

# CANADIAN GROCER

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

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

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

Winnipeg: 511 Union Bank Building

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NO. 19.

## KEEN'S

OXFORD



## BLUE

No Grocer can afford to be without this world-famed blue. It's in steady demand by every practical housewife, and stands out pre-eminent as a satisfaction-giver.

*See to your Stocks.*

For Sale by all the Canadian Jobbing Trade.

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

Agents for the Dominion of Canada

## DRIVE THESE TANDEM

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

and

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

They are the leading Laundry and Cooking Starches in Canada, and are noted for their purity and ease in handling. They leave a "worth-while" profit for the dealer. Order from your jobber.

## **EDWARDSBURG STARCH CO., LIMITED**

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works: Cardinal, Ont.

164 St. James St., Montreal

# "SURPRISE" SOAP



## "SURPRISE" SOAP

A Pure, Hard Soap, which has peculiar and remarkable qualities for washing clothes.

## "SURPRISE" Washing Powder

A Dry Soap in fine Powder, with Borax added, possessing wonderful lathering and cleansing properties. Can be used for all washing, cleansing and purifying purposes, in hard or soft, hot or cold water, without the use of soap, soda or any other preparation.

5c. per package.

"SURPRISE" Soap is known everywhere in Canada.

"SURPRISE" Washing Powder has not been so long on the market. We will be pleased to send a sample of this Powder to any Grocer on application.



# The St. Croix Soap Mfg. Co.

Factory at St. Stephen, N.B.

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

As Supplied  
to  
His Majesty  
the King



As Supplied  
to the British  
House of  
Commons

## "Stower's" Lime Juice Cordial

Few persons would purchase plain Lime Juice if they once tried a bottle of STOWER'S LIME JUICE CORDIAL, which is all ready for use, blended just right to suit the taste of the most fastidious, and so convenient.

LIME JUICE CORDIAL is one of the most popular drinks. It is delicious—quenching thirst—keeps the blood and digestive organs in an excellent state.

STOWER'S LIME JUICE CORDIAL is prepared from the freshly squeezed juice of the Lime Fruit, with every impurity carefully removed. It will not ferment and is sweetened with the best refined loaf sugar.

NO MUSTY FLAVOR

*Order now and be in time.*

ARTHUR P. TIPPET & CO.

SOLE AGENTS

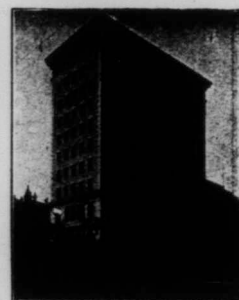
Co.

Indies



Montreal Office

# Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p><b>R. B. Colwell</b> BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS <b>E. D. Smith Lowneys Toblers</b></p>	<p><b>Live Representation !</b> Do not neglect the Eastern Townships. Am open for another good agency. Know the trade. Have three travelers, <b>E. H. BOWEN, SHERBROOKE, QUE.</b> Manufacturers' Agent and Broker.</p>	<p><b>W. G. PATRICK &amp; CO.</b> Manufacturers' Agents and Importers <b>77 York Street, Toronto</b></p>
<p><b>J. W. GORHAM &amp; CO.</b> JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p><b>E. T. BUSINESS.</b> You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. 15 Years on the Ground <b>S. ROBITAILLE &amp; CO., Sherbrooke</b></p>	<p><b>MacLaren Imperial Cheese Co.</b> Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers <b>TORONTO, Ont. DETROIT, Mich.</b></p>
<p><b>FOR SALE</b> Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. <b>J. T. ADAMSON &amp; CO.</b> Customs Brokers and Warehousemen  27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p><b>W. S. CLAWSON &amp; CO.</b> Manufacturers' Agents and Grocery Brokers. Warehousemen <b>ST. JOHN, - - - N.B.</b> Open for a few more first-class lines.</p>	<p><b>ON SPOT</b> Spanish and French Shelled Peanuts. Two and three Crown Shelled Almonds. Whole, Halves and Broken Shelled Walnuts. Shelled Filberts. Quotations gladly furnished. <b>Lind Brokerage Company</b> 73 Front St. E., Toronto</p>
<p><b>ROBERT ALLAN &amp; CO.</b> MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p><b>Consignment of genuine Fraser River Sockeye Sal- mon. Ask for prices.</b></p>	<p><b>OUT FOR MORE BUSINESS THE HARRY HORNE CO.</b> Grocery Brokers and Manufacturers' Agents. 309-311 King St. West, - - - Toronto We are open to represent a leading Manufacturer of Groceries or Grocery Sundries, for Toronto district. Will give special attention to a good line. Reference— Traders Bank. We solicit your correspondence.</p>
<p><b>CLARE, LITTLE &amp; CO.,</b> WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufac- turers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. <b>SASKATOON,</b> Western Canada</p>	<p><b>W. H. Millman &amp; Sons</b> Wholesale Grocery Brokers TORONTO</p>	<p><b>WATSON &amp; TRUESDALE</b> (Successors to Stuart, Watson &amp; Co.) Wholesale Commission Brokers and Manufacturers' Agents. <b>WINNIPEG, - - - MAN.</b> Domestic and Foreign Agencies Solicited.</p>
<p><b>T. E. CHAREST</b> Commission Merchant <b>QUEBEC</b></p>	<p>NEWFOUNDLAND <b>T. A. MACNAB &amp; CO.</b> ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p><b>Prout, Simpson &amp; Co.</b> Wholesale Produce Merchants We are open to act as Selling Agents and Distributors for few suitable lines.</p>
<p>My several years' experience makes me a particularly reliable representa- tive for a Canned Goods House. Am open to consider a good proposition in this line at once. Highest references.</p>	<p><b>G. C. WARREN</b> Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT Trade Established 12 Years. Domestic and Foreign Agencies Solicited.</p>	<p><b>GROCERS BUTCHERS BAKERS</b> Canvassed Twice Weekly.  Splendid Trackage Warehouse. Low In- surance Rates. <b>WINNIPEG - - - MAN.</b></p>
<p></p>	<p><b>W. G. A. LAMBE &amp; CO.</b> TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>WRITE TO 10 Garfield Chambers, Belfast, Ireland For sample copy of the <b>Irish Grocer, Drug, Provision, and General Trades' Journal</b> If you are interested in Irish Trade.</p>

A sure, easy and satisfactory way  
to make money

Sell



1/2-lb.

1-lb.

2-lb. cans—

Whole or ground—

Retails at 40c. lb.

It will bring you new customers  
WE GUARANTEE EVERY TIN

**EBY-BLAIN, LIMITED**  
COFFEE IMPORTERS TORONTO

That's  
Blue  
Ribbon  
Tea

GOOD TEA  
Draws Trade  
AND  
Holds Trade

As  
all good  
Dealers  
know

Dealers are often judged by the Tea they sell.  
If the Tea is good, other things sold are likewise good.

The  
Buyer  
asks for  
such tea

This is why "BLUE RIBBON TEA" wins  
trade and holds it for the dealer.

Do you know this for a fact?

It will pay you to sell your trade this  
high-grade tea.

It  
sells  
other  
goods

**The Blue Ribbon Tea Co.**  
MONTREAL, CANADA LIMITED

THE CANADIAN GROCER.



UNSWEETENED

## Borden's Brands Do Build Trade—

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

Always keep Borden's Brands to the front.

### Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Mason & Hickey, Winnipeg, Man.

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



## "NUGGET" POLISHES

"DOUBLE the LIFE of your BOOTS"



FROM

## Coast to Coast

This is a reproduction of our large poster which appears on the billboards in every large city and town between the Atlantic and Pacific.

"HE IS  
WORKING  
FOR YOU"

THINK what this means to the sale of  
"NUGGET" POLISHES.

ARE YOU IN ON THIS ?

THE  
"NUGGET" POLISH CO.

LIMITED

Toronto and Halifax

Things That Shouldn't Be



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

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

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

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

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

**DOMINION CANNERS**

Limited

HAMILTON,

-

CANADA

# "Increased our Cash Business 50%"

Any proposition that can do that for a dealer is worth instant and serious attention. We want to help you to combat the increasing competition of the DEPARTMENT STORE OCTOPUS, and to get back to your store a large volume of the trade that rightfully belongs there. We aim at encouraging QUICK Cash Sales, and our proposal has nothing of the 'experiment' about it,—it's rational, sensible and feasible. Don't imagine that we ask you to make a big outlay,—the expense is trifling compared with the benefit that must accrue to your store. Will you give our plan a trial?

Read what one delighted dealer says.

Office of  
**E. THOMPSON & CO.**  
 General Merchants CAMROSE, ALTA.

B. C. C. Co.  
 Dear Sir:—Please forward the following order enclosed herein at once. We wish for the Sage Design.  
 We are well satisfied with our first order and have no doubt but what it has increased our cash business 50%. Yours truly,  
 E. THOMPSON & CO.

## The British Canadian Crockery Co., Ltd.

25 Melinda Street

::

::

TORONTO

# Cut Your Ice Bill!



You can do it with a

## McCray Refrigerator

**H**UNDREDS of grocers who use **McCray Refrigerators** have told us they are not only able to preserve perishable goods perfectly but to do so with *less ice*. If we said to you "McCray Refrigerators use less ice than any other kinds," you might reply "That's only an advertising claim," but when *other grocers* say it you *know* it's a *fact*. Facts of this kind affect *your pocket-book*. You're *wasting money* on ice now and *losing money* by having goods spoil in spite of the big ice bills. The "ice eater" refrigerator is a "profit eater." Find out about the **McCray Refrigerator** by sending us a postal with your name and address. Ask us for "Catalog No. 66," because it tells especially about our refrigerators for *Retail Grocers*.

## McCray Refrigerator Company

131 LAKE STREET, KENDALLVILLE, INDIANA





*Campbell's*  
**SOUPS**

**SELL!**



One of the most important features of the grocery business is the big sale of CAMPBELL'S SOUPS which is constantly being made BIGGER by our thorough and systematic advertising. It is important to YOU because we are reaching YOUR CUSTOMERS and INTERESTING THEM and because there is such a splendid profit in CAMPBELL'S SOUPS. It will pay you to attract to your store the sales we are creating. We'll help you do this. We'll supply you with window-dressing material, attractive banners, and display cards. We'll send you an "address list"—fill it with the names of your customers and return it to us and we'll mail our "Menu Book" to each one with YOUR name on the envelope. Push CAMPBELL'S SOUPS because they PAY YOU, because they PLEASE YOUR CUSTOMERS, and because WE'LL HELP.

**JOSEPH CAMPBELL COMPANY**

CAMDEN, N.J.

"21 KINDS—LOOK FOR THE RED-AND-WHITE LABEL"

ROSE & LAFLAMME, LIMITED, 400 ST. PAUL STREET, MONTREAL  
Sales Agency for Provinces of Quebec and Ontario

# LAST CALL

Do not wait another day to order your Lobster and Kippered Herring supplies. Write us now for

**ICE CASTLE LOBSTERS**

AND ALSO

**Ice Castle Kippered Herring**

We are packing the goods and are nearly sold up. Quality high as ever.  
Going to go as quickly as packed.

