sprinter. Now it appears he is an expert handler of the paint brush, which

The best is not too good for you!



Aylmer Guaranteed  
Pure Preserves

and

Marmalades are the BEST



and

**Marmalades** are the **BEST**

**Quality is unsurpassed**

**Packages are most attractive**

**Ask your wholesaler for his special on these goods**

**Quality Guaranteed**

by

**CANADIAN CANNERS, Limited**

THE CANADIAN GROCER.

away last week, aged 63. Mr. Steel started business life in Blenheim where he conducted a grocery and general store. This he later, on removing to Ridgeway, sold to Mr. Gilroy.

Miss Parsons, demonstrator for the Lipton Company, is conducting a demonstration of teas, coffees and jellies, at Harry Andrew's grocery all this week.

Hogs reached a record price last Thursday, when \$7.40, live weight, was paid. Deliveries on Saturday were large, the price ranging from \$7.30 to \$7.35.

The tariff concessions brought down by Hon. W. S. Fielding in aid of the beet sugar manufacturers meet with general approval in this section, where sugar beets are an important crop, and where the industry in Ontario practically had its beginning. It is anticipated that steps will be taken in the near future with a view to locating a factory in this city, correspondence having been carried on by the board of trade for some time past with Michigan beet sugar men.

A. C. Gillan, who has been behind the counter at Dawson's big store at Inwood has purchased a grocery in St. Thomas, and left last week for that place, accompanied by Mrs. Gillan.

Building operations have been commenced on the cement block addition to Forbes & Simons' grocery at Wallaceburg.

Butchers are experiencing quite a squeeze, from all accounts, between the farmers on the one hand and the meat consumers on the other. Following the closing of the Dominion meat market at Wallaceburg till September, owing to meat scarcity, Jas. Purser has closed his butcher shop for two weeks, for the same reason. In his announcement Mr. Purser tersely states: "It takes money to run any kind of business, and people cannot expect merchants to run their places of business on air. The scarcity of cattle makes the prices very high, and when people ask for credit after the butcher pays spot cash, it's up to the butcher to draw the line." A local butcher anticipates a reaction from the present high prices in the course of a few months.

Francis Gregory, manager of the Leamington canning factory, says: "We have about 300 acres under contract, all we asked for this year. Could take 25 or 30 acres more in tomatoes."

The Imperial Tobacco Co. warehouse at Blenheim has been completed, and barns for curing the tobacco grown will be erected. The outlook is for an exceptionally large crop in this vicinity.

John S. Gesner, a Ridgeway grocer, announces that he intends leaving that town, and is advertising a "slaughter sale."

A record breaking strawberry crop is predicted for this year, growers stating that the plants have come through the winter in fine shape. Last year was an "off season" for strawberries, owing to dry weather.

#### TORONTO.

April 28.—W. F. Fullerton, 934 Dundas St., appreciates the help he gets from The Canadian Grocer. His business is favorably responding to his energy and tact.

Jas. J. Scott, Davenport Rd. and Dupont St., finds that his business has outgrown his present premises, and he is thinking of building larger. He is one of the hustlers.

An Englishman, clerking in a north end store, expressed his surprise that some grocers are not taking The Canadian Grocer. He served his apprenticeship in London where he worked three years and paid 45 pounds to learn the grocery business and got his board. Here he says, a youth usually drives a delivery wagon for two weeks and then he becomes an accomplished clerk, knows all about sports, but takes not even time to read a trade paper.

McDonald Bros. have bought the Rosedale grocery, 1064 Yonge St. They come with a good business training from Teeswater and are likely to make things go.

Wm. Andrew, 2 Sydenham St., is a thorough Scotchman with a thorough Old Country business experience. He, like all well posted grocers, reads The Canadian Grocer in order to keep up with the times. An article will appear in The Grocer in the near future on his experience of old land storekeeping.

Hill & Shiels, Weston, have a nice store and are recognized the leading grocers in that town.

J. L. Casey, who has very successfully conducted a grocery and fruit business at 470 Yonge Street for some time past, has moved to 638 College Street, owing to the continued advance in rents on Yonge Street. Mr. Casey has deemed it advisable to purchase the College Street property, and has opened a bright and attractive store in one of the best residential districts bordering on College Street, and will no doubt build up an excellent trade in a short time.

Bedser & Seaman, grocers, 1148 Bloor St. West, have dissolved partnership. The business is now carried on by A. G. Seaman.

Alfred E. Fairfield, 86 Close Ave., for many years a grocer and wine merchant on Yonge Street, died last week from a paralytic stroke.

Wm. Sunter, a young man favorably known in the Avenue Road district, has bought out the estate of H. Merrick. He will take possession May 1st and is likely to get his share of the business in that hustling part of the city.

Lloyd Bros. have purchased the business of Gervis & Co., 552 Queen St. West, and are getting ready to do a large trade in that busy part of the city. These young active men have had six or seven years experience as clerks, and are sure to succeed.

W. J. Dillon, 622 Queen West, has removed his "sugar bush" from his window where for weeks the process of maple syrup making was demonstrated to the knowledge seeking crowds attracted by it. So complete was this done that even beechnuts were found among the leaves which covered the ground under the sap trees. The clerks work in harmony with the proprietor and all take a lively interest in the store and even point with pride to their new waggon which makes its flying visits from street to street.

J. F. Morrish, for 20 years in the grocery business in Toronto, and for the past eight years at 237 Yonge St., has decided to retire from active work. J. M. Stanley who has been connected with Mr. Morrish for the past 18 years

is taking over the business, which will in future be conducted at 256 Church Street. Mr. Morrish has customers yet whom he called upon 33 years ago before he conducted a business for himself.

The regular monthly meeting of the grocers section of the Retail Merchants' Association of Canada, Toronto Branch was held in their board room, 21 Richmond West, on Monday night, A. B. Griffin, chairman, presiding. At the invitation of the association representatives of the fruit, produce and provision association of Toronto, attended to explain in detail the real meaning of the circular they sent out in reference to weekly collections. Messrs. Thorpe, Despard, Bowes, Quinn, Clemes and others, explained the aims of the association, which they claimed was a move in the right direction to improve trade conditions. The meeting soon developed into a warm discussion. The retail men claimed that they also had demands to make on the wholesale men which should be granted in consideration of the retail men accepting their terms. In a nutshell they intimated that the retailers would pay all their bills promptly each week providing the wholesale men would also promptly cease to supply small consumers, and henceforth do a strictly wholesale trade. This seemed to be fairly satisfactory to all. In the closing remarks it was moved by Andrew Gunn, of Gunn's Ltd., and seconded by H. W. Thorpe, that a vote of thanks be tendered to the officers of the Retail Merchants' Association, for their invitation to meet them and for the kindly manner in which they concurred in the proposed shortening of credits about to be instituted, and suggested that a committee from each association be appointed to adjust any differences which might occur. A few of the retailers again opened the question which resulted in appointing a committee to meet the wholesalers to clear misty or any points of difference that might occur from time to time.

#### GUELPH.

April 28.—Easter is past, and the merchants are now suffering from the re-action; but then, the weather has been anything but favorable to good business. Saturday's trade was only fair no doubt taking its cue from the size of the market, which was far below the preceding Saturday. Prices generally seemed a little lighter. Eggs sold at 18c and 20c, butter at 24c, potatoes were a little easier, more being sold wholesale, the prices ranging from 75c to 90c per bag. Charlie Smye, was in the city last week and by what he says "slack trade is the order of the day."

Benson Bros. were demonstrating teas and jellies last week, and are expecting good results.

The result of the guessing competition at A. J. Goom's store is a good sale of the soap advertised.

J. A. McCrea is displaying a fine line of toilet soap just now.

Geo. William's "Maple Syrup" window had the desired effect—a splendid sale.



**KINGSTON.**

April 28.—The farmers are raising grain owing to the advance in sugar, and the fact that so much rainy weather is preventing the preparation of the land for seeding. Yes, everyone has his own troubles. Grocers know all about it. Jim the grocer got a lot of lemons and oranges from a Canadian firm and had to consign about half of them to the swill barrel. Care is taken by the government to have inspectors examine goods before crossing the ocean to keep the good name of Canada up, but Canada's own children suffer a lot in silence through a few unscrupulous jobbers.

I was a victim recently of one of them having sent 600 dozen of eggs to a Canadian firm and only got the empty cases back.

D. B. Gage has sold his business on the corner of Charles and Montreal Street to Harry Spencer. Mr. Gage is going out west to see what others saw—a great country.

The advance in flour added to high rents is making lean pocket books for the working man. Yet, strange to say, four 5c. theatres are crowded every day and night. Who pays the piper? Ask the grocer and butcher.

Canada has at last wakened up and pure fruit jams are being put up in competition with English firms who for years have ruled the markets on account of the high quality of their goods. Some of the Canadian jams of late years were not fit for swine to eat. And there was no need of it in the past, for Canada grows the best fruits on earth.

Andrew Shaw, of Hull; James, of New Brunswick, N.Y., and Robert, of Montreal, are visiting their friends in Kingston. All got their business education in the grocery business and all now are engaged in the 5 and 10-cent business and doing well. Andrew is proprietor of a 5 and 10-cent business in Hull and getting prosperous. Robert is manager of one of Charleton's 5 and 10-cent stores, corner St. Lawrence and Main, Montreal, and James, who was a commercial traveler for W. G. Craig & Co., is manager for Wallworth Co.'s store, New Brunswick, N.Y.

George Robertson, of the firm of Robertson, Nicolls & Co., has purchased an auto, and no doubt will combine business with pleasure.

Many merchants feel that the Government should put an end to the interference in trade by the Militia Department here running a store inside the barracks gate. It is said they sell at wholesale prices. One grocer stated they sell to anyone at any rate.

**BRANTFORD.**

April 28.—The merchants report that trade has been good and the prospects look bright. There are only about one third as many empty houses in the city that there was six weeks ago. The factories are all busy and the Massey-Harris Co. will build a large addition to their present buildings.

Saturday's market was very large but prices remained stationary with butter

at 25c per lb. and fresh eggs at 18c and 20c dozen. Spring greens were in good demand at 8c per head for lettuce and three bunches of onions for ten cents. Potatoes were \$1 to \$1.25 per bag and apples 50c per basket.

Chas. Nichol who for a number of years conducted a general store at Glanworth, has purchased the business of Mr. Brodderick at the corner of Pearl and Palace Streets, and took possession last week. Mr. Brodderick has been in failing health for some time and finds it necessary to give up business for a time.

John Malholm & Son of St. George are erecting a large warehouse to the rear of the condensing factory. It will be 26x42 feet and sufficiently high to store away considerable condensed and powdered milks. As they have not sufficient water supply for certain hours of the day, it is their intention to build a cement reservoir which will store sufficient for them at all times. The wells continue to flow as much as ever, but when the condensing process is in operation an extra volume of water is required.

Methods of delivering groceries are very different nowadays from those which used to be in vogue. The following method which has been used successfully for over three years by G. S. Winter, Son & Co., grocers of this city, may be of interest to the trade. They do a very large order business as well as the ordinary delivering. This requires that two wagons be on the road continually. At the outset the complete delivery outfit was sold to the driver—wagons, harness, sleigh, etc.—and a yearly contract entered into. The driver was to do the delivering, take the orders, hire extra help, keep the horses and rigs in proper shape and become responsible for the goods from the time of leaving the shop until they reached their destination—in consideration of a certain salary per year. The advantages are that they have no money invested in delivery outfit, no worry about runaways, sick horses and other details under the old way. The success of this method depends upon the man the grocer secures.

**ST. THOMAS.**

April 28.—Large quantities of green stuff were offered on the markets on Saturday and found ready purchasers, who paid from 5c to 10c a head for lettuce and radish and for green onions 5c a bunch. Dairy produce was quite plentiful, butter ranging from 23c to 28c a lb. and eggs 15c to 17c per doz. Potatoes, owing to several cars from the vicinity being shipped to the United States took an advance and sold quickly at from 90c to \$1 per bag. Hogs were \$7.25 per 100 lbs. live weight. The local millers have again advanced the prices of flour, and the bakers are making their loaves weigh one pound instead of 1½ pound as before.

Owing to the amendment made to the Bi-Monthly Pay Act in New York State, notices have been posted in the New York Central yards in Buffalo that they are ready to comply with the law and announce that April 29 will be the first pay day. The amendment provides a penalty of from \$100 to \$10,000 fine for

failure to pay railroad employes twice a month. The St. Thomas merchants pray that the M. C. R., which is a part of the N. Y. C. system, will give their employes here the benefit of the two pay days in a month. When a grocer carries an account for a month it becomes quite large and if the debtor happens to lose his position it makes the loss a serious one, and the change would be appreciated.

**INGERSOLL.**

April 28.—Although the weather has been decidedly unseasonable, seeding having only nicely commenced, merchants report that there has not been a falling off in the volume of business. One grocer to whom your correspondent spoke said that business had been fairly brisk during the month and that the outlook was promising. "Seed time" is usually a busy time both in the town and country. Practically every resident who is so fortunate as to have a garden believes in keeping it under cultivation, not so much for the real value of the products as for the sake of producing his own vegetables and knowing that they are absolutely fresh when required. Grocers as a rule carry a complete line of seeds and they are now experiencing a lively demand for them.

During the past week the price of potatoes has jumped considerably. A scarcity in Western American points is said to be responsible for the unprecedented demand and the resultant increase in price. During the past few days several carloads have been shipped from Ingersoll and surrounding points to Detroit and other points west on the American side. This is certainly reversing the rule here. Heretofore potatoes have not been very abundant at this time of the year and many carloads have been imported. Last season, however, the crop was an excellent one and the acreage apparently much larger than in previous seasons. A few weeks ago potatoes were being offered freely and some of the local grocers declined to buy when the price was cut down to fifty cents per bag. With the keen demand however, from the American side, some of the enterprising merchants got busy at once and began to scour the country, making purchases to meet the demands for carload lots. They have been successful in filling all orders but it is understood that the supply in this neighborhood has not been seriously depleted. The active state of the market however, has had an upward tendency in the price, and your correspondent was informed that the retail price has been advanced to ninety cents a bag. Some doubt, however, is expressed as to whether it will long remain at this figure. It is only a matter of a short time until new potatoes will commence to arrive from southern points. It is difficult to dispose of old potatoes when the new ones are on the market at reasonable prices, and as the old ones are considered fairly plentiful it is believed that the price will once more drop as soon as the seeding is over.

Although the price of wheat has advanced recently until every one has been speculating as to where it would end, there has been no increase in the price of bread here.



# Latest Accurate Trade Review of the Golden West

**Potatoes Getting Scarcer at the Pacific Coast and Price Advances—The Transplanting of Oysters and Lobsters—An Invasion in Some Parts of Manitoba by Rats—Saskatoon Merchant Adds Groceries, Confectionery and Tobacco to His Stock.**

## VANCOUVER.

April 27.—Potatoes in the Vancouver market are occupying just about as much attention relatively as wheat in the general market. There are just about enough to see us through, and those who want them have to pay handsomely to those who have them. The prices are very firm at \$45 and \$50 per ton, and some of the wholesale commission houses are really afraid that the supply will peter out before the next crop comes in. The available supply is reckoned at 400 tons in this city, with a consumption of about 20 tons per day. The season is backward, too, which will delay this season's crop. New potatoes, though have already arrived but they are the advance luxuries. They are small, and retail at six pounds for 25c.

Another early arrival is the first strawberries of the season, the usual pale on the under side variety, the top color showing up bravely through the sand. They job at \$3.50 per crate, and despite the high price are going fairly well.

The Indravelli arrived the first part of last week from New Zealand with 300 tons of onions and some potatoes. The onions were mostly destined for tributary markets. When the steamer left New Zealand potatoes were selling at about \$17 per ton, so if any quantity are brought in in time there is a good margin for profit. The distance, however, will preclude any trade this season. Next year, it is likely that there will be plenty of potatoes, and the business might not amount to much. Last year potatoes were low, so the farmers grew few this year, and following the usual order of things there will be a rush again for this article, with a corresponding low price.

There is a new brand of golden syrup on the market. It is put up by Wm. E. Criddle, of Liverpool, and is something like the Old Country treacle.

The Pacific Coast Condensed Milk Co. has an eight-ounce tin on the market, for the benefit of small families and picnic parties. It is a timely thing, as there have been many complaints to grocers that in small families the usual 20-ounce tin is not all used before it goes bad. This is no fault of the cream, but is owing to the length of time it takes to use it. The new size retails at two for 15c, and the extra cost of canning is made up by the two ounces difference in weight.

Howard Chapman, of Victoria, agent for Fry & Company, is here this week taking orders for goods for the next Christmas trade.

A visitor this week was A. A. Ayer, of Montreal, the large wholesale dealer in butter and cheese. He told The Grocer he was here just to look over the ground, and was well pleased with conditions.

Pat Burns was also in the city for a few days. He repeats his old injunction to raise hogs, and says that his company will take all the hogs it can get.

The C.P.R. is going into the vegetable raising business here and is clearing twenty acres of land a short distance outside of the city. Large greenhouses will be erected where winter vegetables and flowers can be grown for use in the hotels of the company and in the dining cars.

Development is proceeding along the different lines of the fish industry. More lobsters are being brought to the coast for transplanting. These will be placed in a lagoon at Esquimalt, where they cannot escape into deep water, and the officials will thus be able to keep an eye on them and watch progress. Herebefore, lobsters have been placed in deep water, with the result that they scattered, and only one or two specimens were ever seen again.

The West Coast Fishing Company has brought out eight million oysters for transplanting at Esquimalt. They range from one to two years of age. The oyster industry is growing rapidly here, and the demand for Esquimalt oysters comes from all the coast cities. In Seattle, they are the favorite brand, and they are largely sold in Vancouver and New Westminster. They retail at 35c per dozen in the shells. Oysters here do not breed, but they grow rapidly, hence it is found profitable to stock up the beds.

Further development of the northern halibut fisheries is promised by an English company, which will also have canneries on the Skeena river, and invest altogether about two million dollars.

Matters affecting the salmon fisheries were taken up with Prof. Prince, Dominion Fisheries Commissioner, when he was on his way to San Francisco. It was pointed out again to him that it should be impressed upon the "Americans" that they should do their share in the conservation of the salmon, instead of taking advantage of Canada's close seasons. Owing to the season opening earlier in the north, representations were made that fishing begin on June 15th, instead of July 1st, and it is expected by fishermen this will be announced this year.

The business men of Kamloops met the

clerks on the matter of early closing during the summer months on Saturdays and also a half-holiday once a week. There was some opposition at first, but it looks as if the clerks will be successful.

It may be of interest to those who have an eye on Prince Rupert to point out that until the railway is running at least between Prince Rupert and the interior of British Columbia there will not be many openings for new businesses. There should be reason for the operation of the first 100 or 200 miles of the railway from this end, for transportation facilities are badly needed. That, however, will not be for some time. In the meantime, the following enumeration of business places in Prince Rupert is given. It should be noted, though, that these are rather spun out, and in the case of general stores, each department is given separately. The list is: Six groceries and provisions; two meat markets; six clothing and dry goods and boots and shoes; one millinery, five hardware and stoves; two jewellery; one photographer; twenty-five hotels and restaurants; three news stands; one tent and awning factory; two furniture, three shoemakers; one coal; three lumber agencies; two banks; one tailor and three clothes cleaning establishments; three bakeries; one steam laundry; two hand laundries; one wholesale clothing house; one jobbing commission merchant; two fish markets; twelve real estate and insurance; three law firms; three doctors; one dentist; two contracting painters; one machine shop; one blacksmith; five barber shops; one weekly paper; one daily; one job printing plant. The population is placed at between 800 and 1,000.

## WINNIPEG.

April 27.—Winnipeg has declared war upon an army of rats which has invaded the province from the south. They began to come in about one year ago, and it is alleged they were first brought in on freight cars on the Soo line. Of the invasion, we quote the words of Roy Whitman, a grocer in the town of Ridgeville, four miles north of the boundary. "We have had a terrible seige with the rats here for about ten months. We are of the opinion the worst is over in this district, but they have increased in numbers and traveled north at the same time. They breed very fast, from eight to ten young ones at a time. For 20 miles north of the boundary line you will find them in every farmers' stable, granary and even houses. I imported a lot of rat cage traps last fall. One man caught 28 in an upstairs room in his house the first three nights. He has caught over 200 since in two traps and is still catching them. Last year they struck the village and got into the

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elevators, stores, barns, and killed chickens. We are fighting them in every form. I have sold two dozen large traps and hundreds of spring traps, but they are increasing in spite of all. Something must be done and done quickly or Winnipeg will be infested." Mayor Evans is at present communicating with American cities which have successfully fought the pests, in order that the best methods might be adopted to destroy them.

Frank Magor, of Montreal, who has been in the West for several weeks, left the city on April 20, having completed his trip in the interests of Lazenby & Son, London, Eng., the Franco-American Soup Co., of New York, and Southwell & Co., of London, Eng.

David Brown, representing Joseph Tetley, the big tea man, of London, Eng., has opened an agency office in this city for the purpose of arranging the distribution of his goods in western Canada.

F. E. Welden, for 26 years a retail grocer in this city, and who relinquished the business a few months ago, has bought, for speculation purposes, the bankrupt dry goods stock of James Wright, on Main Street.

Considerable complaint is being lodged at the present time among the various retailers here as to the laxity on the part of the express companies to deliver goods which have come in by rail to the retail stores. One grocer says he had 100 pounds of butter, which had come in from a Saskatchewan creamery, lie at the depot for four days before it was delivered. After the exorbitant express charges that are now claimed to be in vogue, the companies, he thought, ought at least to endeavor to give the best possible service in handling the goods.

The retail merchants are looking forward to the opening of navigation, when many lines of English and foreign goods, of which the stocks at present are low, will come in. Naturally they are anxious for early arrivals.

SASKATOON.

April 27.—A new department for groceries, confectionery and tobaccos has been opened in MacBeth's store. It is located in the rear of the store where an attractive display of goods is laid out. The stock of groceries arrived a few days ago from Winnipeg, and have been carefully selected by Mr. MacBeth, who, by means of the department, will fill a long-felt want in the city. In order to accommodate the grocery department the office has been elevated, giving sufficient room for shelving, bins and other equipment. A reserve stock is kept in the basement with which to replenish the shelves at any time. The manager of the new department is A. McMillan, of Winnipeg, who has had experience in this line of business. A show case with a tempting supply of confectionery has also been installed while a toilet soap table has been placed in the dry goods department. Show cases are becoming

more and more in use in Saskatoon and Mr. MacBeth has also one provided for his tobaccos, of which he has a fine assorted stock. This case is appropriately situated in the men's furnishing department, facing the main entrance. In making these additions to his stock the proprietor feels that the growing trade of the community in which he lives demands it.

J. P. Frieson has added a bakery to grocery business.

B. H. Smith of Prince Albert has opened a new bake shop.

Avery Smith of Floral and T. A. S. Campbell of Zelma were both in the city this week on business.

One of the most recent marks of enterprise in central Saskatchewan is the Aberdeen Milling Co's mill at Aberdeen. It has just been opened and is now turning out flour. The mill has a capacity of 125 barrels a day. In connection with the mill is an elevator of 35,000 bushels capacity.

A. W. Cooper, the Broadway merchant, has made an assignment of his goods and possessions. He appeared in the local police court last week charged with forgery. At that time he was granted bail on \$500 for one week but failed to put in an appearance. A new warrant has been issued for his arrest. The story of Cooper's short career here is one which is seldom heard of in the history of a grocery store. Coming to the city a few months ago he purchased the general business of B. A. Archibald & Co., which was for sale. He tendered a cheque for the full amount some \$14,800. At the bank the cheque could not be cashed. Explanations were asked for whereupon Cooper showed a letter from Martin & Co., London, Eng., to the effect that \$28,000 was in their hands to his credit and that this was being sent out to him. It is thought this letter was a forgery as a pad of paper considered to be similar to that on which it was written was found in his possession. In the meantime goods kept coming in on the strength of the credentials furnished by Cooper. At length suspicions being aroused, the creditors closed in and he is supposed to have quietly left the city. He was quickly traced up by the police and allowed out on bail but he again could not be found. A meeting of the creditors has been held and a settlement arrived at.

MANITOBA MARKETS

(Corrected by Telegraph.)

Winnipeg, April 29.—It is usually the case after a brisk holiday trade such as the retailers experienced here last Easter, that a reaction sets in for a time when the trade is dull. Last week, however, was one that all merchants were well satisfied with. No cuts have as yet been made to get rid of superfluous stock, which not only indicates that the stock of Easter goods moved off well at the time, but that goods have been moving freely ever since.

The cold wave which came very suddenly on April 21, seriously impeded the business for the latter part of the week. But it is fine again, and as the public are used to sudden changes of weather in this quarter and at this season of the year, it does not take long for fine days to put trade right.

For about two weeks past the farmers have been coming in freely from different sections of the country. The city will have to get along without them now, however, until the seeding is completed. It is expected that eggs and butter of the dairy quality will not reduce much in price until the farmer is free again, when they will take on their summer price.

Fresh fruits and vegetables are more reasonable than they were at this time last year which is attributed to the fact that there are more merchants in the trade, and being keen for business are bringing in the odds and ends that contribute to the general output of the trade.

SUGAR—The market is very quiet this week. Wholesalers are endeavoring to land orders for preserving sugar for the summer trade.

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

SYRUP AND MOLASSES—There has been quite a heavy output for a week or more in syrup. We quote an advance in price over last week. The market in molasses is strong. A new brand was introduced recently called "Gingerbread."

Syrup "Crown Brand," 2-lb tins, per 2 doz, case	2 32
"    "    5-lb tins, per 1 "	2 75
"    "    10-lb tins, per 1 "	2 39
"    "    20-lb tins, per 1 "	2 70
"    "    1 barrel, per lb.	0 03 1/2
"    "    Sugar syrup, per lb.	0 04
Beaver Brand, 2 lb tins, per 2 doz case	3 75
"    "    10 "	3 45
"    "    20 "	3 35
Barbadoes molasses in 4-bbls, per lb	0 04 1/2
New Orleans molasses in 4-bbls, per lb	0 03 1/2
Porto Rico molasses in 4-bbls, per lb	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
"    "    1/2 gal. bats., each	0 25
"    "    3/4 "	0 25
Gingerbread molasses in 2-lb tins, per doz.	1 10
"    "    3-lb tins, per doz.	1 45

MAPLE PRODUCTS—The first arrivals from the east are all used, and wholesalers are anxiously awaiting fresh supplies. The cold weather, it is expected, has caused the delay. The following prices will prevail.

Sugar, 25 lb. boxes, 1/2 and 1/3	3 00
Syrup, gallons 1/2 doz. to case, per case	6 40
"    "    1 doz. to case, "	6 65
"    "    2 doz. to case, "	6 00

FOREIGN DRIED FRUITS — Since the large Easter output the stocks are low in these lines. Withdrawals are reported in peaches, currants and apricots. The market generally is quite firm and particularly in those above mentioned. We quote last week's advanced prices. In some cases prunes have been run off at reduced prices owing to the fact that packers were anxious to get rid of their stocks before the warm weather set in. We cannot quote a reduction however.







# Canadian General Markets and Market Notes

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

## QUEBEC MARKETS

### POINTERS—

Sugar—Strong Undertone.  
Maple Products—Season Closing.  
Tea—Stocks Light.  
Coffee—Steady Market.

Montreal, April 29, 1909.

The week has been rather on the quiet side. This is generally the case at this time of the year. Business in the country is more or less tied up on account of the bad condition of the roads and the fact that buyers are waiting in many cases for inland navigation to open, on account of the special advantages in freight rates that they receive therefrom. In addition to this the whole country is waiting for the opening of the port of Montreal. Whether this makes as much difference to the business situation as is thought, is a question, but in any case it is looked forward to, to give a great impetus to trade in general.

The sugar market has developed a strong undertone, although no changes have actually taken place in quotations. The maple sugar market has not changed, although some very fancy prices have been paid in a few isolated cases, for exceptionally fine goods. These transactions have been limited, to a few special requirements.

Teas are very scarce in all varieties, the market being bare of Japans and some lines of blacks.

Other lines are practically the same as last week. There is a marked improvement in collections reported this week.

**SUGAR**—The continued unfavorable weather in Cuba has imparted a strong tone to the market. The rains have hampered work greatly, many factories have closed and will resume only when the weather becomes favorable again. Locally business has been fairly good but buyers are holding to the hand to mouth style of buying largely. There have been no changes in quotations.

Granulated, bbls	4 70
"    "    "    "    "    "	4 85
"    "    "    "    "    "	4 85
"    "    "    "    "    "	4 75
"    "    "    "    "    "	4 40
"    "    "    "    "    "	4 40
"    "    "    "    "    "	5 55
"    "    "    "    "    "	5 65
"    "    "    "    "    "	5 85
"    "    "    "    "    "	0 35
"    "    "    "    "    "	5 25
"    "    "    "    "    "	5 95
"    "    "    "    "    "	6 05
"    "    "    "    "    "	6 25
"    "    "    "    "    "	5 40
"    "    "    "    "    "	5 10
"    "    "    "    "    "	5 30
"    "    "    "    "    "	5 50
"    "    "    "    "    "	4 90
"    "    "    "    "    "	5 10
"    "    "    "    "    "	4 65
"    "    "    "    "    "	4 60
"    "    "    "    "    "	4 50
"    "    "    "    "    "	4 40
"    "    "    "    "    "	4 30
"    "    "    "    "    "	4 25

**SYRUPS AND MOLASSES**—The demand for Barbadoes molasses is not as brisk as when the stock arrived on the bare market. Although the quantity which has come in is small, it has been large enough for the requirements. Corn syrups continue to go into consumption fairly freely, especially the

smaller tinned lines. Prices have not shown any changes during the week.

Barbadoes, in puncheons, choice and fancy	0 35	0 42
"    "    "    "    "    "	0 41	0 44
"    "    "    "    "    "	0 42	0 45
"    "    "    "    "    "	0 22	0 35
"    "    "    "    "    "	0 40	0 40
"    "    "    "    "    "	0 03	0 03
"    "    "    "    "    "	0 03	0 03
"    "    "    "    "    "	1 70	1 25
"    "    "    "    "    "	1 25	1 25
"    "    "    "    "    "	2 40	2 40
"    "    "    "    "    "	2 75	2 75
"    "    "    "    "    "	2 65	2 65
"    "    "    "    "    "	2 60	2 60

**MAPLE PRODUCTS**—The maple sugar season is over and although the season has been a short one, the yield has been fairly gratifying. In discussing the situation with a resident of the Eastern Townships, he stated that the quality of the sugar made this year had been high. Demand has become regular and of fairly good size. There is noticeable an increasing preference for maple syrup rather than sugar each year. Prices have not altered during the week.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 07	0 04
Pure syrup, 8 lb tin	0 60	0 60
"    "    "    "    "    "	0 70	0 75

**TEA**—Picking for the new crop has commenced in Japan but this only applies to some choice grades which are picked before the leaves fully mature. It is rather early to form an opinion with regard to the future of the crop. The export stock will not be on the market for some time yet. The stock that is being picked now is for home trade and does not affect the export market. Locally, the market is bare of supplies. Practically all lines of blacks are also in small compass and some are exhausted. Fortunately trade is anything but good, so the two conditions co-incide. Reports from London state that trade in the month of March was decidedly dull and much under the volume done in the corresponding month of last year.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 31	0 35
"    "    "    "    "    "	0 25	0 28
"    "    "    "    "    "	0 22	0 25
"    "    "    "    "    "	0 20	0 22
"    "    "    "    "    "	0 21	0 40
"    "    "    "    "    "	0 20	0 22
"    "    "    "    "    "	0 19	0 20
"    "    "    "    "    "	0 20	0 25
"    "    "    "    "    "	0 20	0 22
"    "    "    "    "    "	0 19	0 22
"    "    "    "    "    "	0 14	0 18
"    "    "    "    "    "	0 20	0 30
"    "    "    "    "    "	0 30	0 50

**COFFEE**—The demand for coffee has been remarkably steady for a long time but during the week seemed to have received some special impetus, as the jobbers and wholesale men report an exceptionally brisk business. The undertone of the market is strong. No quotable changes in prices have occurred.

Mocha	0 18	0 25
Eto, No. 7	0 09	0 11
Santos	0 12	0 15

**DRIED FRUITS**—Raisins generally are quiet. Fancy seeded in 1-lb. boxes on the spot are easy. Loose raisins are steady. There is a fair call for imported Sultanas. Valencia layers are held with some confidence, and there is a fairly good demand. There is noted

a firmer feeling in currants on the spot. Cleaned and bulk currants are moving well. Figs and dates are in fair demand. Apricots, peaches and pears are being sold briskly. Other lines are moving in a normal way.