**J. W. WINDSOR**

Packer of the Largest Variety of Canned Goods in Canada

AGENTS—Jas. Craig, Windsor; A. E. Richards, Toronto and Hamilton; Geo. H. Gillespie, London, Ont.; W. H. Escott, Winnipeg; Dominion Brokerage Co., Edmonton.

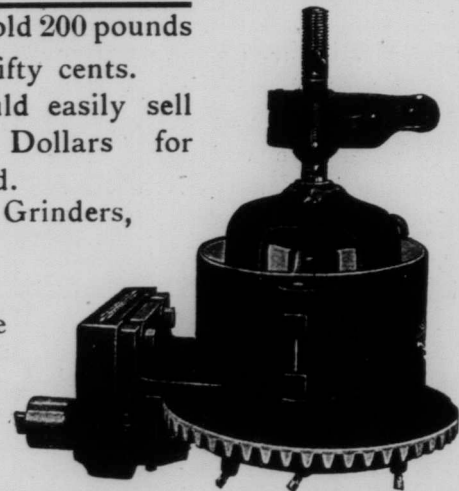
# Hobart Electrical Meat Choppers



Are the Standard of Quality from  
the Atlantic to the Pacific.  
**Bone Grinder Attachment**

You Lost Six Dollars Last  
Week if you sold 200 pounds  
of bones for fifty cents.

They would easily sell  
for Seven Dollars for  
Chicken Feed.  
Hobart Bone Grinders,  
attachable  
to Hobart  
Choppers, are  
making big  
money for  
Butchers  
everywhere.



Please Write  
for  
Catalogue.

CANADIAN SALES  
AGENTS

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

# A 1 SAUCE

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

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

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

GENERAL AGENTS:

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

H. HUBBARD, 27 Common St., Montreal

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

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

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



## Dear Mr. Grocer—

Your main idea is to eliminate dead timber—"poor sellers"—from your shelves.

Every month that your money stays in bank it earns something—credit or interest.

Every month a brand of goods remains on your shelves without a sale it costs you something. Because the money you have invested in it is not earning you anything.

# Pure Gold

(Trade Mark Registered)

## Food Products

are quick sellers. Our advertising moves them in a hurry. The quality of the goods brings quick repeat sales. But above all our guarantee to you makes you safe. If you don't find the goods ready sellers—or if *the quality* of the goods is not entirely satisfactory to your customers, return the unsold stock and get your money back. Without discount.

If you don't carry the goods now, write for information and a salesman's call (should you wish it).

These goods can be had of all jobbers and can be shipped from Pure Gold stocks at Victoria, Vancouver, Winnipeg, Montreal, Toronto and Calgary.

PURE GOLD MANUFACTURING CO., Limited, Toronto

bers  
om  
ic.  
ment



on, Ont.



nd



They look for this trade-mark when they buy salt, and insist on having

## Windsor Salt

because they have found no other to equal it in fineness, dryness, flavor or purity.

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

## ST. CHARLES EVAPORATED CREAM

The Purest



and Best

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

Manufactured by



**St. Charles Condensing Co.**  
"Manufacturers of quality CREAM"  
INGERSOLL, ONTARIO  
CANADA



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

PROPRIETORS:

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

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

## Cane's "New Idea" Butter Tubs

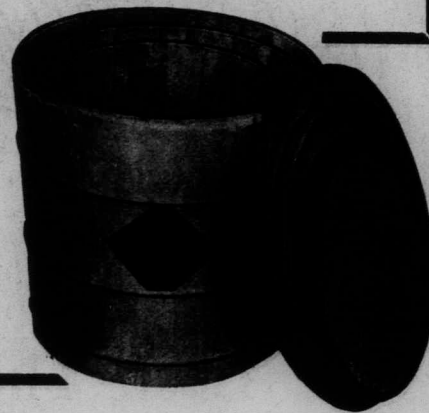
These are the kind of Butter Tubs your customers want. Show them how the specially-treated wood keeps the butter absolutely free from contamination and retains its freshness unimpaired.

### YOU SHOULD HANDLE THEM

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

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

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



**COOK'S  
FRIEND  
BAKING  
POWDER**

*"It pays to sell  
goods that give  
satisfaction."*

Mr. Grocer, you cannot conscientiously hand out some other brand as "just as good," but you can recommend

**Cook's Friend  
Baking Powder**

as the best at any price.

Remember, 50 years a leader for high-grade quality, purity and uniformity is some record. Never changes in quality—always the best—and **Contains No Alum.**

ORDER FROM YOUR JOBBER

**W. D. McLAREN, LIMITED**  
MONTREAL



**DUST IS A GENERAL NUISANCE**

BUT IT CAN BE AVOIDED BY USING

**DUSTBANE**

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

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

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

Ask Your Wholesaler for These Goods

We make a specialty of

**Maple Flavor**

For Manufacturers of Extracts  
Syrups, Biscuits and Confectionery

**STUART BROTHERS**

Distillers Essential Oils, Etc.

NIAGARA FALLS . . . . . CANADA

# Gossages' Magical Soap

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

GUARANTEED GENUINE

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



Importers, Roasters and Grinders

—OF—

## COFFEE AND SPICES

MANUFACTURERS OF

Jams, Jellies, Pickles, Sauces and  
Flavoring Extracts

We manufacture a full line of these and are  
able to supply you quickly and cheaply.

OUR PRICES ARE RIGHT  
WE WANT YOUR BUSINESS

Before replenishing your stock get our prices.

**Empress Manufacturing Co.**

Limited

VANCOUVER, B.C.

MADE IN CANADA

## SUPERFINE LINEN RECORD

For all Commercial Purposes,  
Blank Books, Loose Leaf Sheets  
and Letter Heads.

Superfine Linen Record will  
give you perfect satisfaction.

Envelopes to Match.

*Send for our new sample book.*

**THE ROLLAND PAPER COMPANY, LIMITED**  
MONTREAL, P.Q.



# Balaklava Brand

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

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

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

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

**The Eastern Canning Co.**

PORT CANADA, : N.B.

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

NO SPRINGS

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

## The Toledo Scale

Is Now the Recognized Standard.

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

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



MADE IN CANADA

70,000 Now in Use

The Great Fair Store, Chicago, uses 100 Toledo Scales, and say:

"The 100 Scales you sold us are very satisfactory. They are certainly money-savers on over-weight."

"We satisfied ourselves the Toledo Scale was superior to all others."

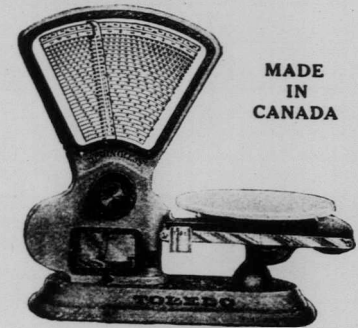
E. J. Lehmann, Vice Pres.

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

**Toledo Computing Scale Co.**

Makers of Honest Scales  
TOLEDO OHIO

OFFICES:  
Toronto, 335 Yonge St.  
Winnipeg, Edmonton, Calgary



MADE IN CANADA

NO SPRINGS



## White Mop Wringer

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

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

Each one sold is YOUR advertisement, creating more sales.

Watch for TRADE MARK below; it stands for excellence.

Write for Details. Made in Canada.

**White Mop Wringer Co.,**

FULTONVILLE, : N.Y.



—BUY—

# Star Brand

COTTON CLOTHES LINES

—AND—

COTTON TWINE

Cotton Lines are as cheap as Sisal or Manilla and much better

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

## Meadow Cream Sodas

Why are they in such demand all over the Dominion? Because they are made from the choicest Winter Wheat Flour by highly skilled bakers. From the trough to the shipping room the best and most scientific methods are used.

You should stock Meadow Cream Sodas. Their goodness and flavor will please your customers, and you'll find the profit satisfactory.

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



**ENGLAND'S  
LEADING  
FRUIT SAUCE**

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

**1000 GUINEAS**

Sells at 15 cents and 25 cents  
BE WARY OF IMITATIONS

# SAUCE

**George Mason & Co., Limited**

Sole Manufacturers LONDON, ENG.

Sole Canadian Agents

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

MONTREAL

SUB-AGENTS:

Toronto, Ont.—Geo. Stanway & Co.  
Hamilton, Ont.—James Somerville  
Ottawa, Ont.—H. D. Marceau  
London, Ont.—Wm. G. Coles & Co.  
Quebec, Que.—The F. Abel Co.  
Kingston, Ont.—James Craig

# Redpath

is

## Canada's Standard

for

## Refined Sugar

Manufactured by

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



## A Genuine Business Builder!

That is what you will find

## SHIRRIFF'S JELLY POWDERS

to be. They produce instantly that sparkling, pure, natural-flavored Jelly which delights the dainty housewife. See to it that you are able to supply the insistent demand for SHIRRIFF'S.

Order from your jobber or write us direct.

**Imperial Extract Co., 8, 10, 12 Matilda St., Toronto**



THE CANADIAN GROCER.

ESTABLISHED OVER 200 YEARS

# CHAMPION'S

# MALT VINEGAR



LONDON, ENGLAND

Commands a Preference over all others.

IS THE BEST

Made from the finest maltd barley.

AGENTS

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

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

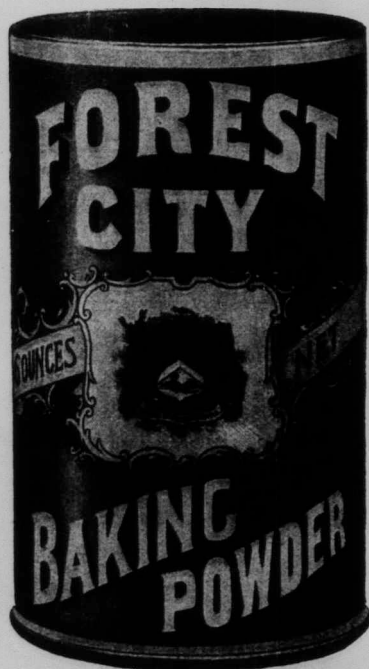
Green & Co., 25 Front Street East, Toronto. R. Robertson & Co., 912-913 Dominion Trust Bldg., Vancouver, B.C.

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

## FOREST CITY BAKING POWDER



THE STANDARD FOR 25 YEARS

6 oz. tins, 75c. doz.

12 oz. " \$1.25 "

16 oz. " \$1.50 "

Manufactured By

GORMAN ECKERT & C.O., Limited

London & Winnipeg

"Cleanliness is next to Godliness"

For every kind of house-cleaning the particular housewife has nothing but good to say about

## ASEPTO

Soap Powder

"The enemy of dirt"

It is very economical in use, and the effective and rapid way in which it does its work is a certain guarantee of repeat orders.

See to your stocks.

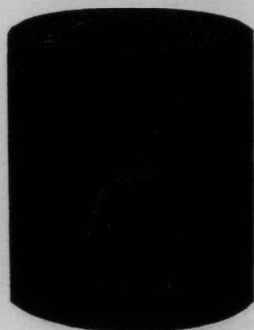
### ASEPTO MFG. CO.

ST. JOHN, N.B.

Agents— ROSE & LAFLAMME, Ltd. Montreal

*THERE'S a reason why*

## Canada First Evaporated Cream



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

**Order from your wholesaler.**

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

**Tartan**  
**BRAND**

**CANNED GOODS ARE GETTING SCARCE**

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

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

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

*St. Lawrence*

**GRANULATED**

and

**GOLDEN YELLOWS**

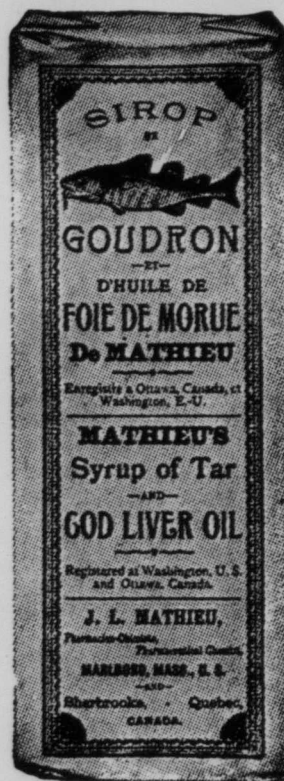
Made only from Pure Cane Sugar

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

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

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

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



**A COLD CURE EVERY Dealer Can Recommend**

To be able to recommend an article because of its success in the past makes selling easy.

**MATHIEU'S SYRUP**

of Tar and Cod Liver Oil

has been a wonderful success. The testimonials received by the proprietors tell of marvellous cures. Thousands of households are never without it. Its sales have multiplied in every community where it is sold. Dealers never find it a slow seller. During the Fall and Winter seasons large sales are assured. Keep a good supply on hand and when ordering order also

**MATHIEU'S NERVINE POWDERS**

which are necessary to reduce fever and remove pains in connection with colds.

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

Distributors for Western Canada:

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

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

**Absolute Purity is Essential**

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

PUT UP ONLY BY

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

# Royal Salad Dressing

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

No table relish is so sure to please.

It attracts the kind of trade that buy the best.

Made in Canada by

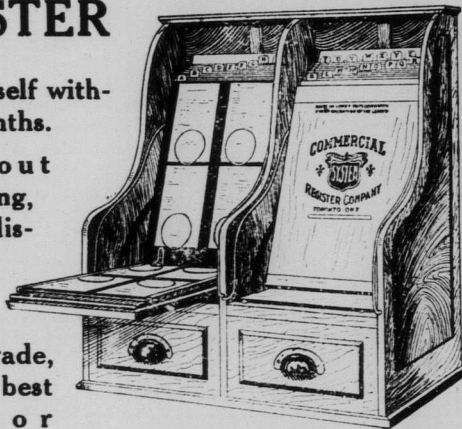
**The Horton-Cato Mfg. Co.**

Windsor,            ::            ::            Ontario

# THE COMMERCIAL REGISTER

Pays for itself within few months.

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



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

**COMMERCIAL REGISTER CO.**

178-180 Victoria Street - - Toronto, Ont.

# Get Wise

to the solution of the profit-making problem by featuring

# WONDERFUL SOAP

It is, as its name implies, the Wash Day Wonder Worker in the rapid and effective cleaning of soiled clothes.

**WONDERFUL SOAP** is attractively packed and made-up and commands a ready sale which leaves you an excellent profit margin.

We have an interesting sales-helping proposition which cannot fail to work to our mutual advantage. Ask us about it!

**The Guelph Soap Co.**  
Guelph, Ontario

Toronto Agents:—MacGregor Specialty Company

Are you handling the original magic hand cleaner?

For the effective chasing of all

# SNAP

dirt, grease, tar or paint from the hands "SNAP" is unrivalled. Sells at sight. Order from your jobber

**SNAP Co. Ltd.**



**MONTREAL CANADA**

**YOU**

have a special opportunity to get and hold a large part of the family soap trade if you are handling



**Richards Pure Soap**

It is an honest soap of guaranteed purity and leaves a good profit. Here's the full line:

**Quick Naptha Soap     100% Pure Lye     Snowflake Soap Chips**  
**Ammonia Powder                             Toilet Soaps**

Agent for Toronto and Hamilton : Mr. Hutchinson, Omand Mfg. Co., 76 Colborne St., Toronto.

*The*  
**"Eureka" Refrigerator**



A  
 Handsome  
 Fixture

Write  
 for  
 Catalogue

The  
 "Eureka"

Patented  
 System

is by long odds the most satisfactory for grocers and butchers. Merchants throughout the Dominion have pronounced it the most economical and effective.

**Eureka Refrigerator Co., Ltd.**  
 56 Noble Street (Near Queen St. Subway)  
 TORONTO

**Sanitary Cans**

For Hand Filled Goods

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

**Sanitary Enamel Lined Cans**

For Color Fruits and Goods of Strong Acidity

Strawberries, Red Raspberries, Black Raspberries, 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

**JAPAN TEAS**

Operations in New Crop have commenced,  
 and we can submit favorable cable quotations.

**S. T. NISHIMURA & COMPANY**  
 MONTREAL & JAPAN

## ADVANCE—OR RETIRE ?

there's no standing still in business

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

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

# H. P. SAUCE



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

### Pickles



So called because they  
are second to none for  
value.

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

GOOD, SOUND  
VEGETABLES  
and  
PURE VINEGAR

Low Price  
High Quality

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

## GINGERBREAD

BRAND

## MOLASSES

A Molasses that increases your sales.

THREE reasons for it:

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

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

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

**THE BEST THERE IS**

Be convinced now.

**The Dominion Molasses  
Co., Limited**

HALIFAX

NOVA SCOTIA

Facts are Stubborn Things  
and the fact that

## AURORA COFFEE

is so much Superior to all the others is a valid reason why  
you should handle it! The aroma and flavor of "Aurora"  
Coffee are unsurpassed, and its retail price, 40c., leaves  
you a very good margin of profit. Stock up without delay.

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



BRANCH—SAULT STE. MARIE

THE CANADIAN GROCER.

# DOME LEAD

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

## James Dome Black Lead

Pays both Jobber and Retailer a Good Profit.

Send us your order now  
FOR

### "KANDY KID"

Molasses Popcorn.

Price is 90c. a carton of 2  
dozen.

Retails 5c. a package.

A case contains 6 cartons.

It's a Seller and Repeater.

**We Expect to Ship Next Week.**

**John Sloan & Co.**

TORONTO :: :: BELLEVILLE

### Goodwillie's Fruits IN GLASS

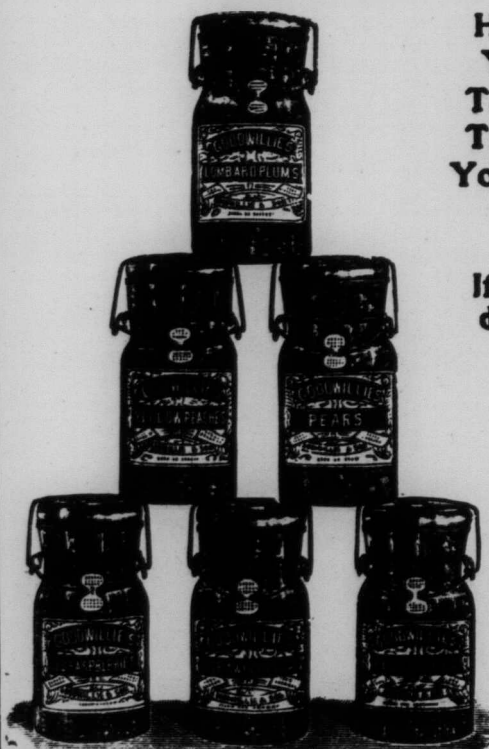
Have  
You  
Tasted  
Them  
Yourself  
?

If not,  
do so

Agents.

Rose  
&  
Laflamme  
Limited

Montreal  
and  
Toronto



### QUALITY

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

Sold by leading hard-  
ware dealers, or write  
to us.

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

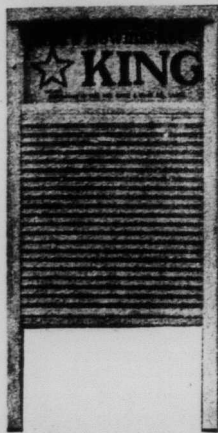


### McLean's

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

**THE CANADIAN COCOANUT COMPANY**  
MONTREAL





**It Pays To Sell Cane's Washboards**

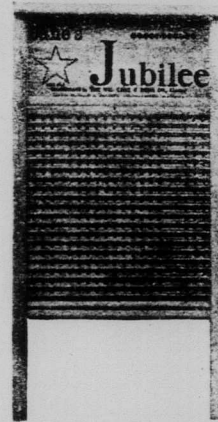
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

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



fruits

Have You Tasted Them Yourself?

If not, do so

Agents.

Rose & Laflamme Limited

Montreal and Toronto

BRANDS

**"BANNER" & "PRINCESS"**

CONDENSED MILK

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

**St. George Evaporated Cream**  
(Unsweetened)

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

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

**J. MALCOLM & SON**  
ST. GEORGE, ONT.

IN

2 1

THE WORLD'S BEST

**SHOE POLISH**

Damp, cold and heat alike have no effect on this polish. It does not clog the brush nor soil the clothes, but it lengthens the life of the shoe, and produces a quick, lasting POLISH.

There is more demand for it now than ever before. You are losing a profitable trade if you have been so short-sighted as not to stock it hitherto.

— WRITE TO-DAY —

**The F. F. DALLEY CO. LTD.**  
HAMILTON & BUFFALO, N. Y.

LET US GIVE YOU A POINTER **JAMS**

There's a whole volume of trade possibilities awaiting the grocer who hits the family taste by recommending and selling pure jams.



are just the line to foster this desirable trade, and to hold it when obtained. Purity and quality are assured to all users of "Sterling" Jams and a good profit for the retailer.

Send for prices.

**The T. A. Lytle Co., Ltd.**  
Sterling Road,  
Toronto

# Wagstaffe's Pure Black Currant Jam SOLD OUT

WHY IS THIS? Because we have a special process that retains all the Medicinal Properties that the Black Currant is noted for, and your clients come again. There is a flavor that has a snap with it, not found in other makes.

# Wagstaffe's Pure Orange Marmalade WILL BE SOLD OUT NEXT WEEK

We cannot make any more until next season January 1st, 1911. Order at once to avoid disappointment.

**WAGSTAFFE LIMITED**  
Pure Fruit Preservers HAMILTON

## BLACK JACK

QUICK, CLEAN, HANDY



TRY IT.

SOLD BY  
ALL  
JOBBERs

3/4-lb. tins—3 doz. in case.

SELL

## Royal Metal Polishes

NOW

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

**ROYAL POLISHES COMPANY**  
MONTREAL



## TEA LEAD

Best Incorrodible

Buy "PRIDE OF THE ISLAND" Brand

as extensively used for years past by most of the leading packers of Tea in Canada.