Figs—		
"    "    "    "    "    "	0 03	0 05
"    "    "    "    "    "	0 03	0 05
"    "    "    "    "    "	0 08	0 14
Dates—		
"    "    "    "    "    "	0 05	0 05
"    "    "    "    "    "	0 05	0 05
Malaga Raisins—		
"    "    "    "    "    "	2 25	2 25
"    "    "    "    "    "	2 50	2 50
"    "    "    "    "    "	0 75	0 75
"    "    "    "    "    "	1 30	1 30
"    "    "    "    "    "	4 75	4 75
"    "    "    "    "    "	5 75	5 75
"    "    "    "    "    "	1 60	1 60
"    "    "    "    "    "	0 07	0 08
California Raisins—		
"    "    "    "    "    "	0 19	0 10
"    "    "    "    "    "	0 18	0 10
"    "    "    "    "    "	0 08	0 09
"    "    "    "    "    "	0 09	0 10
California Evaporated Fruits—		
"    "    "    "    "    "	0 12	0 14
"    "    "    "    "    "	0 11	0 14
"    "    "    "    "    "	0 13	0 13
Prunes—		
"    "    "    "    "    "	0 10	0 12
"    "    "    "    "    "	0 09	0 10
"    "    "    "    "    "	0 08	0 10
"    "    "    "    "    "	0 03	0 08
"    "    "    "    "    "	0 07	0 07
"    "    "    "    "    "	0 08	0 07
"    "    "    "    "    "	0 08	0 08
"    "    "    "    "    "	0 08	0 08

**SPICES**—There is a fair all around demand for spices, with nothing of special interest to note. Prices are unchanged.

Peppers, black	Per lb.	0 20
"    "    "    "    "    "	0 20	0 27
"    "    "    "    "    "	0 15	0 20
"    "    "    "    "    "	0 17	0 20
"    "    "    "    "    "	0 18	0 30
"    "    "    "    "    "	0 20	0 25
"    "    "    "    "    "	0 23	0 32
"    "    "    "    "    "	0 15	0 18
"    "    "    "    "    "	0 30	0 60
"    "    "    "    "    "	0 15	0 19
"    "    "    "    "    "	0 14	0 16

**RICE AND TAPIOCA**—There is an improved demand for rice, but there remains much room yet for improvement. Tapioca is selling fairly well with no changes in prices.

Rice, grade B, bags 250 pounds	2 95
"    "    "    "    "    "	2 95
"    "    "    "    "    "	3 5
"    "    "    "    "    "	3 03
"    "    "    "    "    "	3 15
"    "    "    "    "    "	2 85
"    "    "    "    "    "	2 85
"    "    "    "    "    "	2 95
"    "    "    "    "    "	2 95
"    "    "    "    "    "	3 05
"    "    "    "    "    "	0 04

**BEANS AND PEAS**—There has been no change in the market for beans or peas during the week and prices remain steady at last week's level.

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

**EVAPORATED APPLES**—There is very little interest manifested in this line just now and stocks are in many cases completely exhausted.

Evaporated apples, new	0 08	0 08
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## CANNED GOODS

**MONTREAL**—There is an exceptionally good demand for canned vegetables but canned fruits are going slowly. Fish has of late shown some improvement to the preceding two or three weeks. Canned salmon is being inquired for freely. Canned meats are increasing steadily in demand, owing to approach of



summer. There is a good steady demand for pork and beans.

TORONTO.—For many lines of canned goods the demand is good. In the fruit line gallon apples have been moving quite rapidly. Pumpkin is also a fair seller in view of the comparative cheapness of the attributes which go to make up pumpkin pie. Tomatoes are also going into consumption readily as well as corn and peas, considering the quantity of the latter.

Meats are also gaining in favor with the approach of the warmer weather.

ONTARIO MARKETS

POINTERS—

- Starch—Advance of 1/4c.
- Corn Syrup—10c per case advance.
- Sugar—Easier.
- Dried Peaches—Splendid sales.
- Evaporated Apples—Better trade.

Toronto, April 29, 1909.

While the announcement is made by some of the wholesale grocers this week that trade is improving others still claim that a quietness for this time of year still prevails. The rather chilly spring weather may have had something to do with business along some lines and also the fact that the farmers of Southern and Western Ontario are busily engaged with their seeding causes their trade with their country towns to be somewhat slack. Collections, however, are on the upward move and this is a good sign.

The advances in the prices of starch and corn syrups are the features of the week. This change came into effect on Monday. Corn syrup, on account of the advance in corn, has gone up 10c per case and some lines of starch half a cent per lb.

Sugar since last week was firmer but has since eased off a little. New York refiners advanced their prices 10c per cwt. but continued to sell at their old figure.

Dried fruits, and particularly peaches, are in good demand. The advance in currant prices in the primary market may eventually raise prices here but up to the present no changes have occurred.

SUGAR—The market in sugar has been fairly firm during the week. Since the last report it has developed considerable strength. Large quantities of raw sugar for April and May shipment have been taken on by the refiners and in New York May shipments from Cuba have sold as high as 2 1/2c cost and freight and the recent total sales on this basis amounts to some 4,000 bags.

The advance was primarily attributed to heavy rains, causing considerable doubt as to the final outcome of the present crop as well as injuring the young canes. From latest reports however, the weather in Cuba has improved but still remains unsettled.

On the 23rd inst. New York refiners advanced their prices 10c per cwt. to the basis of \$4.95 for standard granulated, but they continued taking orders

on the old basis. At the time of going to press the tone of the market is, if anything, slightly easier, owing to freer offerings of raws than was anticipated.

In Canada there is no change to record and the market is without special indications for the immediate future. The demand here shows some improvement, which is a hopeful sign for consumption in recent weeks, was down rather low on the hand-to-mouth basis.

"Crystal Diamonds," barre's.....	5 95
" " half barrels.....	6 05
" " boxes, 100 lbs.....	6 15
" " " 50 lbs.....	6 25
" " " 25 lbs.....	6 45
" " 5-lb. cartons, boxes 100 lbs.....	8 10
St. Lawrence Crystal Diamond Dominoes, 5 lb. ctas	8 40
Paris jumps, in 10-lb. bags.....	8 55
" " in 100-lb. ".....	8 95
Red Seal " in 25-lb. boxes.....	7 10
St. Lawrence granulated, barrels.....	4 80
Beaver granulated, bags only.....	4 50
Redpath extra granulated.....	4 80
Imperial granulated.....	4 50
Aocdia granulated, (bags and barrels).....	4 75
Wallaceburg.....	4 50
St. Lawrence Golden bbls.....	4 35
Bright cones.....	4 70
No. 2 yellow.....	4 50
No. 1 ".....	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	4 40

SYRUP AND MOLASSES—A general advance in corn syrups is the feature of this market. This took effect on Monday and was due to the advance in corn prices in the United States. The extent of the raise was 10c per case, 1/8c per barrel, half-barrels and kegs, and 5c per pail. Starch has also advanced in several lines, including Canada Laundry, Silver Gloss kegs, barrel and kegs, No. 1 white, Canada white gloss and Canada Corn to the extent of 1/2c per pound. Molasses are firm, but not changed in price.

Syrups—	
Medium.....	30 0 35
Bright.....	40 0 45
Per case.....	
3 lb. tins, 2 doz in case.....	2 50
10 " " " " ".....	2 85
10 " " " " ".....	2 75
20 " " " " ".....	2 70
Barrels.....	0 03 1/2
H. if Barrels.....	0 03 1/2
Quarter.....	0 03 1/2
Falls, 35 lb. each.....	1 80
" 35 ".....	1 30
Maple syrup—	
Gallons, 6 to case.....	4 50
" 12 ".....	4 80
Quarts, 24 ".....	4 80
Pints, 24 ".....	3 50
Molasses—	
New Orleans, medium.....	0 31 0 33
" " bbls.....	0 29 0 31
Barbadoes, extra fancy.....	0 45
Porto Rico.....	0 45 0 53
West Indian.....	0 31 0 30

TEA AND COFFEE—Brokers state that tea is moving rather slowly and nothing of interest is observed in the market. It is stated that the tea trade in the United States will urge a duty on tea, which, if it goes through, would effectually exclude competition from Canada. From this country in 1908 over 2,000,000 lbs. were exported, and the chief market for this is the United States. The coffee market is steady, with a good demand from northern Ontario.

DRIED FRUITS—Regarding dried peaches one wholesaler states that there were more sold this year than during any of the past four. The reason likely is that the prices are comparatively low. Prunes are in good demand and rather short in some lines, while apricots have also received a good call. Dried apples are handled, but little by the wholesalers, the demand for them being

of an export character. Currants are firm in the primary markets and eventually prices should advance here. Valencia raisins are moving fairly.

NUTS—This is a quiet season of the year in the nut market and wholesalers report a quiet trade. Prices remain the same as last year.

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

RICE AND TAPIOCA—This market shows nothing new from the past week. A few days ago a carload of tapioca arrived, but the prices to the retailer remain the same. The market is if anything, quiet.

Rice, stand. R.....	Per lb.
Standard B. from mills, 50 lbs. or over, f.o.b., Montreal.....	0 03 1/2
Bangkok.....	2 95
Peking.....	0 02 1/2 0 03 1/2
Japan.....	0 35 0 03 1/2
Java.....	0 05 1/2 0 06 1/2
Sago.....	0 05 0 06
Best tapioca.....	0 05
Tapioca, medium pearl.....	0 05 1/2

SPICES—The spice market is one of those which fluctuates very little during the year. At the present time the demand is only fair.

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

BEANS—"Looks like a famine in beans," remarked one of the wholesalers when this market was mentioned. They are certainly hard to get. United States buyers have been in Canada doing some buying, but whether they are getting what they desire is not known.

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

EVAPORATED APPLES—This market is quiet, but better than usual. Export demand for evaporated apples from Germany did not amount to very much this year and the general business was poor. The price remains at 7 1/2c.

ANSWERS TO INQUIRIES.

"In your issue of 23rd you say the Eby-Blain Co. have given Thos. Kinnear notice of their determination to quit membership in the Grocery Exchange, formerly called the Grocery Guild. Now please say how soon after this notice is given, can they start to sell sugars on open prices and dispense with the equalized rate book?"

WM. WALKER.

In answer to this query Eby-Blain say: Membership in the Guild has no bearing whatever upon prices or terms at which manufacturers' goods are sold by the wholesale trade. If it is necessary to give any further reasons they will be purely personal.



## "Cottage" Window Wins in Display Competition

**W. J. Graham, College Street, Captures First Prize With a Handsomely Dressed Window of Brushes, Brooms, Etc.—Splendid Display by J. Blood, of Yonge Street—David Bell Third—Some Others in the Contest.**

That window dressing is becoming more and more a prominent feature in the business of the retail merchant is evidenced by the fact that some forty grocers and hardware dealers in Toronto alone were competitors in a competition instituted and carried out by the manufacturers and dealers in Boeckh's brushes, brooms, etc. The provisions of the contest were that the displays be kept in the windows from April 14th to 28th.

The winners in the grocers' contest were:

1st—W. J. Graham, 842 College St.  
2nd—J. Blood, 419 Yonge St.  
3rd—D. Bell, 702 Yonge St.

The prizes consisted of \$25, \$15 and \$10 and these have been awarded to the winners of the competition. The judges were the editors of Hardware and Metal and The Canadian Grocer and in giving their decisions they took into consideration the selling power, attractiveness

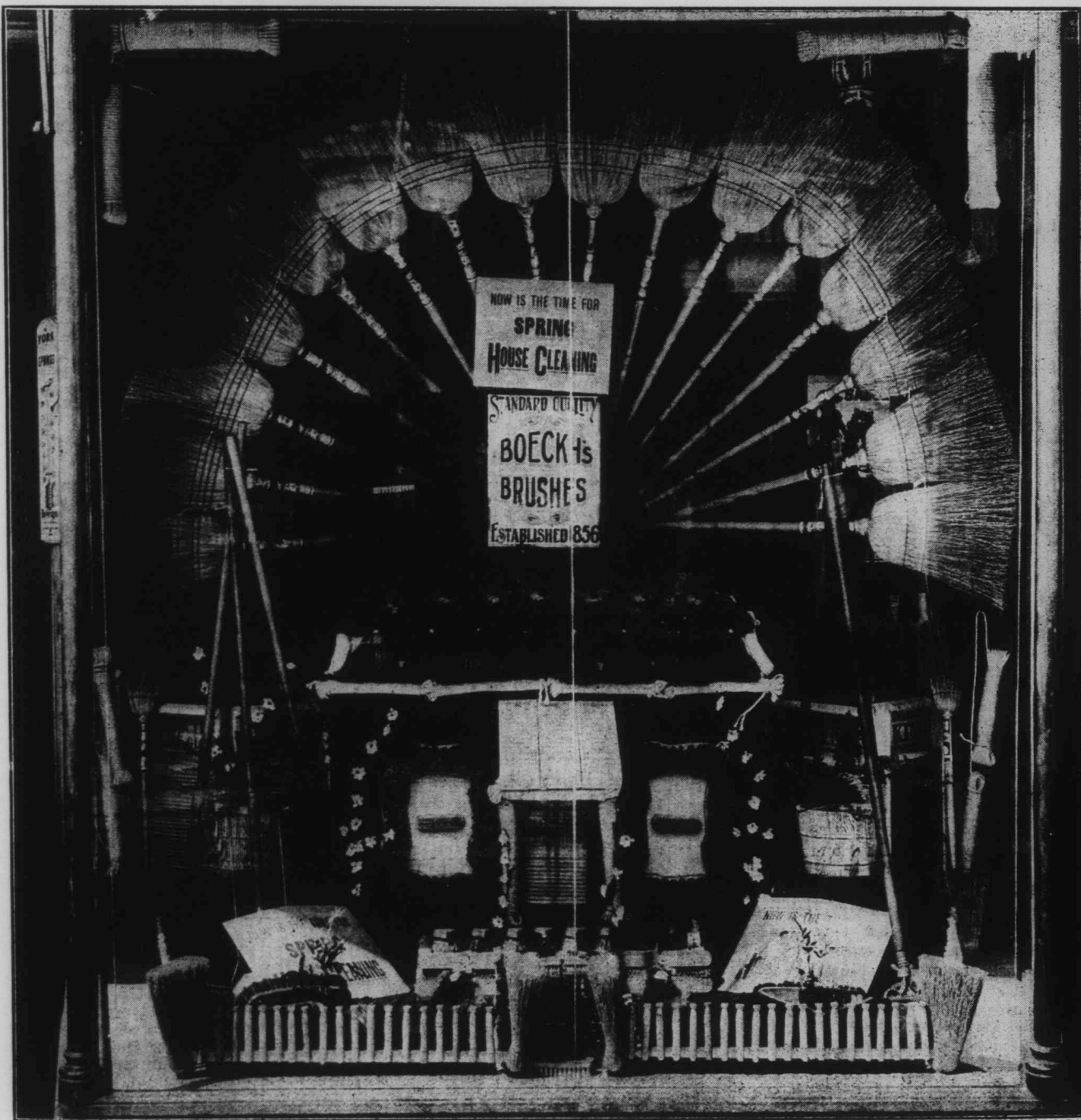
and originality of the displays in the order mentioned.

From the reproductions of the winning windows it will be seen that the first prize was deservedly won by W. J. Graham, of College Street. For its selling qualities, attractiveness and originality, in the estimation of the judges, it was almost perfect.

### Cottage and Garden.

The feature of the display is of course the cottage with its whisk roof, eaves of clothes line, washing-brush window frames, wash-board door, rope porch-posts, and roof of clothes-pin boxes. All suggest to the observer the spring-time when housecleaning is in vogue, and the whole is pleasing to the eye.

The display, however, does not end with the neatly erected cottage beneath the fan-like foliage of brooms. It is car-



First Prize Window Dressed by W. J. Graham, College Street.

## THE CANADIAN GROCER.

ried into the garden and to the roadway. The arrangement of the clothespins as pickets on the fence is novel and immediately attracts the eye. Corner and gate posts are represented by whisks and the walk from the gate to

Some of them also wanted selling power, which of all qualifications is the one more earnestly sought after.

Among those deserving of mention were R. Higgins & Son, G. J. Melhuish, Blanche Goodchild (showing the neatness

ative Bill was defeated, after it had been unfairly railroaded through the House of Commons, there are still a few who defend co-operative storekeeping. J. H. Stephens, of Rossland, B. C., can point to two stores which he claims are successful according to his letter in the Canadian Grocer recently. The one is managed by himself and the other by an "up-to-the-minute grocer," and both have been in operation for over a year. The time, however, is too short to be taken as a fair test. I will however not quarrel with him about the profits they have paid to the shareholders. I will leave that to the merchants to figure out.

Mr. Stephens wishes to know why co-operative stores cannot be successful in Canada, after he has given us figures to show to what extent they have grown in England. One particular reason is, that the conditions are vastly different here from what they are across the ocean. Here a population not many more than in London alone, is spread over an enormously large country, and new settlements are made where small stores are needed and where it would be impossible to provide co-operative stores. These small stores have followed up the new settlers all over our vast country and were a blessing to the people wherever they went. The storekeepers were absolutely necessary to assist the farmers in bringing our new land under cultivation, and deserve as much credit for facing the hardships as the farmers, miners, or any other class of people. Many of these storekeepers supplied the new settlers with goods when they had no money, and waited till they had produced some grain with which to pay for them. After they had done this and established themselves a home, and the settlers had made some money then some irresponsible schemer comes along, who has no money of his



J. Blood's Window which Captured Second Prize In Competition.

door of the porch is composed of the backs of scrubbing brushes. The porch foundation is also of brushes as well as the floor.

Flower gardens are introduced on either side of the walk by means of inverted brushes or brushes tilted on the sides. Even a brush is used for the chimney top.

Mops, brooms, pails—the latter being used as flower-pots—are also worked into the display appropriately.

### An Original Display.

The window of J. Blood is a splendid one so far as originality is concerned and it should also be a good seller. The background is a map of Canada, the work of the "geographical" hand of Mr. Blood's driver. The words "Boeckh's Brooms sweep Canada from Ocean to Ocean" are inscribed across it showing the value of the map. On the left hand side of the cut will be observed the inscription "Pin your faith to Boeckh's Brooms and Brushes" with the one B serving for the three words. The third original feature is the woman standing before the wash-tub wearing the smile "that won't come off."

### The Third Prize.

Attractiveness is a strong point in David Bell's window. The brooms, brushes, washboards, pails, tubs, whisks, clothes-lines, etc., are all neatly arranged and the window should induce a number of passers by to do some purchasing. Symmetry is also a strong point in its favor and while it might be a little more original, the other qualities under which it was judged, and especially the attractiveness, stand out in prominence.

Many of the other windows in the competition were attractive but seemed to lack the originality displayed in the winners of the first and second prizes.

of a lady's touch), Charles Harlock, Geo. Rogers, R. H. White, Wm. Greaves, H. Tolchard, R. K. Dowsley, J. F. Holloway, Lewis Bros., W. Cole, and the Grand Valley Produce Co.

The competition was arranged and successfully carried through by C. M. Farringer.



Attractive Brush and Broom Display In David Bell's Window which won Third Prize.

## CO-OPERATIVE STORES.

### A Reply to Rossland Writer Who Tells of Success of Two of Them.

Editor Canadian Grocer,—After arguments sufficiently strong were presented to the Senate on which the Co-oper-

own, takes no risk whatever, and asks these settlers, who have been accommodated by the regular and responsible storekeeper to give him their money to put the old storekeeper out of business.

If for no other reason than this, they should never be allowed to exist in this happy country of ours. The prin





It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.

All grocers should carry a full stock of Royal Baking Powder.

It gives the greatest satisfaction to customers and pays the grocer a greater profit, pound for pound, than any other baking powder he sells

## THE CANADIAN GROCER.

ciple is wrong and I hope as long as The Canadian Grocer retains its name it will knock this infringement on the best interests of our people.

But let us look at it from an economical standpoint. It is an undisputed fact that the cheapest and only possible system for distributing the products of the world over our large country is through the wholesale and retail stores. No other system could succeed and as one is dependent on the other, they must of necessity protect each other. Would it be fair, is it fair now, for wholesale houses to supply regular stores and also co-operative stores at the same time? Any one has a right to start a store wherever he likes, but when one goes into a place and either by honest or dishonest representation induces people to take stock in his store and in that way rob the other stores of their customers, and tie them up so that he can hold them even against their wishes, then he takes unfair means to defeat his competitor and the wholesale houses who have been benefiting through the retailers should be in duty bound to protect them.

It is also a well known fact that storekeepers as a rule are not getting too well paid for their work and risk, and will any sane man for a moment believe that hired managers will conduct a business more economically than owners themselves? It has never been the case and never will. From where then can the profit come for the shareholders?  
M. MOYER.

### A SALESMAN'S AUTO.

How a Montreal City Traveler Moves Among His Firm's Clientele.

Charlie Wilkinson, who covers the city trade for Mathewson's Sons, Montreal, startled wholesale grocery salesmen last week by appearing on his rounds in an automobile. The boys are still wondering how it happened. This is the 75th anniversary of the founding of the firm now known as Mathewson's Sons, the wholesale grocers, and this may account for the appearance of the auto at

this moment. The accompanying photograph shows the machine and three recent occupants of it. Charlie Wilkinson is at the wheel, while S. J. Mathewson, one of the partners, sits at his left, looking quite unconcerned. His son, Fred, is seated in the back, supervising the photographer.

The machine is the most recent Reo make, and a first-class automobile in every respect. Through it Mr. Wilkinson is enabled to cover his ground more frequently, and also more thoroughly. Mathewson's Sons is the first wholesale grocery firm in Montreal to supply a local traveler with an auto, but it is likely that the example thus set will be followed by other houses in the near



"A Salesman's Auto."

future. The progressiveness of the firm in making use of the automobile to boost business has been favorably commented upon throughout the city.

### IMMENSE AUSTRALIAN FARM.

More Than Nine Million Acres Purchased by Bovril Australian Estates.

The newly formed company "Bovril Australian Estates" have acquired pastoral lands to the extent of 9,261,400 acres in the northern territory of South

Australia and the Kimberley district of western Australia, together with about 100,000 head of cattle. Even in this country of immense areas these estates may be considered large for two would more than equal the whole of New Brunswick and they would almost equal the whole of Nova Scotia. If the larger provinces of the Dominion were divided into estates of the size of the Bovril Australian Estate the result would be that:

Manitoba would make five.

Alberta would make sixteen.

Saskatchewan would make seventeen.

Ontario would make eighteen.

Quebec would make twenty-four.

British Columbia would make twenty-five.

The object of the company is to work with Bovril Limited and the Argentine Estates of Bovril Limited which recently acquired under a similar arrangement 438,076 acres and thus to place the Bovril Company in an absolutely secure position so far as their supplies of beef are concerned.

Lord Brassey is the chairman of the new company and Mr. Sydney Kidman, known in Australia as the Cattle King, is one of the directors.

The new company starts with a capital of \$1,241,850.

### TRADE NOTES.

J. J. Kirby, grocer, flour and feed merchant, Elora, Ont., has sold to J. L. Williamson.

Thos. Cook, manufacturer of soda water, Port Perry, Ont., has advertised his business for sale.

Gardner & Co., grocers, Keewatin, Ont., have sold to Walter Learoyd, their manager for four years.

J. C. Mossington, who purchased the Buchner grocery stock, Orillia, has reopened at the old premises.

Gardner & Co., general merchants, Kenora, Ont., have sold their grocery and crockery stock to Mrs. F. Le Royd.

N. H. McConnell, grocer, Welland, has sold his business to Many & Saskin who will carry on the business in the same stand.



# HOLBROOK'S

# Worcestershire SAUCE

HOLBROOKS LIMITED

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

MADE AND BOTTLED  
IN ENGLAND.



# Are Your Goods Placed in the West?

We have unequalled facilities for distributing the goods of manufacturers and shippers throughout Western Canada. With large track warehouses in WINNIPEG, CALGARY and EDMONTON we are in close touch with all the leading dealers.

**Manufacturers in Eastern Canada, Great Britain and Elsewhere will find this Market a Profitable one and it is Growing All the Time**

Are you getting your share of the business?  
You will do so if you permit us to represent you in the West.

*Correspondence Solicited*

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG

CALGARY

EDMONTON

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

## Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS  
TONKA BEANS  
GUM TRAGACANTH  
GUM ARABIC

Winnipeg Representative,

**W. H. Escott**

Wholesale Grocery Broker

141 Bannatyne Ave., East

## R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and Wholesale Brokers**

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

*Reference—Bank of Ottawa, Winnipeg*

**COUNTER  
CHECK  
BOOKS**  
"Get The Best"

**LOBLAW CREDIT SYSTEM**

The CARTER-CRUME COMPANY, Ltd  
TORONTO, CANADA



**WE KNOW HOW—**

It took time, but we have it now.

**“EASIFIRST”  
LARD COMPOUND**

has no duplicate in quality. A broad statement, but you can prove it with a trial lot.

No waste, taste or smell.

The price is better than you think.

Made under government inspection.

“EASIFIRST” is *Easy First*; Don't bother with “also rans.”

**GUNNS, LIMITED  
WEST TORONTO, ONTARIO**

**Our Selling Argument**

**Highest Quality  
Attractive Profits**



**Reindeer  
Condensed Milk**

Our present selling proposition will interest you.

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

**LARD**

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

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

**F. W. Fearman Co.**  
LIMITED  
HAMILTON, CANADA.

**Your Provision Business**

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

**Ryan Brand  
Pork Products**

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

GET OUR PRICES NOW!

**The Wm. Ryan Co.**  
LIMITED

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Toronto

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# Produce and Provision Situation of the World

**Meagre Supply of Hogs Still Disadvantage to the Packers—  
Cured Meats Advance—Irish Butter on the English Market—  
Probable Advance in White Cheese.**

While the situation of the provision business, from the packers' viewpoint, is very discouraging, it should be eminently satisfactory to the farmers of Ontario. It is, however, somewhat amusing to see articles in different papers from farmers asking assistance from the Government to protect the hog-raising industry, and yet the farmers of Ontario are receiving higher prices than they do in any other province in the Dominion, or perhaps in the whole world. Through the excellent quality of bacon produced by our curing houses, they have created a demand for cured meats, which is beyond the means of supply. In the effort to meet this great demand, they are paying those very high prices, and the farmers are getting the benefit of it. Through the keen race to secure the supply, hogs are bought before they have reached the proper weight and therefore the same number of hogs are not put into the same quantity of bacon on the market. This in itself, keeps the supply short for it works from both ends. The younger and leaner the bacon the better it eats, and, therefore, the more is consumed. The shortage of weight in the other end requires a larger number of hogs to produce a certain quantity of meat. There is at present nothing in sight to indicate that prices will be lower, but rather that they will still go higher, until the production of hogs has materially increased. On the whole, cured meats have advanced about half a cent, which the patient public will have to accept if they wish to enjoy their bacon for breakfast.

Reports arriving from England state that the weather prevailing there is wonderfully warm and bright and the pastures are coming on remarkably well. The arrival of the first consignment of Irish butter for the season has been received with demonstrations of satisfaction, and with the promise of a pretty big make in view, the market has taken unto itself a very dull feeling, with quotations pretty well 25c per cwt. down all around. Australians are arriving very slowly and have fallen off but this does not worry the buyers who do not seem to require it. Manchester, Bristol, Glasgow, Cardiff and Liverpool are all dull and prices lower. Canadian, at the latter port, is fixed at 96s. to 100s.

The English cheese situation is decidedly dull but prices remain firm and are unchanged with a tendency for white to improve at 64s. White is especially strong and probably will advance soon. The arrival of Canadian cheese during March was only half as much as arrivals from New Zealand.

## MONTREAL.

**PROVISIONS**—A strong feeling developed in the foreign market last

week for Canadian bacon and has been fully maintained and another advance is highly probable. The local market is without any new features, prices being firm on account of the recent strength displayed in the market for hogs. Abattoir fresh killed dressed hogs are selling at \$11.25 to \$11.50 per 100 lbs.

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

**BUTTER**—Make of fresh creamery is increasing. Prices at the boards on Saturday were high, but these cannot last, as soon as the make gets larger. There is plenty of butter in this market at the present moment to supply the demand, which is not very large. Reports from the Eastern Townships state that all the factories are in running order now.

Fresh creamery prints	0 26
Fresh creamery, solids, lb.	0 24
Fall creamery, solids.	0 21 0 22
Dairy, tubs, lb.	0 14 0 15
Fresh lar e coll.	0 17 0 18

**CHEESE**—The offerings of new cheese are large, and daily increasing. Prices being quoted in the country range around 11½ to 11¾ cents. Exporting will commence shortly with the opening of navigation.

New cheese, large	0 12½ 0 12½
" twins.	0 12½ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 15½ 0 16
" small.	0 15½ 0 16

**HONEY**—The honey market is steady and unchanged.

White clover comb honey	0 13 0 15
Buckwheat, extracted.	0 08 0 09
Clover, strained, bulk, 80 lb. tins.	0 10 0 11

**EGGS**—Receipts of eggs continue to be large and prices have eased off from 2 to 2½ cents. Owing to the bad condition of the roads in the country the amount of eggs being shipped to the city is not as large as it otherwise would be. Locally there is an exceptionally good demand.

New laids	0 16 0 16½
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## TORONTO.

**PROVISIONS**—Still higher and higher go the prices of hogs, and the outlook for the packer is still more discouraging. Cured meats are firm with a

slight advance and a decidedly upward tendency.

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

**BUTTER**—The market for good butter is still firm and there is not any too much to meet the demand. Since so much of held creamery butter, which was of good quality, was put on the market at reduced prices, the consumption of butter must have doubled and in consequence it rapidly disappeared, and the demand for good butter must depend on the fresh made article. As the spring advances the receipts are expected to increase and lower prices are looked for.

	Per lb.
Fall creamery prints	0 21 0 26
Fall creamery solids	0 20 0 21
Farmers' separator butter	0 21 0 22
Dairy prints, choice	0 19 0 20
Ordinary prints	0 16 0 17
Large rolls	0 17 0 18
Baking butter	0 13 0 15

**CHEESE**—The market is well supplied with new cheese and as every store in the city must have some, the demand at least will continue until the newness wears off. The quality is as good as it can be expected, made under unfavorable weather conditions, and from fodder-fed milk.

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

**EGGS**—The market is very firm and more likely to advance than to decline. Buyers would like to get them cheaper, as they will make very dear eggs for next winter if put down at this price, but they must have their supply at whatever they may cost.

Fresh eggs	0 19 0 19½
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**MAPLE SYRUP**—There is a large quantity of maple syrup on the market, and sales are a little slow from the fact that the quality is not quite up to the mark. This is owing to some cause which did not produce the best flavor over which the manufacturer had no control.

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

**POULTRY**—The poultry market attracts very little attention. Here and there are seen a few early spring chickens, which are worth 40c a lb., and only within reach of a few. Prices on the whole are high and the quantity turned over very limited.

Early spring chicken, alive, per lb.	0 40
Young chicken, dressed, per lb.	0 15 0 20
" alive, per lb.	0 14 0 17
Hens, per lb., dressed	0 13 0 14
Turkeys, per lb., large	0 30 0 32
" medium young	0 25 0 30

J. A. Mitchell, general merchant, Justice, Man., has been succeeded by Mitchell & Jones.



## German-Canadian Treaty and Possible Benefits

The statement that there is a possibility of a commercial treaty being concluded between Germany and Canada comes as an agreeable surprise to German business men, who deplore the fact that they are losing ground rapidly in Canada. The Tageblatt points out that a settlement of the conflict with Canada will pave the way for the regulation of commercial relations with Britain, and urges that an agreement of a permanent nature should be arrived at as soon as possible. There is all the more necessity for an early conclusion of such an agreement on a sound basis, it says, as there seems to be every prospect of the idea of tariff reform being realized in Britain.

The foregoing is the copy of a cablegram sent from Berlin, Germany, and published in the Canadian newspapers some few days ago. The talk of a German-Canadian treaty is by no means new. Every little while since 1897, when Great Britain, at the request of Canada and the other self-governing colonies of the Empire, gave notice of the abrogation of her commercial treaties with Germany and Belgium in return for a trade preference within the Empire, there have been proposals, more or less seriously considered, looking towards the adoption of a trade arrangement between Germany and Canada.

No doubt the present agitation for a commercial treaty is due to the benefits expected to flow from the recently-signed Franco-Canadian trade treaty, and that the present agitation for this treaty comes from Germany, shows what country expects to reap the greater benefit. Hon. Mr. Fielding, Minister of Finance, says no negotiations are going on with the Canadian Government looking to the making of such a treaty.

At the time of the giving of the preference to Britain dire things were promised to result to this country should Germany retaliate; and something did happen when Germany put up the bars; notably a great falling off of Canadian flour, wheat and other grain exports to Germany, as well as some damage done to our other agricultural products exported to that country. But Germany was the greater loser, and time and again German merchants have advocated a closer trade union between the fatherland and Canada.

### Little Effect on Grocers.

John I. Davidson, of Davidson & Hay, did not see how goods handled by grocers could be either helped or hindered, and so, for the grocer, the projected treaty had no interest. But he took an interest in and followed closely Imperial affairs, and his opinion now was the same as that he expressed a dozen years ago, when he advocated a closer union between Britain and her colonies by shut-

ting out cheap trashy products and doing something to prevent Britain being the dumping-ground of all nations.

### Assistance to Packers.

James Madden, general manager of the Wm. Ryan Co., provision packers, thought such a treaty would help his business. Up to the time of the British preference, and before Germany retaliated, his company had done quite a good business with German houses in the exportation of rough meats. Briskets and such class of fresh meat were boned, cured, packed in tierces, and sent to Germany, and a thriving trade was done. But the raising of the duty and the placing of restrictions regarding the kind of meats imported and how that meat was packed soon cut off this business.

### Germany Makes Its Own Cheese.

J. Wright, of the MacLaren Imperial Cheese Co., did not see how a commercial treaty between Canada and Germany would help the Canadian cheese trade. Germany is a great consumer of cheese, but every villager who owns a cow makes cheese, and a traveler going through that country can see on almost every house window little cheese balls left there for seasoning by the frugal housekeeper. Then the Germans eat a stronger cheese than is made in Canada. Nearly every town in Germany makes a brand of cheese which is the pride of the inhabitants of that village. A commercial treaty would not help the cheese trade. Canada does not want German cheese; and Germany does not want our cheese. There should, though, be a chance for Canadian cheese in Spain, where cattle are few and only goats' milk cheese is made.