**ISLAND LEAD MILLS LIMITED,**

Tel. Address: "Laminated," London.  
A.B.C. Codes used 4th and 5th Editions.

**LIMEHOUSE,  
LONDON, E., ENG.**

Canadian Agents

ALFRED B. LAMBE & SON, TORONTO  
J. HUNTER WHITE, ST. JOHN, N.B.  
CECIL T. GORDON, MONTREAL

## ARCTIC Refrigerator

It does not matter a great deal what kind of a refrigerator you use. For they don't all refrigerate alike.

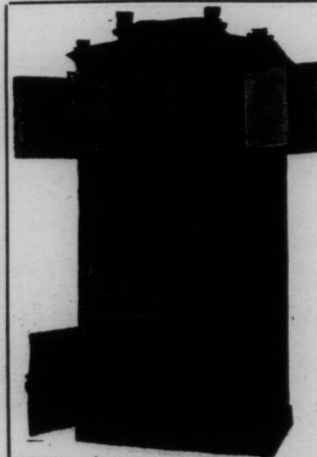
There are many good reasons why your refrigerator should be an ARCTIC.

These reasons have to do with the profits you make from butter, eggs and other perishables, and the degree with which you are able to satisfy your customers.

Arctic Refrigerators for All Purposes.

**JOHN HILLOCK & CO.**

Queen and George Sts., TORONTO  
Agents for Western Provinces: Ryan Bros., 147 Bannatyne Ave., Winnipeg





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LOCK & CO.

ge Sts., TORONTO

rn Provinces: Ryan  
tyne Ave., Winnipeg



## White Dove Cocoanut

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

*You sell it?*

**W. P. Downey**  
Maker  
MONTREAL

## Avoid that Needless Loss

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

**Allison** COUPON BOOKS

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

### HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.  
Manufactured by

**ALLISON COUPON CO., Indianapolis, Ind.**

## “Walker Bin” Infringement

IN THE EXCHEQUER COURT OF CANADA

BETWEEN

THE WALKER BIN COMPANY

PLAINTIFFS

AND

JOSEPH FRED BELLEFEUILLE, et al

DEFENDANTS

JUDGMENT HAS BEEN GIVEN AGAINST THE DEFENDANTS FOR DAMAGES AND COSTS AND AN INJUNCTION HAS BEEN ISSUED RESTRAINING THE DEFENDANTS FROM FURTHER INFRINGING CANADIAN PATENT No. 81723, AND FROM USING, MANUFACTURING, VENDING OR SELLING THE PLAINTIFFS' PATENTED IMPROVEMENT IN BINS.

In this action judgment is against both manufacturer and user of the infringing bin.

Messrs Lafleur, MacDougall, Macfarlane & Pope, Counsel for the Walker Bin Company, have been instructed to take prompt action against all infringers.

We are sole manufacturers in Canada of Walker Bin Fixtures, which are sold direct or through our accredited agents only.

**The Walker Bin & Store Fixture Co., Limited**  
Berlin, Ontario



**CHINESE  
STARCH**

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

Get Prices

**OCEAN MILLS**  
MONTREAL

## Turn Your Accounts Into Cash

Our Collection System can get the money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral security.

Write for circular, rates and methods.

References from best dealers and Bank of Hamilton, Winnipeg.

**Commercial Union Association**

45 Alkins Bldg., McDermott and Albert Sts.

WINNIPEG, MAN.

Service

Est. 1903

Satisfaction

## **WHITE SWAN BAKING POWDER**

Is a well-known medium-priced Baking Powder which

**CONTAINS NO ALUM**

and is sold in every Province in Canada

**"CONTAINS NO ALUM"**

was true of

## **White Swan Brand BAKING POWDER**

Many Years Ago

And is True To-day

**IT WAS NEVER**

**SOLD AT FANCY PRICES**

And costs you much less than other brands

A CARD WILL BRING YOU FULL INFORMATION

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

## **A QUICK SELLER AT A GOOD PROFIT**

Women prefer using **MINUTE TAPIOCA** because of its obvious advantages as a summer dessert.

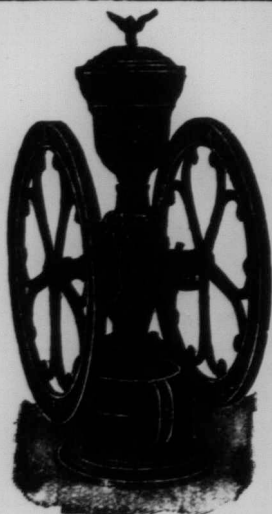
It requires no soaking—fifteen minutes' cooking produces a delicious tapioca pudding.

It is extra good value for the money—one package makes six full quarts of a pudding that is nourishing and delicious, and that presents an unusually smooth and dainty appearance on the table.

And **MINUTE TAPIOCA** is absolutely pure—put up in the world's largest and most sanitary tapioca factory.

Ask your jobber for  
**MINUTE TAPIOCA**

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



## **ELGIN NATIONAL COFFEE MILLS**

are made in no less than  
40 DIFFERENT STYLES

This favorite mill, in addition to its being the easiest running and fastest grinding on the market, is an ornament to any Grocery, owing to its attractive symmetry and finish.

The **ELGIN** has steel grinders, can be adjusted while running, and sells at a

**LOW COST**

Ask any of the following Jobbers for our Catalogue:

WINNIPEG—G. F. & J. Galt (and branches); The Godville Co. (and branches); Foley Bros., Larson & Co. (and branches).

VANCOUVER—The W. H. Malkin Co. Ltd.; Wm. Braid & Co.

HAMILTON—Jas. Turner & Co.; Balfour, Smye & Co.; MacPherson, Glasco & Co.

TORONTO—Eby, Blain, Ltd.

LONDON—Gorman, Eckert & Co.

ST. JOHN, N.B.—G. E. Barbour Co.; Dearborn & Co.

REGINA, SASK.—Campbell Bros. & Wilson

MONTREAL—The Canadian Fairbanks Co.

MANUFACTURED BY

**Woodruff & Edwards Co.**

ELGIN, ILL., U.S.A.

## Fortune in Foresight



**Quality**

in the Canned Fish you are handling is a most important matter, and you can obtain and hold the best of the family trade if you are selling

## **KING OSCAR SARDINES**

Show your foresight by pushing these fish. They are pure, sweet, wholesome, well packed and attractively gotten up and never fail to satisfy.

Stock your shelves liberally with "King Oscar" Brand.

**CANADIAN AGENTS**

**J. W. Bickle & Greening**

(J. A. Henderson)

Hamilton,

Ont.

THE CANADIAN GROCER

# PERRIN'S

RED LABEL

PACKAGE



20 CENT TINS

## GRAHAM WAFERS

DELICIOUS GOODS, HANDSOME PACKAGES

No matter what section of the country you live in you will find some PROGRESSIVE MERCHANT using a

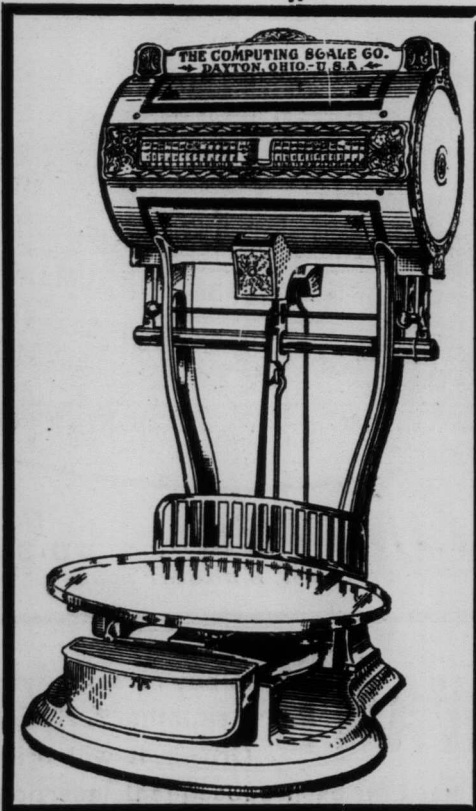
### Dayton Computing Scale

WHY DOES HE USE A DAYTON? BECAUSE IT SAVES HIM MONEY OVER THE OLD SYSTEM OF WEIGHING.

WHAT IT DOES FOR HIM IT WILL DO FOR YOU.

It does not cost you much to PROTECT YOUR BUSINESS AGAINST LOSS THROUGH WEIGHING, as we sell FAMOUS DAYTON SCALES FROM \$30 UP.

EVERY merchant who is anxious to stop the loss through over-weight should have this AUTOMATIC DAYTON SCALE demonstrated to him. It will be a revelation as OVER-WEIGHT IS IMPOSSIBLE with this



Scale. SOLD ON EASY MONTHLY PAYMENTS.

NO INTEREST CHARGED.

Drop us a card and have a demonstration on this scale. You will be under no obligation to buy.

We make very liberal allowances for old COMPUTING SCALES of any manufacture, if traded into us on the price of one of our improved scales, so if you have an old Computing Scale get our figure for an allowance.

**Made In Canada by Canadian Workmen**

Patronize Canadian factories.

EVERY SCALE WE SELL IS FULLY COVERED BY GUARANTEE.

Send us your card for a demonstration.

**THE COMPUTING SCALE CO.**  
of Canada, Limited.

164 King St. West, - TORONTO, ONT.



# BOWSER

## Long Distance System For Handling Kerosene or Gasolene

meets the highest approval because it is

### SAFE

The old method of handling oil by gravity or any kind of pressure was very dangerous, as a leak in a joint or elsewhere was most apt to result in an explosion.

Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

**HEAR IS THE PLAN:**—The oil is stored in a tank buried outside, any distance that you desire away from the building. The tank is made of best heavy sheet steel riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum, which absolutely prevents the damp earth from acting upon the metal. The pump is the latest improved, all metal, and measures accurately gallons, half-gallons, quarts or pints at a stroke. The nozzle is fitted with a lever shut-off that absolutely prevents evaporation.

**THE SYSTEM HAS NEVER CAUSED A FIRE,** nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco Fire—not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tank. The Bowser System is safe in every way.

WRITE FOR BULLETIN 5-G.

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

No Odor



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

All Dealers and 381 Queen St. W., Toronto, Ont.  
Dealers find Common Sense a very good seller, for the reason that it gives general satisfaction and each customer tells others about same. Write for prices.

THE PEOPLE OF  
**JAMAICA**

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

## KINGSTON "GLEANER"

might bring inquiries. Better write for rates to

**I. G. STEWART, Halifax**

## THE LARGEST SAUCE FACTORY IN THE WORLD

**HOLBROOK'S**

Worcestershire  
**SAUCE**

Punch Sauce

Pure Malt  
Vinegar

Pure Pickles



Local Agents

- Quebec: J. R. Renaud & Co.
- Montreal: F. L. Benedict & Co.
- Winnipeg: Richards & Brown
- Regina: Campbell Bros. & Wilson
- Calgary: Campbell, Wilson & Horne
- Vancouver: Kelly, Douglas & Co.
- Victoria: Wilson Bros.

**HOLBROOK'S LIMITED**

Canadian-American Branch  
40 Scott Street, Toronto, Canada

Manager, H. GILBERT NOBBS

**DO YOU WANT** to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word or first insertion one cent per word for each subsequent insertion. See page 60 for yearly rates,

# The Quickest Trip from Plantation to Purchaser

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

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

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

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

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

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

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



**Common Sense**  
and Bed-Bugs  
and Mice  
St. W., Toronto, Ont.  
A very good seller, for  
satisfaction and each  
Write for prices.

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**WORLD**

Local Agents  
ec: J. R. Renaud &  
Co.  
real: F. L. Benedict  
& Co.  
ipeg: Richards &  
Brown  
na: Campbell Bros. &  
Wilson  
ry: Campbell, Wilson  
& Horne  
ouver: Kelly, Douglas  
& Co.  
ria: Wilson Bros.

**Branch**  
**to, Canada**

or secure  
Canadian  
per word  
arly rates,

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# Retail Grocer's System of Getting Tourist Trade

Methods Employed by Percy Udy, of Bridgenorth, Ont.—Establishes Exclusive Service for the Accommodation of Summer Visitors to Chemong Park, Nearby—Stocked His Store With General Goods Required by Visitors—Muskoka Men Suffer From Wholesalers Selling to Hotels.

Bridgenorth, Ont., May 12.—Within another month or six week the tourist season will be opening for the summer of 1910 and few localities will fail to benefit by the pleasure-seekers who seem to have located every attractive body of water that boasts a fringe of forest or a school of game fish.

Within easy reach of Bridgenorth is Chemong Park, possessing all the natural beauties that make it an ideal summer resort, and which explains the popularity it has enjoyed for years.

Percy T. Udy, one of Bridgenorth's grocers, has taken advantage of Chemong's increased summer population and has successfully endeavored to secure a large portion of the trade. He is fully prepared for the tourist season prior to its opening and has stocked his shelves with those goods which are in greatest demand by the summer visitors. General groceries of the best quality are always carried, but his stock is increased along such lines as canned fruits, olives, jams, jelly powders, salmon, sardines, fresh fruit, bread and many other items.

A complete stock of provisions is kept throughout the season. He also carries tinware, some hardware, fishing tackle, fresh candy, wire screen, mosquito netting, hammocks, lacrosse shoes, paints, flags, camping hats and other goods unheard of in a grocery store except during the summer months.

## Special Delivery for Cottagers.

In order to ensure satisfaction in point of delivery Mr. Udy secured a special horse and wagon which he uses exclusively in delivering orders to Chemong Park.

Orders are taken early in the morning and are delivered before noon. Orders are also taken during the afternoon and are delivered before evening. On the latter trip is delivered fresh fruit, fresh bread and laundry, Mr. Udy being the agent for a laundry company in a neighboring city. In this manner the summer residents of the park are given prompt service which they appreciate and the trips are arranged with a view to delivering goods just before they are required for use.

## Has Been Profitable.

Catering to the tourists has necessitated securing an extra horse which is only used in that work three months in the year while it must be kept the entire 12 months. Extra help must also be

obtained for two months when wages are highest and assistants are not easily secured, says Mr. Udy.

However, the profits warrant the extra efforts put forward, and particularly if the summer is warmer than usual.

The season is growing longer every year, he says. The first tourist arrived at Chemong for 1910 on Saturday, April 30th. All the regulars are in their cottages by July 1st. The season is at its zenith about the first of August and breaking up begins around Labor Day. Only a few remain until the snow flies.

The hotel at Chemong Park Mr. Udy declares purchases its supplies directly from the wholesale houses and not a few of Bridgenorth's inhabitants buy from the large mail order houses in Toronto.

Mr. Udy is preparing for a good season this year and is looking forward for the weather that practically drives humanity to summer resorts.

## Send to Mail Order Houses.

Smith's Falls, Ont., May 11.—The Rideau River in the vicinity of this town is but beginning to come forward as a summer resort. The result has been, W. Hyndman, grocer, states, that the regular trade is not appreciably affected and scarcely calls for extra efforts.

Mr. Hyndman carries his regular stock which is sufficient for those summer visitors who settle near the town. He points out that considerable business is done with the large mail ordering houses by many of the families as well as the larger buyers in Smith's Falls.

## Selling Over Retailers' Heads.

Bracebridge, Ont., May 12.—Retailers here and in other tourist centres in Muskoka make special efforts to look after the tourist trade which every summer amounts to much. They make it a point to carry in stock such goods as are particularly required for summer cottagers and hotels. Among these are canned fruits and vegetables, preserved fruits, cheese, pickles, confectionery of high grades, and, of course, fishing tackle.

The tourist trade is certainly worth catering to, according to one grocer who reaches out for his share. This is true in spite of the fact that retail grocers lose considerable business because some wholesale houses often sell over their heads to hotels, supply boats, and large boarding houses.

This naturally makes them feel "sore," to use a colloquial expression, but they hope that the recent big convention will be the means of effecting a change for the better. They claim that when they support the wholesalers twelve months in the year that the wholesalers should sell through them the whole time.

"The jobbers gets a big order from a hotel or supply boat and leaves the smaller orders for us to take care of," said one grocer.

"This, I think, is a contemptible trick and one for which we should not stand. If we are to sell a part of the wholesaler's goods to the consuming public let us sell them all. But if the wholesaler is going to sell to a few consumers let him sell to them all and see where he will land at. We are his agents; we exist for his special benefit as well as our own and it is not fair that he does not give us a fair show. An ordinary hotel will probably purchase \$500 worth of groceries in three months. At a gross profit of 25 per cent. that account would mean \$125 to one of us. The larger hotels would be much more valuable and we would, in view of a bigger turnover, be better able to handle the wholesaler's goods the rest of the year if we were to get all these accounts."

This is quite a thorn in the sides of retailers in Muskoka and they are anxiously waiting for the turn of the tide in this respect.

## HAVE SUSPENDED PAYMENT.

### Union Blend Tea Co. in Financial Difficulties.

St. John, N.B., May 11.—Quite a stir was caused in local grocery circles last week by the announcement that Harry W. deForest, Ltd., tea importers and blenders and packers of Union Blend Tea, had suspended payment. A meeting of the creditors was held last week but no statement has yet been issued. Another meeting will be held on Thursday, May 19th, in the office of L. P. D. Tilley. It is stated that the heaviest creditors are the Union Bank of Halifax and United States concerns.

The firm within the past year or two opened an office in Boston and it is believed that the business there was not as good as was anticipated. One estimate places the liabilities at about one hundred thousand dollars.

## Brandon Merchants Systematize Deliveries

Take the Orders in the Morning and Deliver in the Afternoon—  
Grocers There Carry a Good Assortment—Stocks are Large—  
Some Think Organization is Needed.

By L. C. Harkness.

Brandon is pre-eminently a retail business centre. It is one of the oldest cities in Western Canada, and has long been known as the nucleus of the greatest wheat growing district in the world. This means that it is a place of wealth and a centre of attractions for immigrants who come to our country. The city is fast developing as a manufacturing and distributing centre, and its future is bright and promising. The fact that it is surrounded by a rich agricultural district and also internally prosperous, gives the retailers a splendid opportunity to develop good trades.

On visiting this place for the first time one is struck by the spacious and well equipped stores, the excellent facilities to look after trade, and a feature which may not be so creditable as the others, the carrying by retail grocers of very large stocks of goods, though well assorted and of a wide range.

### Have Large Assortment.

Retailers have made their stores attractive to all customers from the

country and from the city. The wide range of goods is warranted by the wide range in taste among the customers. Stores are built large, with good equipments and excellent lighting facilities. The picture reproduced here of Dowling & Reid's store is an example of the many that are neat and well equipped. Another feature of Brandon's stores is that each finds it profitable to handle a good stock of confectionery.

Unlike Winnipeg merchants who are deprived to a considerable extent of this trade by the exclusive candy and fruit stores they pay strict attention to this department of the business.

### Delivery is Systematized.

The fact that grocers have their customers educated to order their goods in the morning, thereby leaving the afternoon free for delivery, is a new phase of business met with in Brandon. Telephones are busy from eight until eleven in the morning and clerks are busy the rest of the day packing up and delivering. In conversation with a

few grocers, it was revealed that this was an unconscious development, and it proves that a merchant can change and systematize his methods no matter what they may have been.

These are a few of the features of the trade in the Wheat City. The overstocking principle is questionable. There was a time in the history of the city when this was more necessary than at present, but goods can be delivered promptly from wholesalers at present and retailers would possibly find it more to their advantage to control their stocks better by buying in smaller lots and more frequently. As it is, they turn over the stock about three times a year, whereas under the local conditions the turn over should occur at least six times a year. It is believed that grocers realize this fact more as time goes on, but force of habit seems to be working against them. Grocers, too, are disposed to grant long terms of credit to all customers.

### Thinks Association is Needed.

The need of a strong association is evident among the retailers of Brandon. Some years ago an attempt was made to organize among the grocers, but it was not a success due to the unfair price-cutting tendency of a few of the merchants. This price cutting is still carried on much to the grief of the grocers.



Interior View of Dowling & Reid's Grocery Store, Brandon, Man., Showing a Large Show-Case, a Coffee Grinder, Meat Slicer and Cash Register.

A. Grant, who has been in the business for over twenty-five years in the city, was secretary of the association while it existed, and did much to put the trade on a stronger footing. He said recently that the salvation of the business depended upon an association of grocers, since the continued price-cutting was hurtful to the trade. There are many lines, he said, that were be-

ing handled at present without a profit.

E. Bolton, a grocer in the east end of the city, is much impressed with the collection systems in vogue in Guelph and Chatham, Ont. He believes that steps should be taken to have a similar system brought into operation in Brandon.

tion among the trade might be reasonably expected, inasmuch as the grocer, having been "bitten" by a customer, is even thwarted by a law which was apparently devised to protect the laboring man.

**A Grocer's Opinion.**

To a representative of The Grocer one of the members of R. Higgins & Sons, grocers Yonge St., Toronto, said regarding this question.

"I do not know very much about the law in this regard for I do not believe it is worth the trouble of trying to collect from a defaulting customer if you have suffered by meeting one. I have found that the cost of trying to collect a bad debt will almost amount to the debt itself and I have, therefore, tried to keep only safe customers on my credit list."

Mr. Higgins did not think it fair to the trade that an exemption of \$25 should be allowed mechanics, etc., and also considered the present method of applying the law too costly.

It would be interesting to know how other grocers view this and other questions respecting the Criminal Code. Exact instances where merchants have tried to collect would prove of much benefit.