### From a Flour Standpoint.

A. H. Bailey, of the Northwestern Miller, did not think a commercial treaty would be of benefit to Canada, so far as trading in flour and wheat is concerned. Since the abrogation of the favored nations' clause in the trade treaty between Britain and Germany, the latter country had fostered a bounty-fed industrial situation, whereby had been built up a flour-milling industry which was there to stay. Such was the opinion of Mr. Davis who was sent to Germany by the U. S. Government to study trade conditions and commercial possibilities. Last year Germany raised 138,000,000 bushels of wheat from less than 5,000,000 acres, and she milled all this into flour. Her imports from all countries were 96,000,000 bushels. Mr. Bailey thought that the bounty-paying industries of Germany would not care to see any change in the present situation in regard to flour and wheat, for Germany was herself reaching out after foreign markets wherein she could sell her own manufactured flour.

## BASKETS

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

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

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

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

## Balmoral Pure Jams

are just a whole lot better than the rest.

WRITE

**W. H. ESCOTT**  
(Wholesale Grocery)  
**BROKER**

Winnipeg

Canada

## BARRELS

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

**H. CARGILL & SON**  
CARGILL, ONTARIO

## SALT

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

**TORONTO SALT WORKS**  
126 Adelaide Street E., Toronto

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**CANNING MACHINERY CO.,**  
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**USE OVAL WOODEN  
BUTTER DISHES**

THOMAS BROS., St. Thomas, Ont.





# Royal Yeast Cakes.

Most Perfect Made.

Sold and Used Everywhere.



With Royal Yeast on your shelves you have in stock the Standard Yeast of Canada. **You** know it and **your customers** know it, two good reasons why you should not experiment with unknown and unsaleable brands.

Order from your wholesale grocer.

A Pure Dry  
Hop Yeast.



ESTABLISHED 1852.

Highest Honors  
at all Expositions.

## CLARK'S Pork and Beans

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

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

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

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

**WM. CLARK**  
Manufacturer  
MONTREAL

REMEMBER

# BOVRIL

is invaluable in the kitchen  
in the summer

It saves time, labor and fuel and also provides many nourishing and appetising dishes.

A one pound bottle is a nice addition to an order and a timely suggestion will often secure it. **Bovril** is especially useful in the country house, the camp, picnics, etc.

In order to ensure ample supplies of prime beef for our needs we have just acquired 9,261,400 acres of pasture land in the northern territory of South and Western Australia and 438,076 acres in the Argentine Republic. We have now over 200,000 head of horned cattle on these estates and that number will be largely increased.

The estates are more than half the size of Nova Scotia.

**BOVRIL LTD.**

27 St. Peter St., - MONTREAL

## The Importance of Discussing Trade Relations

**Canadian Wholesalers Think it Advisable to Have Conventions of Manufacturers, Wholesalers and Retailers—Better Feeling Would Follow—Should Manufacturers Fix Prices to Consumers?—A Positive Argument.**

A great deal of interest is evidenced in Canada in the convention held in New York a short time ago of manufacturers, wholesalers and retailers of the United States, to consider their relations to each other in the passing down of the manufactured product to the consumer. It was the first convention of its kind and naturally there was a great deal of speculation as to what the ultimate results would be, but all three interests congratulated themselves on its success. Opinions of the representatives who attended were of course bound to differ, but in many of the important questions they agreed and furthermore they were led to see each others viewpoints, which would naturally tend to break down the barriers so long standing.

In discussing the convention with The Grocer, G. J. Cliff, manager of the Toronto Salt Works and representative of the Canadian Salt Co. of Windsor, stated he was a thorough believer in trade going from the manufacturer to the wholesaler and then to the retailer. He did his business with the wholesaler and always found this plan beneficial.

"We collect from them," he said, "and eliminate all the worries and the extra expense we would have in dealing with the retailer."

### Interests Are Common.

W. P. Eby of Eby-Blain, considered the idea of uniting to talk trade conditions was along the proper line. The interests of all three were analagous

and it seemed right to him that they should consider together their own problems.

It would be difficult he thought to arrange a plan which would be suitable to all. Business conditions change so rapidly that it would be hard to stick to any fixed regulation.

With regard to manufacturers selling direct to retailers he said that very often it seemed imperative for them to do so.

"Often," he said, "the new manufacturer comes to the wholesaler asking him to handle his goods. The wholesaler may refuse on the grounds that he is selling similar goods for which he has a good demand. He will not carry a stock which he actually doesn't need and doesn't know whether he can sell or not. He says to the manufacturer—'go out and create a demand and then we will handle your goods.' He has then got to go to the retailer to have his goods introduced."

### Favors Fixing Prices.

John Sloan, of John Sloan & Co., said the convention was a good idea. He was doubtful as to whether the plan of uniting to discuss rationally trade relations was workable or not but considered that a convention such as the one held in New York would tend to eliminate many of the petty trade prejudices existing. Each of the three sections thought his way was the only one and his views would be liable to be changed sometimes.

Of the manufacturer fixing prices, Mr. Sloan is a strong advocate.

"When a manufacturer insists on a price for any article," said Mr. Sloan, "he knows that that price will be maintained. He has no fear of the retailer underselling it, which not only injures his competitors but the manufacturer."

Mr. Sloan explained that very often the goods of a manufacturer were squeezed out of the market on this account.

"One retailer who is canvassed may say that his neighbor is disposing of the goods at a price under which he can sell to make a profit and so refuses to buy. The result is that retailers won't purchase the goods, preferring to make a profit on others that cannot be undersold."

Another point in favor of the fixed price in Mr. Sloan's opinion, was the smoother sales made. There was none of the haggling over prices so common years ago. When a price is set the buyer whether retailer or consumer knows he will be charged that price and that he is not being assessed higher than anybody else.

To illustrate his point he told a story of the days when stiff bargains had to be made to get a man's business.

"There was one fellow who used to come to town to buy and there seemed to be only one man who could get his trade. Everybody was quite anxious to find out his methods and I was very curious myself. One day I happened to be over there when this fellow came along. He asked the price of sugar by the barrel and when told what it was he said he could get it  $\frac{1}{2}$  of a cent cheaper somewhere else. 'Your a d—liar, you know you are,' was the other fellow's reply and the man took the sugar without another moment's hesitation."

Afterwards Mr. Sloan was informed that the buyer did not very often adhere to the truth in such matters and that the way the wholesaler took was the only one with him. Such an occurrence would not be possible under the present sugar arrangement.

**POT and PEARL**

FOR CLOSE QUOTATIONS WRITE

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**EPPS'S**

GRATEFUL AND COMFORTING

IN  $\frac{1}{4}$ -LB. LABELLED TINS. 14-LB. BOXES

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

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**COCOA**

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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.

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The only factory in Canada producing these goods.

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Canadian Manufacturers and Exporters:

Are you aware of the fact that there are 4½ 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

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The **GRAY, YOUNG & SPARLING CO., Limited**

**SALT MANUFACTURERS**

Granted the highest awards in competition with other makes.

**WINGHAM ESTABLISHED 1871**



## How Christie's Biscuits Sell More Than Biscuits—

A NEW grocery store was opened close to the best residential district of one of our largest cities. It was well located and splendidly fitted up.

In passing, Mrs. — was attracted by its bright, clean appearance.

She thought of it next morning as she was going to the 'phone to order her supplies. Some of the articles on her list she wanted in a hurry. She decided to try the new store.

After getting the number, giving her name, and receiving assurance that quick delivery would be made, she started to read off her list —

"A three-pound tin of Christie's Zephyr Cream" Soda Biscuits." —

"I'm sorry, madam, but we haven't got them in stock yet. We have —'s and —'s, though, if they will do," said the clerk.

"That's too bad," replied Mrs. —, "for we never use any but Christie's. No the others won't do."

"We will be glad to get Christie's for you and send them up as soon as possible."

"I'm afraid they wouldn't get here in time. I'll have to order them somewhere else."

"If you will let us fill the rest of your order we will send the goods up at once," urged the clerk.

"Well—no, I'll get everything at one place. Then I'm surer of having it delivered quickly," said Mrs. —

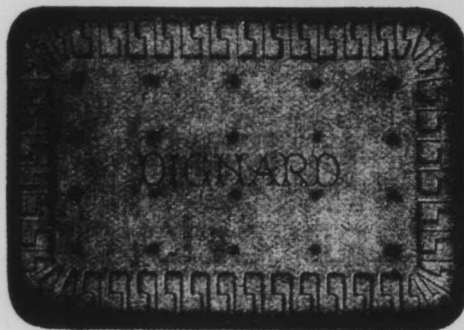
Just because he didn't have Christie's Biscuits, the new grocer lost this whole order, and probably many subsequent ones from the same source.

When he heard from his clerks of this and several similar occurrences, he figured that the little extra profit which had induced him to give other biscuits the preference over Christie's, counted for a good deal less than nothing alongside the trade he was losing.

*Then he saw, very clearly, what Christie, Brown & Co's. traveler meant when he said that Christie's Biscuits sold more than biscuits.*

## Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



Dignard  
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BISCUIT  
MANUFACTURERS  
MONTREAL

### "LUCERNA"

IMPORTED

### Swiss Milk Chocolates

will surely please your customers.

To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

LUCERNA ANGLO SWISS MILK  
CHOCOLATE CO.

214 Princess Street, - - - Winnipeg



Family trade is more desirable than transient custom. In handling

### CARR & CO.'S BISCUITS

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

ASK OUR AGENTS FOR THEM.

### CARR & CO., CARLISLE, ENGLAND

AGENTS:

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

**Cowan's**

**Maple Buds**

—and—

**Chocolate Confections**

There is room for more profits from your Candy trade.

Superbly delicious flavor and wholesome purity make "Cowan's" specialties great sellers and profit earners.

**The Cowan Co., Ltd.**

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CANADA:  
No better  
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MOTT'S:  
No better  
Chocolate

**Right--Always Right--**

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

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

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

At Every Jobber's

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

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Canadian made Licorice  
**Y&S BRAND**  
All Druggists.



**SOFT MINTS—5c. boxes.**

**ACME PELLETS—5-lb. tins.**

**M. & R. WAFERS 5c. bags.**

and a complete line of

**LOZENGES, ETC.**

**Hard and Soft Licorice Specialties**

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request.

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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

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Geo. A. Stone, 34 Inns of Court Buildings, Vancouver, B.C.

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Rolled o



Flour, Cereals and Confectionery Department

Canadian Oatmeal Meeting With Favor in South Africa—United States Losing Ground in the Cape Town Market—Peculiarities of the People.

According to the British Consul-General at Cape Town, South Africa, Canada in 1907 shipped \$181,411 worth of oatmeal through that port. The United Kingdom's share was \$139,275, while the United States only sent \$18,099 worth. This state of affairs was owing to a considerable extent to the preferential tariff in favor of British goods. The above figures show that the United States is losing her percentage of the trade and that Canada is gaining.

The Canadian oatmeal is wholesaled in Cape Town at \$4.86 per case of twelve dozen two-pound packages, and retails at 15 cents per package. The oats from the United Kingdom wholesale at \$6.56 per case of twelve dozen half-pound packages, \$5.46 per case of three dozen two-pound packages and retails at 18 cents per package. In order to introduce their line the manufacturers of the British oats have given the merchants twelve dozen one-fourth-pound samples with every five-case order, which the merchants sell at 5 cents each. The result of this method of introduction is that very big stocks have been sold and are in the hands of the merchants, but consumers have been well satisfied with the Canadian rolled oats and have returned to their use.

Many other breakfast foods are being sold in South Africa, but the sale is limited, and it is stated that, although the population is always willing to try any new breakfast food which comes on the market, nothing has yet been found which permanently sells as well as the Canadian prepared oatmeal. Attempts are being made to induce people to eat breakfast foods made from South African grown maize (corn), but such foods do not meet with much success, as the general opinion in South Africa is that maize foods are only fit for the natives.

MONTREAL.

FLOUR—The pyrotechnics which have been taking place in the wheat market, have frightened buyers away. Another factor which militates against trade is the anticipation of river navigation. When it comes near this time, buyers strain a point to ship in this way, as they accomplish a considerable saving in freight rates. Prices among local millers still show considerable differences. No changes have taken place during the week.

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

ROLLED OATS—The rolled oats market has undergone no change since our last report. Dealers are pretty well filled up, therefore are not buying very heavily. Despite the small demand prices continue firm and unchanged.

Fine oatmeal, bags.....	2 72 1/2
Standard oatmeal, bags.....	2 50
Granulated ".....	2 50
Gold dust cornmeal, 96-lb bags.....	2 10
White cornmeal.....	3 00 2 05
Rolled oats bags.....	2 55
"    bbls.....	5 35

FEED—The supply of bran during the week has fallen off consequently the market is displaying a strong tone. The demand, however, is comparatively light and of a hand to mouth character. Shorts are unchanged under a fair demand. Mouillie straight grained is firm at \$32 under a good demand.

Ontario bran.....	22 00 13 00
Ontario shorts.....	35 00
Manitoba shorts.....	25 00
bran.....	25 00
Mouillie, milled.....	25 00 27 00
"    straight grained.....	32 00
Feed flour.....	1 55 1 65

TORONTO.

FLOUR—The flour market, in response to the advance of wheat, is firm with an upward tendency. Wheat advanced again on Tuesday about 2 1/2c, and millers are beginning to realize that wheat will maintain its high level and that flour must go up to reach a price that will bear the proper relation to wheat. At present it is claimed that wheat could not be bought and manufactured into flour and sold without a loss, leaving therefore nothing for the miller. This is a state of affairs that cannot last long and either wheat must drop or flour go up. Although the wheat market is supposed to be based on the stock on hand and the outlook of the next crop, it is probably more a fight between the bulls and the bears, and the general public have to abide by the results and pay accordingly.

Manitoba Wheat.	
1st Patent.....	6 10 6 20
2nd Patent.....	5 80
Strong bakers.....	5 50

Winter Wheat.	
Straight roller.....	5 40
Patents.....	5 50
Blended.....	5 50

CEREALS—The cereal market is firm and with the exception of rolled wheat which is a little higher, there is no other change in any line. Even with the approach of warm weather when the demand generally falls off, the market continues active and firm.

Rolled wheat, car load.....	2 80
"    oats.....	2 40
Oatmeal, car load.....	2 85
Rolled wheat in barrels, 100 lbs.....	3 00
"    oats in bags, per bag 90 lbs.....	2 60
Oatmeal, standard and granulated, in bags 98 lbs.....	2 85

OUT OUT CREDITS.

Irrespective of the financial condition of their customers a large number of Minneapolis grocers will put their business on a strictly cash basis after May 1st. To this end placards now appear in many stores of that city notifying the patrons that the credit book will be a thing of the past within a few weeks. The action will be taken on account of the inability of many of the smaller stores to continue with outstanding accounts failing to materialize when due.

J. W. Mitchell, general merchant, of Mowbray, Man., has sold to Wilson Bros.

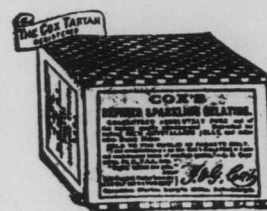
Are you Handling these, Mr. Grocer?



They represent something new in their line. They are just a little different and a little bit better, crisper and more toothsome than any other sodas you may have stocked in the past. That's why the people are asking for them. They are a good article to push.

The Mooney Biscuit & Candy Company, Limited

STRATFORD, - CANADA



COX'S GELATINE

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

COX'S GELATINE

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



## The Grocer's Encyclopedia From Week to Week

**Manufacture of Licorice From the Roots of Various Plants—Cultivated in Southern Europe and in Asia—Valuable for its Medicinal Qualities—Demand Gradually Increasing—How the Sweet Juice is Obtained From the Root.**

**LICORICE.** — This was anciently known as sweet root and consists of the roots of a genus of perennial leguminous plants, known as glycyrrhiza, of which there are seven or eight varieties. *G. Glabra*, the common variety, is a native of Italy and is well known, but the juices of *G. echinata* and *G. glandulifera* are equally esteemed as pectorals. They all have a sweet, earthy, strong and somewhat sickly taste and a peculiar flavor.

The true licorice (*G. glabra*) grows wild around Elizavetpol and Baku and other points in the south of Europe, but is cultivated extensively in the south of Spain, Italy and Asia Minor, and its roots, three or four feet long, abound with a starchy juice. They have a dark brown, longitudinally wrinkled and somewhat warty surface, and have a carrot-like bark, which is about one-sixth the thickness of the woody cylinder.

The plant also, has underground sucker-like stems, several feet long, harder and tougher than the root, but containing similar qualities. A considerable quantity is grown in Sicily. There, two species are found, but neither is cultivated. One sends down a root, three to six feet, with but few lateral roots. The other only creeps beneath the surface at a depth of 6 to 24 inches, the latter being the most productive and the most highly prized. In Catania there are some half-dozen factories of licorice employing 20 to 40 hands each.

### How Root is Prepared.

In preparing the root for market, women with knives scrape off the bark, and then cut it into pieces from one-half inch to length desired. These are then dried in the sun and bagged for export.