**How the Law of Garnishment Affects Grocers**

**Wages of Mechanic, Laborer, Etc., Cannot be Garnisheed Unless They Amount to More Than \$25 — Retailer States That Cost of the Law's Machinery is Practically Prohibitive Under Present Conditions.**

Toronto, May 12. — Grocers are few and fortunate who have not during the course of their business careers had occasion to make the acquaintance of the law of garnishment, or in other words who have not garnisheed the wages of a customer who has failed to pay for the goods he has received.

For the benefit of these grocers, if they really exist, it may be stated that the law in this respect does not offer them any particular favors. In Ontario for instance a garnishee order may be issued either before or after judgment from a clerk of the Division Court, but money in the hands of a third party due a mechanic, workman, laborer, servant, clerk or employe for wages, which includes the permanent employes of the Provincial Government, cannot be garnisheed unless the sum due the mechanic, etc., exceeds \$25, and then only to the extent of the excess.

If, however, the debt was contracted for board or lodging, and in the opinion of the Judge the exemption of \$25 is not necessary for the maintenance of the debtor's family, then the amount to be secured by the garnishee will be in the option of the Judge.

A single man with no one depending on him for support has no amount reserved to him by law against garnishment. Neither have the other classes of people who are not wage earners. The garnishee summons costs \$2 on sums up to \$10 and \$4 is required on amounts from \$10 to \$20.

**How the Law Works Out.**

In other words, if a laborer, mechanic, etc., receiving wages of \$20 in one week or two weeks and never has more than that amount coming to him is indebted to a grocer, be it for \$35 or \$135, or any sum, such laborer does not come within the jurisdiction of the law.

It may be that the customer's wages are paid weekly, fortnightly or monthly; at any rate if at the end of any of those periods there is coming to him \$25 or less, the grocer cannot according to the written law have the wages garnisheed.

If, however, the man were receiving \$28 a week, a month or for two weeks, his wages could be garnisheed for \$3 only. While there are some men who are paid monthly and a greater number receive their remuneration every two weeks, the great majority are probably paid weekly, and the law thus protects the mechanic or laborer at the expense of the grocer who has likely tided him through a crisis of some kind. That there should be a feeling of dissatisfac-

**Things That Shouldn't Be**



What is commonly called "butting in" is too frequently observed in Retail Stores. Travelers ought to await their turns to talk to Grocers.



## Designing a Holiday Window for Victoria Day

Background Ought to be of a Patriotic Character as Suggested by Illustration—Foreground Can be Filled in With Appropriate Holiday Goods—A Good Opportunity For Originality.

Victoria Day, Tuesday, May 24th, sacred to the memory of our late beloved Queen Victoria, affords grocers the opportunity of assisting in perpetuating her memory, of keeping aglow that spirit of true patriotism, stirred up by recollections of the golden years of her reign and also enables him to prepare a background for his windows that will be attractive and appropriate.

Each grocer should exercise his individual ideas in preparing the background. The accompanying cut displays one suggestion which occurred to the Grocer's artist. A Victoria Day win-

demand on occasions of this kind should be displayed.

Quality ought to be a feature of the goods placed in the window and the effect of the background should not be destroyed by an attempt to make a big display. Rather let good taste characterize the whole by first securing an appropriate setting and using the various articles, merely as if they were filling in here and there to relieve a blank.

The result should be that they will be more prominent than if the arrangement of the goods were vieing with the

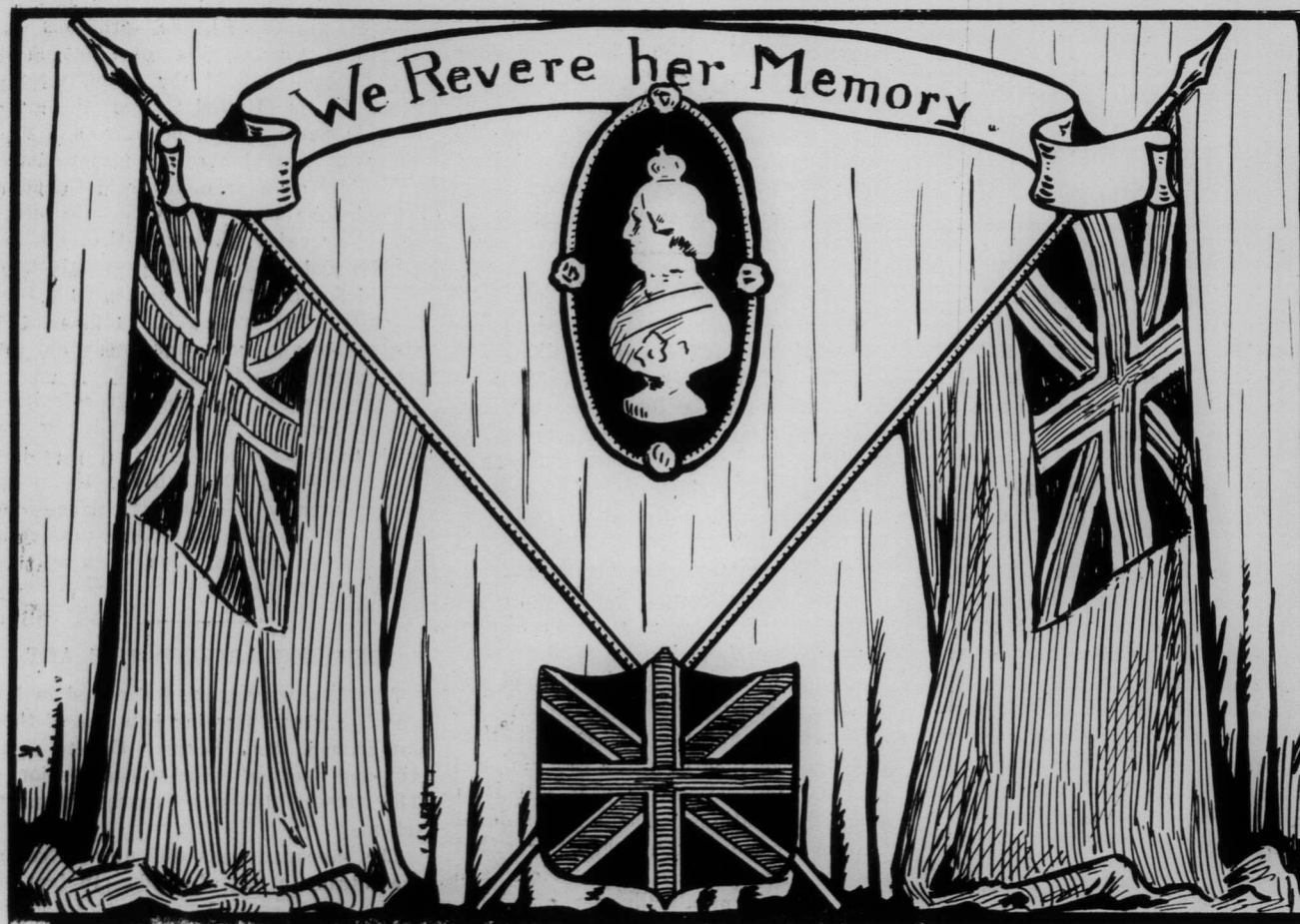
neat card properly inscribed like the banner in the accompanying illustration. Countless ideas can be worked out and for various reasons the grocer should not be remiss in this case as his fellow merchants will likely have attractive windows.

### STORE WITH LARGE STOCKS.

"Many stores," remarked a traveler the other day, "especially in the smaller cities and towns, are carrying more stock than is necessary.

"It is all because of the quantity-buying fever.

"The other day I heard of a little store doing an annual business of about \$15,000, groceries and meats, the proprietor of which seemed to devote most of his time to watching out for five and



A Suggestion For a Background For a Victoria Day Window Display.

dow calls forth the grocer's artistic sense, although he need not aim at an extravagant setting to obtain the most effective appearance.

The window should be prepared early in the week of Monday, May 16th, and should be removed on the 25th. Grocers know that this holiday always results in family reunions and articles of the highest quality are purchased. It is also, if the weather is fine, a day on which the first excursions of the year are made, and pickles, fancy biscuits, condensed milk, bottled preserves, canned goods, and those articles which experience has taught are in greatest

background as to which was the more attractive.

### Making the Background.

Almost every family has a picture of Queen Victoria and if possible only a good likeness should be used. It is customary to drape the picture, lightly, with black. In the accompanying suggestion a background of red is called for with a banner inscribed with "We Revere Her Memory," and also a large medallion bearing the late Queen's likeness in bust form. These are really not necessary. The two Union Jacks could be utilized with a picture and a

ten case deals, the result being that he had twice as many goods of many kinds as he needed and enough canned goods for two or three stores of the size.

"Buy as you need," he added, "and not otherwise. I have repeated this many times, and those who are following this rule I find are getting along well, while those who have the quantity-buying craze are often hard up and without reasonable cause.

"A traveler can usually sell a man one case pretty nearly as low as the five-case price.

# The Canadian Grocer

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## THE LATE COL. DAVIDSON.

The late Colonel Davidson, of Davidson & Hay, was the son of an Aberdeen physician. A reader of The Grocer says the doctor was not only a distinguished practitioner, but made a name for himself by his common-sense methods. Our reader, who in his boyhood days was among his patients, like other youngsters, he sometimes suffered from indiscretions of diet. During a very severe attack his mother sent for Dr. Davidson, who soon diagnosed the trouble—too many green apples. Instead of sympathizing and giving remedies, he gave him a sound spanking and left him with the threat of a worse one if he ever ate unripe fruit again. The spanking was remembered when the stomach ache was forgotten, and there was never any further need for Dr. Davidson's services.

Colonel Davidson had few equals in his capacity for handling men. Magnetic, absolutely just and firm, he always commanded profound respect. When he took a decided stand on any important question, no one ever arose to oppose him.

Marvellously human, genial, always considerate, an injustice was the only thing that ever seemed to arouse him. If he disliked anyone it was a religious hypocrite. There are not so many of them in business these days.

He was so modest, that he never attained the distinction in public life or the success in the business world his capacity entitled him to. His handling of the greatest industrial strike in Toronto nearly twenty-five years ago was

so fair, effective and satisfactory and secured such a reputation for him that he could have obtained an overwhelming popular vote for any position, but he always refused to be a candidate for anything.

While, as was mentioned last week, Colonel Davidson was instrumental in laying the foundation of the Dominion Wholesale Grocers' Guild with the tobacco selling agreement, yet his support of and loyalty to the Guild was a serious, perhaps fatal, handicap to him. At this time his firm was rapidly securing one of the leading places in the trade. It was attracting attention for the way it was getting and holding the best retailers, for its freedom from bad debts, and its knowledge of markets and good buying. It was at this time, too, Colonel Davidson created a sensation by placing the largest sugar order ever given in Canada—25,000 bbls. Under the protecting wings of the Guild, smaller and less aggressive houses, and more of them, were enabled to grow up at the expense of the leaders of those days. Business is now less strenuous, profits greater, but more evenly distributed.

## CREAM OF TARTAR SCARCITY.

Cream of tartar is scarce in the primary markets—in fact, practically unobtainable at the present time. Reports from France state that there are two reasons for this condition of affairs. The most important was the heavy frosts of this year, which destroyed a large acreage of vineyards. Cream of tartar is, as many know, produced from the lees formed in wine-making, and is a direct product of the grape.

The second cause was the short supply left over from last year. Last year the crop was none too large, and the greater part has been used already.

The statement was at first made that the farmers had plenty of the raw material on hand, but refused to part with it at current quotations. There is no doubt that to a certain extent this is true, but the shortage is there, nevertheless, and as France is practically our only supplier of this article, the situation may be considered a serious one for Canadian manufacturers.

During the last few days the situation has eased slightly, and it may be that the reports are exaggerated. If not, it is difficult to see where our manufacturers, who have not contracted ahead, will go for their supplies. The United States uses all her own and much more, and France has almost a monopoly otherwise. The outcome will be watched with interest by the trade.

The advance in price amounted to four cents in the primary market. Manufacturers, however, usually contract

about January 1st for their year's supplies and those who have done so will not have difficulty in supplying their demand.

## SELLING GRAPEFRUIT.

Does the average grocer realize that the grapefruit is rapidly gaining ground as one of the staple articles on the breakfast table?

A decade or more ago it was practically unknown and the quality was not inviting. The demand has increased in the United States from a few paltry thousands of fifteen years ago to four million boxes in 1909 and this is believed to be but the beginning. The grapefruit's other name is pomelo or the shaddock or chadec and "grapefruit" is derived from the fact that they grow in clusters of a dozen or so like enormous yellow grapes. Florida produces one-fourth of the world's total output and has become one of the grapefruit gardens. In the United States the grapefruit is particularly popular and especially as a breakfast eye-opener—and it is rapidly growing in favor in Canada.

To handle them properly the grocer should acquaint himself with their properties and by actual personal trials should find out their qualities as a table favorite. The grapefruit is pleasing to the palate and possesses medicinal values peculiar to itself.

Persons pass by the grapefruit in stores, because, perhaps, they do not wish to display the fact that they have not tasted it. This affords the grocer an opportunity to do a little educational work. If he does not boost new goods the chances are that his sales will not reach a high figure.

## GETTING AROUND THE ACT.

Travelers were much interested in last week's cartoon showing how one of them got around the Secret Commission's Act and one has called the attention of The Grocer to still another "smart" scheme.

The salesman finds difficulty in selling the retailer a bill of goods. In fact the latter declines to buy unless he gets a cut price. The traveler knows he cannot do this on restricted goods and he is aware that if he gives a secret rebate he may be implicated in a criminal suit.

His salesmanship does not carry him through so he bets the retailer five dollars that he (the retailer) will not give him the order. Of course the latter takes him up, gives him the order and gets the money which is virtually a rebate.

This is another case of getting around the Act which has actually occurred in a Canadian town.

What do travelers and retailers think of it?

**A CONSUL-AT-LARGE.**

None will regret more than the commercial and financial interests of the country the expiration of the term of office of Earl Grey.

He has been an ideal Governor-General. Besides those qualities of geniality, grace and tact so essential in the occupant of the high office, Earl Grey possesses a keen appreciation of the practical, in both the political and commercial affairs of the Dominion. He knows when and how to do the right thing, and is always on the alert for opportunities to do it. Had he been born and bred in this country he could not easily have exhibited and practised more the traits of the patriot. He has been zealous at all times for the welfare of the country.

No one recognizes more fully than he the richness and vastness of the great natural resources of the country. Abroad, as well as at home, has he descended upon their possibilities and urged their judicious development. His farewell words to the members of the House of Commons and the Senate the other day will not soon be forgotten and the following extract deserves to become a classic:

"When I reflect on the vastness of your area, on the fertility of your soil, on the unlimited wealth of your natural resources—which, I rejoice, you are determined scientifically to conserve as well as vigorously to develop; when I reflect upon the invigorating nature of your climate, and on the sturdy character of your people; when I reflect on all these great advantages which you possess in such abundant and exceptional degree, then, gentlemen, I feel convinced as I am that to-morrow's sun will rise, that if you keep true to the highest ideals of duty and disinterested service, nothing can prevent you from becoming, perhaps before the close of the present century, not only the granary, but the heart and soul and rudder of the empire."

Earl Grey has reason for the faith that is in him. Since he came into the office in 1904 he has seen the foreign trade of the country increase by over \$190,000,000; the rapid expansion of the northwestern provinces; the grain output of the Canadian farms swell in value to the respectable sum of \$533,000,000, and that of the mines to \$90,000,000, and the railway mileage increase by several thousand miles. In fact, he has seen enormous development in all the country's commercial, industrial and financial ramifications.

A true friend is a candid friend. Earl Grey has been both; and he is valued all the more for it. He has counselled

as well as praised, for he knows from a world-wide experience that character is even more essential to national greatness than is material wealth.

We are told by Emerson that there is compensation in everything. Canada's compensation when Earl Grey leaves our shores will be in the fact that he will be a sort of counsel-at-large, zealous for this country's best interests and advancing them always as opportunity affords.

**CAUSE OF COST OF LIVING.**

One usually has to dig down below the surface in order to get at the real causes of existing conditions.

When the "high cost of living" cry was in the air everybody pointed their fingers at the "greedy" retailer or middleman and at the "exorbitant" prices he had been charging for the necessities of life. But here comes a commission appointed by the State of Massachusetts and says that the trouble is caused principally by "the increase in the world's gold supply" and "extravagance of individuals."

This makes quite a difference and sheds new light on the question; but there will still remain those who are firmly convinced that the retailer is to blame for making undue percentages of profit.

They look upon the surface of things and do not stop to think.

There is an agitation all over Canada now among the retail trade for higher percentages of profit. If retailers were obtaining exorbitant prices it is not likely they would care to expose themselves to further criticism by demanding still larger profits.

**THE SUMMER HALF HOLIDAY.**

As the years go by retailers all over the Dominion show greater tendency to enjoy their businesses. They are making their work a pleasure instead of a drudge.

The early closing movement has done much to bring this about. Grocers have discovered that to do business on scientific principles they must confine their selling hours to shorter periods in place of letting things drag along from daylight to midnight for six days in the week.

They have discovered that the gross profit of 75 cents or \$1 made from 7 o'clock in the evening until 11 o'clock does not pay them for the expense of running the business, their own and their salesmen's time.

Now comes the midweek half holiday which provides a little necessary recreation for the body and mind. This movement is also spreading with great rapidity. All that it needs in every

village, town or city is co-operation to make it successful.

It is quite possible to educate the public to concentrate their buying to Wednesday or Thursday morning and if all retailers do this none will lose custom.

**PROGRESS OF CANADIAN TRADE.**

Since Confederation to date the statistics of Canadian trade have indicated the curious fact that the crests of each marked wave of trade expansion have followed each other in cycles of almost ten years.

Commencing in 1873, all previous records were broken with a total trade of a little over \$131,000,000. In 1883 a new high record of over \$230,000,000 was established; and in 1893, the third marked expansion and new high record of over \$247,600,000 was attained. No halt in the trade followed until the new high record of over \$472,700,000 was reached in 1904. A temporary halt was experienced in 1905 and again in 1909, but 1910, when the figures for that fiscal year are announced will show it to have been the greatest in the history of Canada.

**KNOWING THE GOODS FOR SALE.**

A large manufacturing house in the United States with a view to interesting retail grocers in their goods demonstrated to 500 guests the methods by which their articles were prepared for the market. The main idea of the affair was to give the retailer an insight into the sanitary methods employed and also to familiarize him with the various articles manufactured.

It was an educational idea pure and simple, the manufacturers acting upon the belief that to get the best results the retail grocer should know everything about the goods he was selling. Having seen them in preparation he would be more interested in them and would take greater pains to sell them, calling particular attention to the fact that he had seen them himself and could vouch for the excellence of the articles used in manufacture.

It is the proprietor not the people who makes the store.

Every time a man borrows trouble he gets the worst of the transaction.

The dull summer months may be made profitable if one uses them in preparing for his fall trade.

It's all right to say just what you think, but there are times when it is prudent to say it to yourself.

Opportunity is represented as having long hair in front and being bald behind. He may be grasped when he meets you, but not after he passes.

# Practical Methods Used in Retail Grocery Stores

**Wheatley Has Early Closing Friday Afternoon—How Regina Merchant Locates Manufacturers of Food Products—Unique Method of a Halifax Grocer in Getting Standing Orders—Guelph Retail Association Has Question Box—Money Made From Old Sprouted Onions.**

## Will Rest For Saturday.

Wheatley, Ont., May 10.—Wheatley is the latest place in western Ontario to adopt the weekly half holiday idea for the coming summer. The merchants and professional men of the village have got together, and an agreement with thirty-one signatures, representing practically every business man in Wheatley, has been promulgated this week. The agreement is to close all places of business on the afternoon of Friday of each week during the summer months of June, July and August. Hitherto, it has been usual to choose a mid-week afternoon, but Wheatley has chosen Friday largely with a view to resting up for the heavy Saturday business.

## Makes Use of Trade Paper.

Regina, Sask., May 11.—A practical method of getting in touch with manufacturers and of satisfying himself in regard to the quality of certain goods is followed by a local grocer. If a customer asks for a particular article which he does not happen to have in stock he turns to The Canadian Grocer to find whether it is therein advertised.

He considers this means a reliable method of judging the class of the goods and it is an easy way to get into communication with the manufacturer. He has not yet been disappointed.

## Boosts His Own Town.

Smith's Falls, Ont., May 12.—H. H. Layng, grocer, is a member of the Smith's Falls board of trade and he quite naturally believes in boosting the town.

One method is this: He has printed a neat little business card with his name, business, address and phone number on one side and a half dozen short pithy facts about Smith's Falls and its possibilities on the other. These cards are not only distributed among his customers, but go out of the town as well.

He recognizes that anything he can do to attract new industries or even new families to the town will be not only to his business interests but to the best interests of the whole municipality.

## Solicits Standing Orders.

Halifax, N.S., May 11.—A local grocer follows the idea of soliciting standing orders for new fruits and vegetables and the plan possesses features that may appeal to grocers in general.

For instance, one woman will want two boxes of strawberries every other day or every day, as the case may be. Another may want asparagus, lettuce, etc., in the same way. Women like to feel that such things are pre-arranged and left to the grocer's care. The latter can figure better what he requires daily when he knows what is wanted outside of the transient trade. It is an idea that appeals to customers and increases the number of sales.

## Modern Fixtures Installed.

Brandon, Man., May 12.—F. W. Hughes, who is conducting a grocery business on 12th Street has recently overhauled the interior of his store and has equipped it with modern improvements that lend to his place a bright appearance. Among the new fixtures installed were several show cases built according to the latest ideas, silent salesmen and new shelving.

Mr. Hughes is carrying a large stock, specializing in English goods and the quality is emphasized by the handsome fixtures. He has also installed a school supplies department in charge of a lady clerk. Mr. Hughes recently purchased a lively horse with a view to ensuring rapid delivery.