Since the time of Elizabeth licorice root has been grown in England, about Mitcham in Surrey, and until twenty or thirty years ago around Kew and Isleworth, but now only in Yorkshire between Pontefract and Knottingly. The deep rich loamy soil of the latter district has long been noted for English licorice root. The plant usually grows from four to five feet high, has few branches but pinnated leaves with many leaflets and blue, violet or white pea-like flowers. In some districts the flowers multiply spontaneously, but where cultivated the plant is propagated by slips off the root stock and requires a deep, rich, loose soil. They are as tenacious of life as horse-radish, and as difficult to eradicate.

### Ready in Three Years.

After three years' growth and during the cold season when the leaves

of the plant turn yellow (this being an indication that the sap has turned) the whole roots are taken up and found to contain the very valuable and grateful juice called glycyrrhizine, a yellow transparent kind of sugar, uncrystallizable but perfectly soluble. At the above age, the root is at its best, but much of the thick root imported is of 10 to 20 years' growth and contains comparatively very little sap.

This dried imported root is somewhat darker in color than the fresh: it is furrowed longitudinally, and has a slightly acrid or bitter taste, but when peeled it has a yellow color externally and there is no acidity. When cut up into suitable pieces the dried root forms an excellent masticatory.

The British Consul at Batoum says the cultivation of licorice in the Caucasus is becoming very important. In 1897 the export from Batoum, being 4,423 tons, rose in 1898 to no less than 9,760 tons. In a district lying between Elizavetpol and Hadji Cabul, the green root is worth only about 25 shillings a ton. Large quantities are brought to America.

It is produced largely in Persia along the Burujird and Khorembad plains between Teheran, Karun, and Mohamrah, and it is found in considerable abundance in Turkey, near Korna, at the junction of the Tigris and Euphrates, whence it is sent in bales to Marseilles, via Busrah or Baora.

### Demand Increasing.

There is an increasing demand for licorice root, in the manufacture of "chewing tobacco," especially in America.

Liquorice paste, or liquorice mass, is a form of crude liquorice somewhat coarse. The plant producing the modern chemical product "glycerolate" of ammonia is extensively cultivated in Turkey, the southern part of the Spanish Peninsula, in Italy, and Sicily and to a small degree in France, Germany, Russia, Mexico and China.

Its extraction from the root when fresh is very easy. It can be done without any special knowledge or training and without any machinery other than a copper kettle.

### Has Medicinal Qualities.

After the licorice roots are cleaned and dried they are chopped and boiled in water until the liquid is saturated. When sufficiently boiled it is allowed to stand so that all foreign matter may settle. The liquid is then filtered and evaporated until it gains consistency.

This sweet, starchy and grateful juice has valuable medicinal qualities. As an emollient and demulcent it is very

useful in coughs and colds, sore throats and other irritations of the mucous membranes, hence it is used in making cough lozenges, pontefract cakes, pines and several other semi-sweets. Unfortunately, these pastes are not always what they ought to be; licorice is open to considerable adulteration, which is often palpable to the taste, and militates against its more extended use. It should be bought with considerable caution.

### WEEKLY TERMS OF CREDIT.

#### Fruit and Produce Trade in Toronto Send This Notice to Their Customers.

The Toronto Fruit and Produce Associations have issued a small leaflet announcing to the retail trade the shortening of their terms of credit. This will take effect on May 1 next. The notice reads, regarding the terms all goods will be subject to after the beginning of next month, as follows:

1. That the terms of credit shall be weekly.

2. That all goods purchased up to Thursday night of each week shall fall due on Monday following and that all accounts are to be settled in full not later than the following Wednesday at 3 o'clock, at the offices of the members rendering the statement.

3. That notes, drafts or post dated cheques will not be accepted in settlement, unless same fall due before the final settling day.

4. That all accounts not settled within the specified time shall be subject to the rules of the association.

"It is earnestly requested that the trade will assist the association and the wholesalers by strictly observing the above terms of credit, the new arrangement having been found necessary owing to the large increase in the number of accounts, due to the rapid growth of the city, also to the fact that nearly all lines of fruit and produce have to be paid for by "spot cash" by the wholesalers. All important markets in the States have adopted this system and it has proved entirely satisfactory to both the wholesaler and retailer. The shortening of credit to the retailer means in the end the shortening of credit to the consumer, a solving of a problem which will promote a healthier state of affairs generally."

### HEAD OFFICE CHANGES.

The A. J. Deer Co., manufacturers of the "Royal" electric coffee mills and meat choppers, are removing their general offices from Buffalo to Hornell, N. Y., where their factory is located. This company has grown rapidly since its inception four years ago when the idea was simply to erect a small single mill to sell to the smaller stores. But the business grew quicker than it was anticipated and consequently the company had to enlarge its establishment. Their sales organization now covers every state in the Union and they have of course foreign agencies.



# About Carnegie and the Eggs



## Five Roses Flour

AND NOW Concentration is the Ironmaster's text—"Don't put all your eggs in the same basket," is all wrong. I tell you, "put all your eggs in one basket and watch the basket"; it's trying to carry too many baskets that breaks the most eggs.

¶ How many *flour* baskets do you watch and carry? We ask *not* through impertinent curiosity, simply because 'twill pay *you* better to concentrate your selling energy and put all your enthusiasm in the FIVE ROSES basket. The simple fact that you're pushing more brands than *one* is evidence that you have not sufficient faith in *any*. The customer gets the idea that you're bound to "get her coming or going."

¶ Pushing too many brands is like chasing too many rabbits—they *all* escape. Pick out a permanent, absolutely dependable flour, long on quality, a brand taking the place of all others, embodying their best features without their defects. Average flour cannot be *this* to you, else it would not be *average*.

¶ If you fear some other flour may be better than FIVE ROSES, refer the question to some *unbiased* expert—your own baker, say. Let him make comparisons *point by point*. Then follow his advice.

¶ We are in business to *sell* flour. Do you suppose for one moment if FIVE ROSES were not a *bread-pastry* flour incomparably superior to any other we know of, that we would stake our whole business reputation, our mills, faith and future on FIVE ROSES' quality against the competition of "near-good" flours and their bigger *one-time* profit? Just give us credit for ordinary business judgment. We're not trying to sell you *once*, but always. We expect your customer to buy "this brand every time," because she will find it *right*.

¶ Try Concentration—watch the FIVE ROSES basket. For it is results that will make your *next* order larger.

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office

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

## Canadian Trade Changes of Recent Occurrence

**Grocery Businesses That Have New Proprietors—Losses by Fire and Partnerships Dissolved—New Companies Instituted.**

### Ontario.

May Murphy, grocer, Hamilton, has sold to L. Capple.

N. Albert, general merchant, North Bay, has sold his assets.

R. J. Morgan, grocer, London, advertises his business for sale.

The Humber Supply Co., of Humber Bay, Ont., have dissolved.

John Annis, grocer, Toronto, has advertised his business for sale.

The stock of James A. Fowlie, general merchant, Orillia, has been sold.

Finlay McArthur, grocer, Toronto, has been succeeded by Charles McArthur.

Tyndall & Carr, grocers, Clinton, Ontario, have been succeeded by J. P. Sheppard & Co.

Foster & Kenning, grocers, Haileybury, Ont., have changed their style to Wilson & Kenning.

### Quebec.

Hector Cote, general merchant, Cavignac, Que., has assigned.

John Taillon, general merchant, Dundee, Que., has compromised.

E. J. Arsenault, general merchant, St. Celestin, Que., has compromised.

Murphy & Weir, grocers, Quebec, have dissolved. R. S. Murphy continuing.

Mrs. J. D. E. Lafond, general merchant, Frelighsburg, Que., has registered.

### Maritime Provinces.

Hunter Bros., grocers and dry goods merchants, Oxford, N.S., have recently suffered loss by fire.

Wile & Giffin, wholesale flour, feed and grocery merchant, Bridgewater, N.S., have dissolved partnership.

### Western Canada.

I Chodirker, general merchant, Balmoral, Man., is succeeded by Kliman & Cates.

R. S. Anderson, general merchant, Milestone, Sask., is succeeded by J. W. Mitchell.

Miller & Sayki, general merchants, Langenburg, Sask., are succeeded by Miller Bros.

Gould, Gilbert & Beibersdorf, general merchants, Jansen, Sask., are succeeded by Gould & Gilbert.

Henschell & Co., general merchants, Rosthern, Sask., sustained loss by fire last week. Some insurance was carried.

### New Companies.

The Dominion Scale Co., of St. John, N.B., has been formed to manufacture and deal in all kinds of scales.

Announcement is made in the Canada Gazette of the formation of a company at Salisbury de Valleyfield, Que., and known as the Star Biscuit Company, with a charter to manufacture candies, chocolates, biscuits, etc.

P. L. McNeil, Denver, Colorado, is now in Nova Scotia forming a company to grow cranberries near Aylesford. They have secured a tract of land 130 acres in area but it will probably take two or three years to place it in a condition to yield a good crop. Mr. McNeil says there is an unlimited market for cranberries.

### HINTS TO BUYERS.

The "S.C.Co.," which means the Sherbrooke Cigar Co., of Sherbrooke, Que., have stamped their name on a new cigar named the 7-20-4. They have risked their reputation on making a fine ten-cent cigar. They claim it is the best ten-cent cigar on the market to-day. It is copious with fine Havana filling, and is a long, well-shaped, round cigar. Already orders for it have been coming in from all parts of the Dominion. Although the idea of brands by numbers is common in United States, no Canadian house has before attempted to use numbers for brands. The name 7-20-4 is easy to say and is so convincing to the busy man that it is sure to have a large sale among all classes. It is fine enough for any club and is so reasonable in price that even the working man can buy it. Why the latter is mentioned is that it would be better for the working man to buy a good cigar like this one, as he gets not only double value in size but in quality. Grocers will find the 7-20-4 a ready seller, and in the West and in big railway centres they will sell like hot cakes. Ninety per cent. of traveling men ask for cigars by numbers. If you carry the right brands you will get the trade. This company still make the brands Hogen Mogen, Royal Sport and Saratoga.—Advt.

**Tell Your Customers That :**

**SHAMROCK**  
**BIG PLUG**  
**SMOKING TOBACCO**

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

**McDOUGALL'S**

**CLAY PIPES**

THE BEST IN THE WORLD.

**D. McDOUGALL & CO.,** Glasgow, Scotland.

If you desire to increase your business buy your

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

from

**JOS. COTE**

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

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

Tel. Up 2076 Tel. East 5964

**YOUNG'S PATENT PIPE**  
in Seven Shapes

**W. J. GRANT**

Sole Agent for Canada  
506 Lindsay Building, MONTREAL.

**BLACK WATCH**

**The Big Black Plug Chewing Tobacco.**

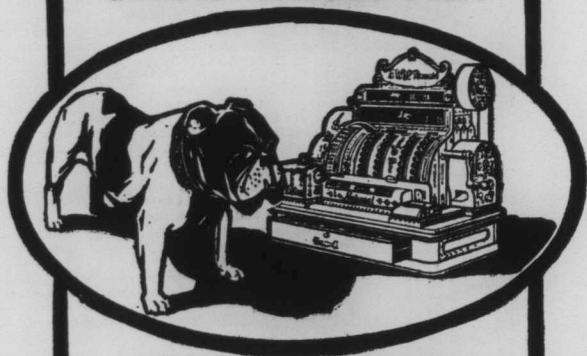
**Already a Big Seller**

**Sold by all the Wholesale Trade**





**JUST YOU GET  
A NATIONAL  
CASH REGISTER**



**AND WHAT  
YOU HAVE  
YOU'LL HOLD!**

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

THE MANUFACTURERS' NAME

**"S.C.CO."**

stamped on every

**"7-20-4"**

10 CENT CIGAR

**IS THE SMOKER'S PROTECTION**

It is our latest product and excels anything we ever before attempted—FINEST HAVANA FILLED.

We made a success of HOGEN-MOGEN and ROYAL SPORT on a QUALITY basis, and it is just the same with all our lines. THE QUALITY is remembered long after the PRICE is forgotten.

WRITE TO-DAY FOR A TRIAL ORDER OF 7-20-4.

THERE'S MONEY IN IT FOR YOU.

**Sherbrooke Cigar Co.**

SHERBROOKE, QUE.

Our travellers cover the Dominion.

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

IF NOT—WHY NOT ?

**"Tuckett's Special"**

the new 10c. plug is the latest

**Order from Your Wholesaler**

Manufactured  
from

**Imported Leaf Exclusively**

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

**HAMILTON, CANADA**

Canadian Fruit, Vegetable and Fish Markets

Advance in California Oranges—Apples Getting Scarcer—Canadian Winter-Grown Vegetables During the Near Future—Fresh Caught Fish in Small Stocks.

ORANGES

California Navels, California Blood Oranges, Grape Fruit, Lemons, Pineapples, Tomatoes, New Cabbage, New Potatoes, Florida and California Celery, all best quality.

LET US HAVE YOUR ORDERS. OUR PRICES ARE RIGHT.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 CHURCH ST. - TORONTO

PACKED BY  
**Franc Tracuzzi**  
MESSINA,  
ITALY

**St. Nicholas**  
**Home Guard**

AGENT:  
**J. J. McCabe**  
TORONTO

MONTREAL.

GREEN FRUITS.—California oranges are higher as their season is drawing to a close. Mexican oranges are not quoted this week. Valencias are \$1.25 higher per case. California bloods are scarce. The new Mediterranean stock will soon be in, as several boats are on their way to Montreal. Bananas crated for the city are selling at from \$1.75 to \$2.25. Lemons are scarce and have advanced 75c. Apples are held in very small compass, and are strong at an advance of 50c to \$1.

California navels, 20, 126, 2.0, 288 size	2 97
150, 170, 200, 216 size	3 20
Valencia oranges, 20 size	3 5
Cal. blood oranges, 15 to 216 size	4 20
Grape fruit	5 25 6 00
Lemons, choice, 300 size	2 25 2 75
Bananas crated	1 75 2 25
Pineapples, extra fancy, 24 size	4 50
Crabapples, per box	7 50
Apples, XXX	6 00
Ben Davis, XXX	6 00
Strawberries	0 40 0 50
Cocoanuts, bag	4 00

VEGETABLES.—Bermuda onions have appeared on the market and are being quoted at \$3 per crate. New carrots are now selling by the doz. bunches at \$1.00. French artichokes and sweet potatoes are practically off the market. Green peas have declined \$2.50 per basket, now being quoted at \$4.50. Spinach and green peppers and green beans have all declined, owing to the advancing season. Other lines are unchanged.

Onions, Bermuda	0 75
Cucumbers, dozen	1 00
New carrots, doz. n.	1 00
Tomatoes, crate	2 75 3 50
Leeks, dozen	1 50
Paranips, bag	1 00
sweet potatoes, basket	2 50
French artichoke, each	0 25
Green peas, basket	4 50
Asparagus, doz	6 00 8 00
French cauliflowers, doz	6 00 7 00
Carrots, box	3 75
Spice, per doz	4 50
Galery, crate	2 90 5 50
Wedge oranges, large bunches, per bunch doz	1 00
Spinach, barrel	2 50 4 00
Green peppers, crate	4 50
Beets, bag	1 00
Carrots, bag	0 90
Lettuce, early	0 40
Lettuce, Boston, box	2 50
Radishes, doz	0 50
Horpe radish, per lb.	0 15
new, crates	1 25
Montreal potatoes, bag	1 25
New Brunswick potatoes	0 25
Onions, large bag, lb.	0 02 0 25
Red onions, barrel	4 00
Turnips, bag	0 60 0 70
String beans, basket	4 00
New beets, crate	3 00
New cabbage, crate	3 00

FISH.—New varieties of fish are now coming into the market, including perch, bullheads, bluefish and sea bass, also shad and shad herring. Fresh B.C. salmon is now arriving. Shad is scarce and prices have advanced. Skinless cod is in good demand just now.

Fresh and Frozen Fish.

German carp	0 07
Codfish	0 04 0 04 1/2
Qualla salmon	0 08
B. C. salmon, frozen	0 99
Fresh halibut	0 99 0 10
Mackerel	0 10 0 12
Dore	0 08 0 08
Steak cod	0 08 0 07
Grass pike	0 08 0 09
Whitefish, lb.	0 05 0 09
Lake trout	0 09 0 10
American live lobsters	0 18 0 20
Haddock	0 05 0 06
Large sea herring, per 100	1 50 1 60
Striped bass	0 14
Buck shad	0 35
Roe shad	0 75

Smoked—	
Haddies (exp) 15 lb. bxs., per lb.	0 07 0 07 1/2
Bloaters, per box, large, Yarmouth	1 10
Smoked herring, per box	0 16 0 18

Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, 1 lb. cartons, 2 doz. cartons	1 80
in box, per box	0 06
Dry cod, in bund as 112 lb., per pound	0 06
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 06
Boneless fish, 25 lb. bxs., loose	0 01 1/2
Pure cod in crates, 1 and 2 lb. bricks	0 05

Salted and Pickled—	
No. 1 Labrador herring, bris	5 50
Large green cod, 100 lbs. bbl.	3 00
Oysters, bulk, per gallon	6 00
Standards, bulk	1 30
" selecta	1 40
" quart tins, sealed	1 50
Paper pails, per 100 qt. size	0 40
Standards, 4 gals	1 60
Selecta	6 80

TORONTO.

GREEN FRUIT.—On Tuesday morning after the fruit men had their meeting with the retailers the previous night to consider the new system of collecting their accounts, there was considerable talk about the different views retailers take of the plan. The wholesalers, however, feel that they are justified in taking the course they have adopted, and are satisfied, if strictly carried out, it will bring good results. Apart from this little excitement, business is moving along quietly with very little changes to report. Among the heavy work and hustle a little humor is always in place. The Grocer representative on his rounds observed a horse standing behind a waggon loaded with fruit and had his nose in a case of oranges enjoying a rare feast. A witty Englishman called the attention of the owner of the horse to the fact that his nag would be worth \$3.00 more by the time he would "get through with that case." Navel oranges will soon be out of season. Pine apples are coming in freely. Exceptionally fine, hot house strawberries are shown at Wellwood's and watermelons at \$2.00 apiece.

Apples, Spies	6 50 7 50
" Russets	3 50 4 10
" Baldwins	4 00 5 00
" Greenings	4 00 5 00
Oranges, Valentias, 420, ordinary	4 50
" " 420, large	4 75
" " 714	5 00
" California navels	3 00 3 50
" Mexican	2 75
Lemons, Messina	2 25 2 50
Bananas	2 75 3 25
Grape Fruit, Florida, box	3 75 4 50
Pineapples, Florida, crate	3 00 3 25
Strawberries, Cal.	0 55 1 00
Louisiana, pt.	0 12 1/2 0 15

VEGETABLES.—Vegetables of all kinds are becoming more plentiful, and almost everything in this line is on the market. Almost from week to week it can be noticed that they are coming from points farther north and it will only be a short time till we will have them of our own growth here. It is remarkable however how the production of vegetables in hot houses has developed during recent years. Some of the finest lettuce that has ever been on this market has arrived from Aldershot, near Hamilton, where it was grown under

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Potatoes

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" Egly  
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Carrots, p  
" B  
Cabbage, F  
" C

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Florida cel  
Turnips ..  
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Spinach, p  
Spin ch, p  
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Whitefish  
Trout,  
Cod, fresh  
Halibut ..  
Halibut, f  
Haddock,  
" B  
Sea salmon

Pike.....  
Pickrel,  
Herring, I  
Oysters, I

" B  
" B  
Finnan H  
Boneless  
" "

Shredded  
Arcadia,  
" "

Acadia or  
" B  
Bloaters.  
Qualla ..  
Gold eyes

" B  
" B  
" B

Shredded  
Arcadia,  
" "

Acadia or  
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glass. With constantly improved transportation facilities, and by artificial means of cultivation, fresh vegetables may be expected to be within reach all the year round. Several cars of cabbage arrived this week in good condition. Potatoes are firm with a slight advance.

Beets, Canadian, old, per bag	0 45	0 50
" Florida, new, per dozen	1 00	1 00
Parsnips, per bag	0 75	0 80
Potatoes, Ontario, per bag	1 00	1 10
" sweet, hamper	2 50	2 75
" Bermuda, per bushel	2 00	2 00
" per barrel	8 00	8 00
Onions, Canadian, dried, bag	1 35	1 50
" Spanish, crate	5 00	5 55
" small crate	1 75	1 75
" Bermuda, per case	2 50	2 50
" Egyptian, per sack of 1.2 lbs.	4 00	4 00
Tomatoes, Floridas	3 00	3 25
" small	0 75	0 75
Carrots, per bag	0 45	0 50
" new, per bunch	1 20	1 20
Cabbage, Florida, new	3 50	3 75
" Canadian, old, per barrel	2 25	2 25
Cauliflower, per case	4 00	4 00
California celery, per case	6 00	6 50
Florida celery, per half case	3 00	3 25
Turnips	0 35	0 40
Radishes, per dozen	0 40	0 45
Spinach, per bushel	0 75	0 75
Spin ch, per barrel	3 50	3 50
Egg plant, per doz.	3 00	3 00
Green peppers, per doz.	1 00	1 00
Cucumbers, per dozen	2 00	2 25
Asparagus, per bunch	0 25	0 25
Green onions	0 25	0 25
Rhubarb	1 20	1 20
Beans, green, per hamper	2 50	2 50
wax	3 50	3 50

**FISH.**—The supply of fresh caught fish is still not sufficient to meet the demand. This will help the dealers to get rid of some of the frozen stock which is still on hand. Trout especially are scarce. Several barrels of skinned catfish have arrived which were caught in the Bay of Quinte.

tierring, medium, per lb., fresh caught	0 05	0 07
" sea, per 100	1 00	1 25
" lake, per keg	4 00	4 25
Whitefish, frozen	0 09	0 10
Trout	0 10	0 10
Whitefish fres caught	0 14	0 15
Trout	0 13	0 14
Cod, fresh caught	0 09	0 08
Hallbut	0 09	0 09
Hallbut, fresh caught	0 10	0 12
Haddock, frozen, per lb	0 07	0 07
" fresh caught	0 07	0 07
Sea salmon, Silver-side	0 09	0 09
" Steelhead	0 13	0 13
Pike	0 07	0 08
Pickeral, yellow	0 08	0 09
Herring, Digby, smoked, bundle 5 boxes	1 50	1 50
Oysters, Long Island	1 75	1 75
" medium selecta	1 85	1 85
" extra	1 50	1 50
" shell, per 100	0 08	0 08
Finnan Haddie, smoked, 15-lb. package	0 05	0 05
Boneless cod, quail on toast	0 05	0 05
" imperial	0 05	0 05
" steak	0 07	0 07
Shredded cod, doz.	0 90	0 90
Arcadia, 24 packages, 1 lb. box	3 12	3 12
" 12 packages, 2 lb. box	2 40	2 40
Acadia cod, crate	1 60	1 60
" tablets, box	1 15	1 15
Bloaters	0 08	0 09
Qualla	0 08	0 09
Gold eyes	0 5	0 05

**TRADE NOTES.**

The Walter Woods Company, Hamilton, Ont., are installing a broom manufacturing plant in the building formerly occupied by the Skedden Brush Company.

The fruit and produce business that has been carried on by McDougal & Lemon, Owen Sound, Ont., has been organized into a joint stock company, with an authorized capital of one hundred thousand dollars, to be known hereafter as McDougal & Evans, Ltd.

J. A. Marven, Limited, successors to the Philip N. Hamm Biscuit Mfg. Co., Moncton, N.B., are adding another building to their present quarters, which when completed will be utilized as a warehouse. It is now in course of erection and will probably be finished early in May.

# PINEAPPLES

## DOWN

### PRICES LOW THIS WEEK

Quality Fine. We have over **One Thousand Crates** arriving, and can assure you of **Best Fruit and Lowest Prices.**

## WHITE & CO., Limited

TORONTO and HAMILTON



### RESOLVED

that, those who have bought my Lemons are well satisfied. I will always maintain the same Standard of Quality. My fruit is of the very highest degree of merchantability. Order my brand.

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Packers, Italy.

W. B. STRINGER  
Can. Agent: Toronto.

FRESH CAR

## FANCY FLORIDA TOMATOES

FRESH CAR

## FANCY FLORIDA CELERY

Both these cars **Fine Quality**, and prices lower.

Send us your orders

## HUGH WALKER & SON

GUELPH

ONTARIO



## Failure of Many of the Olive Crops in the Far East

**Supply in Many Districts Insufficient to Meet the Home and Foreign Demands—Production Curtailed in Greece, Crete, Italy, Syria and Palestine—The Result is Higher Prices—Used for Soap Manufacture—Growers in Disgust Cut Down Trees.**

By. O. S. Heizer.

It is estimated that the entire Turkish output of olive oil will not exceed 900,000 quintals (Turkish) or, say, 50,000 tons. The principal centres of production are Aidin, Balindir, Odemich, island of Mitylene, Edremit, Aivaly, Kulluk, and the islands of the Archipelago. This crop is below the average of 70,000 to 75,000 tons. It is, therefore, relatively insufficient to meet local requirements and foreign demands.

The olive-oil crop in Greece, Crete, Italy, and Morocco has completely failed. The crop of Tunis is estimated at about 10,000 tons, or about one-fourth of its average crop.

As far as Spain is concerned opinion is divided, but it is believed that the country possesses a very considerable stock of last season's oil and that the present crop will reach about one-third of that of a good year. Spain is the largest olive-oil producing country in Europe. A good harvest gives about 500,000 tons of oil. Its home consumption is very considerable, and it is probable that the high market price will prevent its exportation. If next spring the olive groves give hopes of a large crop, the prices of Spain will drop, affecting foreign markets, the American included.

The crop of Turkey alone gives no hopes whatever of export. Southern Russia, Roumania, Bulgaria, northern Asia Minor, Egypt, Tripoli, etc., draw their supplies from the Levant, which includes Greece and the island of Crete.

### Shortage in the Crop.

The stocks on this market are nil, and the arrival of the newly pressed oil is anxiously awaited. Important orders are expected from France and Italy, which have already sent their agents to Smyrna to make important purchases. From the foregoing it is only natural that this market is firm and the prices paid for local consumption as well as export are in the ascendant. Compared with the yield in Spain, which often reaches 500,000 tons, the Turkish crop this season is an insignificant 10 per cent., which is all the more to be regretted as the climatic conditions are eminently favorable to olive culture and the trees grow wild in more than one province.

The exportations from Turkey amount to about 12,000 tons, valued at \$1,851,529 for the year ending March 13, 1906, while the imports were 2,550 tons, valued at \$360,287. Both exports and imports average 6 to 7 cents per pound, although the oils imported are superior French and Italian oils.

### Improvements Needed.

Another fact bearing upon the quality of this product must not be overlooked, and it is that in many regions the system of olive pressing is most rudimentary and in some districts is very similar to that employed by the ancient Jews. There is certainly great need of modern machinery and more scientific

methods in order to secure the best results from the oil industry in this Empire, which is so well adapted by nature and climatic conditions to be one of the leading olive-oil producers of the world.

### Small Crop in Palestine.

Writing from Palestine regarding the olive crop in and around Jerusalem, Thos. R. Wallace states that the information gathered from the various olive-producing countries bordering on this district, as well as Asia Minor and Egypt, would indicate the olive crop at the best is this season far below the average, while in many places it is almost a total failure. In and about Jerusalem it is rated at a fifteenth of a crop, other neighborhoods it is a tenth, others an eighth; these ratings cover the general conditions of the crop in Palestine, so far as he was able to learn. In the large producing districts in Asia Minor it is reported at the best but half a crop, while in Egypt it is reported as almost a failure.

He was informed there was considerable oil kept over in storage, but not enough to affect the market prices. The stock on hand with the product of this season's crop will not nearly supply the local demand, and many are resorting to other articles as a substitute.

### Oil Made Into Soap.

The price of oil is always lowest in December, but at the beginning of the year it was higher by 50 per cent. than at any time last season. Very little of the olive crop is shipped from that district in any form, except when manufactured into soap, but this season there is not enough to supply the local demand. The olive oil put upon the market is not tested, nor is it analyzed, so that it is impossible to determine the quality from that source.

The pulp of the olive is pressed three different times, and the quality or grade

is fixed from that fact. The product derived from the first pressing is the highest grade, the third is the poorest. Oil derived from the third pressing is never put upon the market in that district. It is contracted for in advance by the soap manufacturers; therefore no market price is fixed to this grade.

The first two pressings are used as "edible," the third never; its color is black and much of the pulp is mixed with it. It is said a better soap is made by mixing with it the better grades. The best quality of olive oil sells on the market, says Mr. Wallace, at 80 cents per gallon, a poorer quality of the same grade at 75 cents, and the cheapest offered is 60 cents per gallon. There is no market price fixed for the third pressing.

### The Syrian Olive Crop.

In the Aleppo district of Syria, the production is also greatly curtailed. Jesse B. Jackson writing from there says:

The statistics of the local government show that in the year 1907 the province of Aleppo produced 1,599,259 oke, equal to 4,397,962 pounds, of olive oil, figuring the oke at 2½ pounds, with a total value of \$748,000. These figures cover the amount of first-quality oil, pure yellow commercial oil, and a low-grade oil commonly used for soap manufacturing, but as no record was kept of each distinct quality, no separate figures can be given showing their respective amounts. The average value was estimated at 46½ cents per oke.

Recent careful inquiry in the olive-producing localities indicates that the crop for 1908 is deplorably short, it being estimated at less than 25 per cent and probably not to exceed 20 per cent. of the product of 1907, or possibly 319,852 oke, at the present market price valued at \$149,600.

### Cut Down Trees in Disgust.

The great uncertainty of having a successful season creates much dissatisfaction among the growers, and it not infrequently occurs that a proprietor becomes so disgusted with the business that he cuts down his trees, sells the trunks and largest branches to the cabinetmakers, where he obtains fabulous prices, and the roots and other parts to the city inhabitants for fuel, thereafter cultivating the soil for the raising of cereals, etc.

Highest price paid for  
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ESTABLISHED 1886  
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in the matter of "Particularity."

We want our Salmon to be

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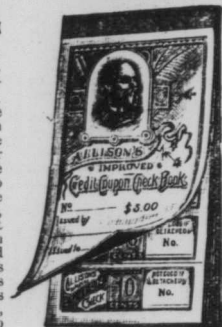
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Nail Him:**

If you give a man credit, and get "stung" don't curse your "hard luck"—be consistent, and blame YOURSELF. Because if you haven't a way of controlling your credit customers, it's YOUR OWN FAULT, and it's mighty easy to supply yourself with

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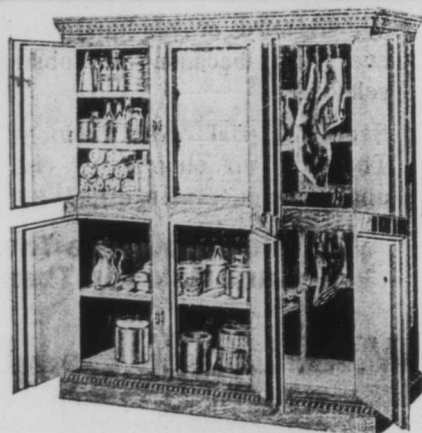
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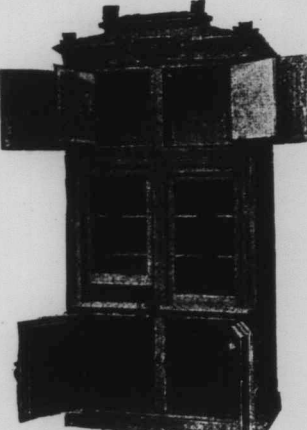


Don't let your stock melt and fade out of sight in the window from the sun's action.

Be up-to-date. It looks like business coming your way if your store is modern enough to sport an awning in front.

IT SAVES STOCK AND STOCK SAVED  
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For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

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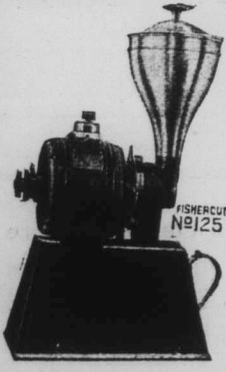
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is the cost of electricity to grind one at a pound a minute. Think of it, ground faster than you can sell it. You can sell other merchandise while the mill is attending to the coffee.

**INSTALLATION.** Simply screw plug into any lamp socket of lighting line and start and stop by snap switch. No rheostats and special power lines made necessary by larger motors.

**SIMPLICITY.** There are no gears or complications to go wrong and eat up power, and our cutters have hardened cast steel teeth and are fitted directly to motor shaft.

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The Bowser will keep your property absolutely safe from gasolene fires and explosions because it keeps explosive gases from forming.

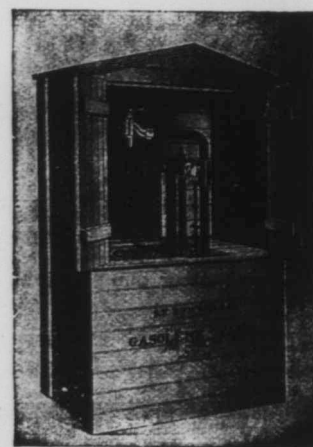
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Diamond  
1-lb. tins, 3  
1-lb. tins, 3  
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1M

Cases  
4-doz.....  
2-doz.....  
1-doz.....  
1-doz.....  
1-doz.....  
1-doz.....



CLEV  
Cleveland  
"  
"  
"

Barrels—1  
cent. d

Crown Br  
1 lb. tins, 1  
1 lb. " 2  
1 lb. " 4  
WHITE SW  
White Sw  
1-lb. tins  
1-lb.  
1-lb.

Keen's Ox  
In 10-1  
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H-O

Foree, 36s  
Korn-Kin  
Presto, 36  
Pancake,  
Tapioca, 3  
Hominy, 3



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Diamond—		
1-lb. tins, 2 doz. in case		\$2 00
1-lb. tins, 4 " "		1 25
1-lb. tins, 8 " "		0 75

**IMPERIAL BAKING POWDER.**

Sizes.	Per doz.
4-doz. 10c.	\$0 85
2-doz. 8-oz.	1 75
1-doz. 12-oz.	3 50
3-doz. 12-oz.	3 40
1-doz. 2 1/2 lb.	10 50
1-doz. 5 lb.	19 75

**MAGIC BAKING POWDER**

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	6 " "	0 75
4 " "	8 " "	0 85
4 " "	12 " "	1 40
2 " "	12 " "	1 45
2 " "	16 " "	1 65
2 " "	2 1/2-lb.	4 10
1 " "	5 " "	7 50
1 " "	6 oz.	Per case
1 " "	12 " "	\$4 55

**ROYAL BAKING POWDER**

Cases.	Per Doz.
Royal-Dime	\$ 0 85
1 lb.	1 40
5 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
5 lb.	15 50
5 lb.	25 35

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

**CLEVELAND'S BAKING POWDER.**

Sizes.	Per Doz.
Cleveland's-Dime	\$ 0 93
1 lb.	1 33
5 oz.	1 90
1 lb.	3 45
12 oz.	3 70
1 lb.	4 65
5 lb.	13 30
5 lb.	21 65

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

**T. KINNEAR & CO.**

Crown Brand—	
1-lb. tins, 3 doz. in case	\$1 20
1-lb. " 2 " "	0 80
1-lb. " 4 " "	0 45

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " "	1 00
1-lb. " " "	0 8

**Blue.**

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

**Cereals**

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

Per case.	Per case.
Foree, 36s.	\$1 50
Gusto, 36s.	\$2 85
Korn-Klink, 36s, 1.45	H-O oatmeal, 24, \$1 10
Presto, 36s.	3.40
Pancake, 36s.	3.50
Papioes, 36s.	2.85
Farina, 24s.	1.70
Hominy, 36s.	2.50

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00	
The King's Food, 2-doz. in case, per case, \$4.80	
White Swan Barley Crisps, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

**Chocolates and Cocoas.**  
THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1/2-lb. per doz.	2 40
Perfection, 1/4-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 37
Soluble, bulk, No. 1, per lb.	0 30
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—	
Plain Rock, 1/2's & 1/4's, cakes, 12-lb. box	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80

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

Sweet Chocolate—

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

Loings for oak—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in box, per dozen	0 90
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**Confections—**

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

**Chocolate—**

Maple buds, 5-lb. boxes, lb.	0 33
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb.	0 28
" " 2's, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c size, box	1 35

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

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

**EPP'S.**  
Agents, O. E. Colson & Son, Montreal.

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

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

**Elite, 10c size (for cooking), doz. 0 90**

**Prepared cocoa, 1/2's 0 28**

**Prepared 1/2's 0 28**

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

" breakfast cocoa, 1/2's	0 38
" " " "	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 30
" Sweet Chocolate Coatings	0 32

**WALTER BAKER & CO., LIMITED.** Per lb.

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

The above quotations are f.o.b. Montreal

**Cocoanut.**  
CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 35
1 lb. " "	0 37
1 lb. " "	0 38
1 and 1/2 lb. packages assorted	0 35
1 and 1/2 lb. " "	0 36
1 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 30

**Bulk—**

In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins. Ebla.	
White Moss, 4-cwt. 0 18	0 17	0 17
Best Shredded	0 18	0 16
Special Shred	0 17	0 15
Ribbon	0 19	0 17
Macaroon	0 17	0 15
Decolcated	0 16	0
White Moss in 5 and 10 lb. square tins, 21c.		

**WHITE SWAN SPICES AND CEREALS LTD.**

White Swan Cocoanut—

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

**Condensed Milk.**  
BORDEN'S CONDENSED MILK CO. Cases, Doz.

Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.)	\$4 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00

**Evaporated Cream—**

"Peerless" brand evap. cream	4 70 1 30
hotel size	4 90 2 45



**TRURO CONDENSED MILK CO., LIMITED.**

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



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

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 28
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Jays and Mocha, whole	0 17
" " ground	0 14
Golden Rio	0 14

**Package Coffees**

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

**THOS. J. LIPTON retail wholesale**

Lipton's "Special" blend coffee, 1 lb. tins, ground or whole	0 40 0 30
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**JAMES TURNER & CO. Per lb.**

Mecus	\$0 32
Damascus	0 28
Calro	0 20
Sirdar	0 17
Old Dutch Rio	0 12

**FATTERSON'S "GAM" COFFEE ESSENCE**  
Agents, Rose & Lafamme, Montreal and Toronto.

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

**WHITE SWAN SPICES AND CEREALS LTD. White Swan Blend.**

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

**Cafe des Epicures—1-lb. fancy glass jars, per doz., \$2.50.**

**Cafe L'Aromatique—1-lb. amber glass jars, per doz., \$4.**

**Presentation, with 3 tumblers, \$10 per doz.**

**THOMAS WOOD & CO.**

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

**Cheese.—I**

Large size jars, per doz.	\$3 25
Medium size jars, " "	4 80
Small size jars, " "	2 40

**Individual size jars, per doz. 1 00**

**Imperial holder—**

Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

**Roquefort—**

Large size, doz. 2 40
Small size, " 1 40



**Confections**  
THE COWAN CO. LTD.

Cream Bars, 60's, assorted flavors, box	1 90
Milk Chocolate Sticks, 36 in box	1 45
10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2, " "	0 35
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

**MACLAREN'S IMPERIAL CHEESE CO. LTD**

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " " " "	3.80
Assorted, cases, 25 small, 12 large	3.55

Net 30 days.

**Coupon Books—Allison's.**  
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils, Montreal \$2, \$3, \$5, \$10, \$15 and \$20. All same price one size or assorted.

**UN-NUMBERED**

Under 100 books	each 04
100 books and over	each 08
500 books to 1000 books	each 03

For numbering cover and each coupon, extra per book 1/2 cent.

**Cleaner.**

4-oz. cans	\$ 0 90
6-oz. " "	1 35
10-oz. " "	1 95
Quart " "	3 75
Gallon " "	10 00

**Wholesale Agent**  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**  
LAPORTE, MARTIN & OIE, LTD.

"Vita" Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz.	\$3 30
" " " " " " " " " " " "	3 00
" " " " " " " " " " " "	4 50
" " " " " " " " " " " "	4 75
" " " " " " " " " " " "	9 00

**THOMAS J. LIPTON**  
Prices on application.

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " " 1-lb. tins	2 25
" " " " 1-lb. tins	1 25
" " " " 1-lb. tins	2 25

**"Mephisto" and "Purity" Canned Lobsters.**



**Flavoring Extracts.**  
SHIRRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
12 " " " "	10 00
24 " " " "	18 00

Discounts on application.

**Jams and Jellies.**  
BARBER'S WHOLE FRUIT STRAWBERRY JAM  
Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz	\$ 20
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**THOMAS J. LIPTON**  
Prices on application.

**T. UPTON & CO.**

**Compound Fruit Jams—**

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 0 75
5 and 7-lb. tin pails, 2 and 3 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 07
20-lb. wood pails	" " 0 08

**Compound Fruit Jellies—**

12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case per lb.	0 75
7 wood pails, 6 pails in crate, per lb.	0 07





IF EVERY MAN IN A FACTORY of skilled workmen presses all his energy into making the best, something is going to be done and done right. That's why **Rising Sun** Stove Polish in Cakes and **Sun Paste** Stove Polish in Tins are right every time you sell them and bring the customer back for more. Every man in the factory does his best and that best is backed with forty years experience. It is worth while to push the Stove Polish that is right.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

## We Have Hammered Home Hard Hits

By our producing a superior product



By our plan of extensive advertising

With the house cleaning season there is no reason why you, Mr. Grocer, should not make this one of your best selling lines. It is ready and reliable, safe and lasting, brilliant and quick in results.

Sold by all Jobbers

**The F. F. Dalley Co., Limited**  
Hamilton, Canada - Buffalo, N.Y., U.S.A.

## Lost all he put into it

How often is this remark heard about some unfortunate investor. It's the old old story of rushing in without sufficient thought, knowledge or experience. Where can you gain these?

## Read The Financial Post

It tells from week to week all about the stock and bond situations. It will keep you thoroughly and reliably informed. Its articles are clear, practical, interesting and authoritative; its information is accurate, complete and obtained at first hand.

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## BLACK JACK

QUICK, CLEAN, HANDY

TRY IT.



SOLD BY ALL JOBBERS

3/4-lb. tins—3 doz. in case.



## Royal Metal Polishes

Lead the World.

The undoubted merit of Royal Metal Polishes makes them absolutely the best proposition in this line.

Spring-time is cleaning-time. There is a big share of trade awaiting the dealer who goes after it with the right line. Samples free.

**Royal Polishes Company,**  
Montreal

AGENTS: Ottawa—General Supply Co., of Canada, Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Erichsen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.



# A REAL TREAT

## At Any Time of the Year



GOODWILLIE'S PURE PRESERVES

GOODWILLIE'S delicious Fruits in Glass are always highly appreciated at **Any Table—** at **Any Time.**

Remind your customer of **GOODWILLIE'S** when she is buying and she will thank you for having done so.

### Is Your Stock Well Assorted?

Agents: **Rose & Laflamme, Limited**  
Montreal and Toronto

30-lb. wood pails..... 0 06  
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

**Jelly Powders**  
IMPERIAL DESSERT JELLY



Assorted flavors—gross 10.75.  
MacLaren Imperial Cheese Co. Limited



Assorted Case,	Contains 4 doz..	\$3.60
Assorted Case,	Contains 2 doz..	\$1.80
Lemon (Straight)	Contains 2 doz..	\$1.80
Orange (Straight)	Contains 2 doz..	\$1.80
Raspberry (Straight)	Contains 2 doz..	\$1.80
Strawberry (Straight)	Contains 2 doz..	\$1.80
Chocolate (Straight)	Contains 2 doz..	\$1.80
Cherry (Straight)	Contains 2 doz..	\$1.80
Peach (Straight)	Contains 2 doz..	\$1.80

Weight 7 lbs. to case. Freight rate, 8d class.

**Soap**

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... \$ 35  
Five cases, or over..... \$ 15



List price  
"Shirriff's" (all flavors), per doz. 0  
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



**Lard.**

M. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces.....\$0 10  
1-pails..... 0 11  
Tubs, 50 lbs. 0 10  
30-lb. Pails. 2 20  
20-lb. tins.. 2 10  
Cases 2-lb.. 0 11  
" 5-lb.. 0 10  
" 10-lb.. 0 10

F.O.B. Montreal.



**Licorice.**

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper...	per lb.	\$0 40
Fancy boxes (36 or 50 sticks)...	per box	1 25
"Ringed" 5-lb. boxes.....	per lb.	0 40
"Acme" pellets, 5-lb. cans.....	per can	2 00
"Acme" (fancy boxes 60) per box		1 50
Tar licorice and Tolu waters, 5-lb. cans.....	per can	3 00
Licorice lozenges, 5-lb. glass jars.....		1 75
" 30 5-lb. cans.....		1 50
"Purity" licorice 10 sticks.....		1 65
" 100 sticks.....		0 75
Dulce large cent sticks, 100 in box....		.....

**Lye (Concentrated)**

SILBERT'S PERFUMED. Per case

1 case of 4 dozen.....	\$3 40
3 cases of 4 dozen.....	8 50
5 cases or more.....	3 40

**Marmalade.**

T. UPTON & CO.

12-oz. glass jars, 2 doz. case....	per doz	\$1 00
16-oz. glass jars, 2 doz. in case		1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.		0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen.....		2 00

**SHIRRIFF BRAND**

"Imperial Scotch"—  
1-lb. glass, doz... 1 55  
2-lb. " " " " 2 00  
4-lb. tins, " " 4 65  
7-lb. " " " " 7 35  
"Sbrredded"—  
1-lb. glass, doz.... 1 90  
2-lb. " " " " 2 10  
7-lb. tins, " " " 8 25



THOMAS J. LIPTON

Prices on application



**SPRATT'S PRICE LIST**

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box	\$0 95
Parrot Food, 1/2 lb. pkts., 1 doz cartons	1 55
Parrot Food, 2-lb. pkts	0 35
Bird Cage Sand, about 1 1/2-lb. bags, 1-gross cases.....	0 50
Bird Cage Grit, about 1 1/2-lb. bags, 1-gross cases.....	0 30

**Mince Meat**

Wethy's condensed, per gross net .. \$12 00  
" per case of 1 doz. net ..... 3 00



ST. CHARLES CONDENSING CO

PRICES:

St. Charles Cream family size, per case	\$4 70
Ditto, hotel.	4 90
Silver Cow Milk	5 00
Purity Milk	4 70
Good Luck	4 60

**Mustard**

COLMAN'S OR KEEN'S	
D.S.F. 1/2-lb. tins.....	per doz. \$ 1 49
" 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. 1/2-lb. tins.....	per doz. 0 85
" 1-lb. tins.....	1 45

**Olive Oil**

LAPORTE, MARTIN & CIE., LTD.  
Minerva Brand—  
Minerva, qts. 12's..... \$ 5 75  
" pts 24's..... 6 50  
" 1/2-pts. 24's..... 4 25

**Sauces**

PATERSON'S WORCESTER SAUCE  
Agents, Rose & Laflamme, Montreal and Toronto  
1/2-pint bottles, 3 & 5 doz., per doz..... 0 90  
pint " 3 doz..... 1 75  
THOMAS J. LIPTON  
prices on application

**Soda**

COW BRAND

DWIGHT'S BAKING SODA  
Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1/2-lb. containing 120 pkgs. per box, \$3 00  
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs. per box \$3 00

Case of 50. pkgs. containing 96 pkgs. per box, \$3.00  
MAGIC BRAND Per case  
No. 1, cases 60 1-lb. packages..... \$ 2 75  
No. 2, " 120 1-lb. " " " 2 75  
No. 3, " 30 1-lb. " " " 2 75  
No. 3, " 60 1-lb. " " " 2 75  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 85  
5 cases..... 2 75







**TANGLEFOOT FLY PAPER** The Standard throughout the world for more than twenty-five years. ALL OTHERS ARE IMITATIONS.



**"GLOBE" with Percolator.**  
This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.  
We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**  
HAMILTON POTTERY  
HAMILTON, ONTARIO

**WARNING!**

Crescent Brand

**SODA CRYSTALS (WASHING SODA)**

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

**BRUNNER, MOND & CO., LIMITED**  
WINN & HOLLAND, Agents  
MONTREAL

**FREQUENCY OF SAILINGS**

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

**PICKFORD & BLACK**  
HALIFAX

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, etc. and in Canada

**'WELLINGTON' KNIFE POLISH**

**JOHN OAKEY & SONS, Limited**  
Manufacturers of  
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.  
Wellington Mills, London, England

Agent:  
**JOHN FORMAN, 644 Craig Street**  
MONTREAL

**APPRENTICES**

can Bank Money in a few weeks.  
Work will take but a few hours a week.  
You Need no Money because we provide the capital.  
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.  
If you will try it, we will send supplies at once. Your profits are large.

**IN ADDITION**

there are bonus prizes: a watch is one of these bonuses.  
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO  
**The MacLean Pub. Company**  
10 Front St. E., TORONTO

**TWO CENTS PER WORD**

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

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an  
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ed  
REAL  
0 42  
0 55  
and Ceylon  
0 60  
0 60  
0 80  
0 75  
0 75  
Hidgway's Standard Bulk Brand in stock  
at all our branches in Canada.  
THOMAS  
OOD & CO.  
Montreal and  
Boston  
base reta  
40 0 60  
35 0 50  
30 0 40  
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Lies.  
\$18 00  
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\$1 10  
\$1 10  
office.

# SALT

Why buy any but  
**THE BEST**  
when price is  
**NO HIGHER**

best brands,  
best assortment  
best service.

**VERRET, STEWART & CO.**  
LIMITED  
**MONTREAL**

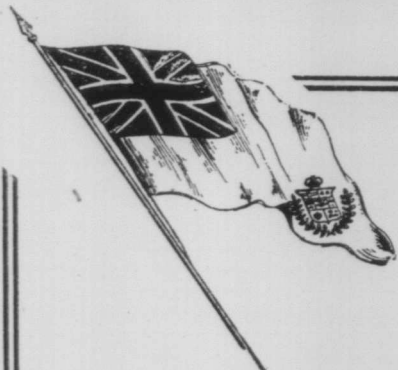
Apples are gone and your customers  
are at a loss to find something  
to fill the void.

Suggest

## WETHEY'S MINCE MEAT (IN CARTONS)

"Most Economical Pie Filler Made"  
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