## Retailers Have Question Box.

Guelph, Ont., May 5.—At the last meeting of the Retail Merchants' Association the question box discussion was the feature, as it brought out some valuable information. J. A. McCrea, grocer, and Jas. Ramsey, dry goods merchant, opened the talks on the questions, which included: "Does Newspaper Advertising Pay?" "The Co-operative Delivery," "The relation of the employer to the clerk, both at work and after hours," "What constitutes a good salesman?"

Some fifteen questions in all were brought out. It was thought advisable to bring these questions up again and this will be done at the next meeting. The question of the Thursday afternoon closing was not taken up at the meeting, but it was discussed privately afterwards. The merchants are of the same opinion that they were before. That is, that as an association they would not take any stand upon it, but that each individual member could act privately. This practically means that the half holiday will be given as usual.

## Money From Sprouted Onions.

Peterboro, Ont., May 12.—J. M. Donovan, a local grocer, claims to have a good method for growing green onions under his own roof from the old sprouted ones that are not salable. He usually lays in a few boxes of garden earth every autumn for this purpose but did not do so last year so used sifted coal ashes instead. These were used early before the frost left the ground, and he found them to be as good as garden earth.

"The onions grew from this much easier," he says, "and most everyone has coal ashes. As to the boxes, almost any shallow box will do, sardine packing boxes being very good. This year I am using corn meal boxes; they are about 17x22 inches and 6 inches deep, and hold a peck of onions nicely placed close together.

"I fill the boxes within about 2 inches of the top with the coal ashes or earth, place them in the window and then put in the long sprouted onions (which are always yellow, but which turn green in a day or two) then fill in between the onions with ashes or earth to the top of the box. That being done I thoroughly wet the whole. Long sprouted onions are always drooped, and I place the droop towards me and away from the light, as the sun draws the top towards it. If this is done, when the onions are fit to pull they are as straight as an arrow."

Mr. Donovan states that this is a simple method to make a clear gain and doesn't think that money can be made much easier.

## SOME PERTINENT QUESTIONS.

This is the season when the housewife wants to know how the grocer keeps his foodstuffs. Does he sweep his store out while fresh fruits and sticky substances and other articles which collect dust as fly paper does flies, are fully exposed to the product of his broom? Does he keep his milk, butter and other perishables in iced chambers? Does he preserve his fruits and sweets from the flies? Does he banish the "typhoid fly" from his shop? Does he make the fine street display at the cost of exposing much food, which is afterwards sold and eaten, to the dust storms and automobile wrack? Are his clerks careful in handling foods which they are parcelling up? Are these foods well covered for the journey through the streets in the delivery carts?

## Why the Average Corner Grocer Fails to Succeed

Necessary Pains Not Always Taken When a Site is Chosen—  
Advisable Sometimes to Begin With Competition—Selling  
Above the Man on the Main Street—Losses Through Credits  
and Bad Bookkeeping.

By Victor Lauriston.

The corner grocery—it's famous. But with all the song and story in which it is enshrined, and all the great men who date their careers remotely back to it, the business possibilities of the corner grocery are scarcely appreciated by a host of men whose minds are centred upon the big returns certain to flow from a location on the main street.

By the term "corner grocery," I mean primarily the grocery which, instead of joining in the general rush to the business centre of the city, has lingered in a residential or factory section of the community. And the community is that very common and representative community in Canada—the village, town or small sized city, in which the population is somewhat under 20,000, and where the daily or weekly newspaper does not circulate much beyond the territorial limits from which a business man may hope to draw his trade.

If the corner grocery in places of this size is sometimes regarded as a joke, it is largely because the corner grocer has usually failed to take himself and his business seriously. In many cases the glittering allurements of Main Street have drawn to the business centre of the town or city the men of ideas, leaving the groceries on the side streets largely run by men who regarded business as a sort of semi-retirement from actual life—who had, possibly, accumulated a sort of competence and looked upon the running of a small grocery business as a pleasant connecting link with the activities of other days, from which, without too much expenditure of their monetary mental or physical capital they could draw sufficient returns to provide a comfortable livelihood for an inexpensive and quiet old age. But this is not always true, for we have bright men in the corner grocery.

But usually his business training was limited, or else he had no longer that incentive to hustle which youth invariably gives. With cash behind him, he was not hard pressed; or else he regarded the business as scarcely worth more than a casual struggle.

On the contrary, the man on Main Street couldn't afford to stagnate. He was face to face with a big rent, for one thing. His running expenses were large. He simply had to forge ahead or else drop out of the race. He was always on the alert for new methods of business building. Ingenious schemes of advertising, displaying goods, selling groceries, catching the public eye, cutting down expenses—all these he sought for because he found that, without them, he would lose ground and be eliminated from the game.

If moss back methods are often associated with the corner grocery, it is not because the corner grocery refuses to repay the energetic hustler who prefers to be modern and up-to-date. This is a fact which hustlers with a keen eye

for the main chance are proving every day.

### Expenses are Less.

The magnet which has in the past drawn so many enterprising men to Main St. is the lure of larger returns. To do a big business has seemed synonymous with the reaping of large profits. As a matter of fact, the extra expense involved not infrequently eats up the extra profits. Where big fortunes are made, it is good generalship rather than a good location that is responsible.

If the field from which the corner grocery is likely to draw trade is apparently smaller, so, too, are the fixed charges which must be met. A good store on a side street in a city of 10,000 people can be rented at \$10 a month. There are stores more expensive, and there are cheaper stores, but I have known good stores in good locations at this price. Here, at the outset, is a difference in fixed expenses of from \$30 up. Furthermore, if the merchant has some capital behind him, he can buy outright in many cases—which is something financially impossible for the beginner on Main St.

### Items to Consider Carefully.

Whether he rent or buy, he should be reasonably discreet in selecting his location. If the adjoining population is an industrial one, it would pay him to make some investigation into the running of the factories where they work. A factory which makes a practice of running overtime for one season of the year and shutting down entirely during another is a less desirable adjunct than a factory which employs a smaller number of hands all the year round. Again, where there is a large foreign element, it is hard for a man, unless he can speak their tongue, to compete with a rival business man in the same locality, who is bound to them by every tie of blood relationship.

In fact, there are a multitude of local conditions which may affect the new business man favorably or otherwise. He should carefully examine them: for he must, at the outset, depend largely upon merely local trade.

Establishing a new business in a new locality is usually a rather precarious step, and the merchant should feel pretty sure of his ground before he puts foot upon it. Residential sections, particularly those with some social pretensions, are apt to resent the intrusion of mere commerce, despite the attendant convenience. In every city there are to be found on odd street corners little, abandoned stores with shuttered windows, that tell of misplaced confidence in the patronage of a certain locality.

Strange as it may seem to the uninitiated, it is frequently a better venture to establish a new business in close proximity to an old one, than to go far afield. The

reason simply is, that the first business has started a current of trade in that direction which to a certain extent will help the second. At the same time, there is no tragedy like that of two blades of grass trying to grow where there is only room for one. Be sure your territory will justify your venture before you go ahead.

Usually, it is better to buy an established business; and as a rule it is better to buy a business that is considerably run down than one that has been worked up to its full limits of possibility. That is, provided both buyer and seller are perfectly aware the business is run down, and fix the price accordingly.

### Some Things to Forget.

The wisest move the new proprietor of the corner grocery can take right at the outset is to forget some things.

He should forget that old, perennial belief that he is justified in charging more than the man on the main street.

He should forget that equally old, equally perennial belief that his business possibilities are limited to the territory immediately adjoining his store.

He should forget that even older, even more perennial belief that two birds on the wing apparently flying in his direction are worth a single bird safely ensconced in a cage—or, in other words, he must drop the idea that a big credit business is the equivalent of prosperity.

The prevailing superstition (for, after all, it is largely a superstition), that things are more expensive at the corner grocery than they are on Main Street, is one of the main reasons why Main Street commands the bulk of the business while the corner grocery has to be content with little odds and ends that dribble in anywhere from 5 p.m. till midnight.

### What Careful Buying Means.

Before the corner grocer can sell, he must know how to buy. It is careful buying and a keen watch on running expenses that will enable him to sell without adopting the expedient of tacking an extra cent on butter, or selling a trifle less sugar for a dollar. Here is where cash, if he can command it, will prove of inestimable advantage. He can buy cheaper from the big grocer in his own town; he can buy cheaper abroad. He should aim, as soon as possible, to put the buying end of his business on a strictly cash basis. He does not need to carry a large stock, and a careful eye to demand will save him from stocking up unnecessarily with slow moving lines.

Here is where the maintenance of good feeling betwixt himself and his fellow merchant on Main Street proves advantageous very often. The big grocer often finds himself overstocked with a certain line, which he is anxious to reduce. At such junctures the little grocer can frequently buy to advantage. It is worth while to maintain that good feeling which will prompt the Main Street man to call up 1999 Riverside over the phone

## THE CANADIAN GROCER.

and put him wise to a snap in canned goods, or something equally a bargain.

### Losses Through Poor Pays.

But if buying carefully means much, so does selling carefully. The corner grocer suffers far more from bad credits than does the Main Street man. The latter can reject a great deal of suspicious business; but the former, as a rule, has often a harrowing experience with long credits and slow pays.

The grocer should educate his customers to the practice of making monthly settlements. He should keep his books carefully; and should render monthly accounts.

Bad bookkeeping is the bane of many businesses on the side streets. Not infrequently books are kept in such shape that collection of accounts by process of law is actually impossible. That such slipshod methods are the death of business goes without saying. The first thing for a business man is to be businesslike.

Hence, he must keep careful accounts, render them regularly, and be watchful of those to whom he extends credit. As long as he does business on the credit basis he is bound to lose money. But care will reduce this loss to a minimum.

If there is a grocers' association or a merchants' association in his town with a "credit list" of slow pay people he should join.

### FIRMS IN THE FISH MERGER.

#### What the Company Proposes to do—The Capitalization, Etc.

Montreal, May 12.—Four eastern concerns and a Montreal house, with a Toronto branch, are in the new merger recently incorporated, as the Maritime Fish Corporation, Ltd., with an authorized capital of \$1,000,000. They are: The Whitman Fish Co., Canso; The Canso Cold Storage Co., Short & Ellis, Digby; Howard Anderson, Digby; A. H. Brittain & Co., Montreal and Toronto.

The Whitman Fish Company's business includes smoke houses, canning and oil factories, and modern accommodation for fresh and frozen fish; The Canso Cold Storage Co. was organized six years ago, and owns a plant with a capacity of 10,000 barrels; Short & Ellis, formerly managed by H. B. Short, and Howard Anderson, both of Digby, did a business in smoked finnan haddies, while A. H. Brittain & Co. are known as selling agents for Atlantic fish houses, and as brokers.

Objects of the concern as stated by them are, "to carry on business in Canada and elsewhere as producers and dealers in fresh, smoked and canned fish, from the Atlantic ocean; to operate cold storage plants, curing and canning factories, and to produce, buy, and sell bait and other merchandise commonly used by fishermen."

Authorized issue of bonds is \$250,000; 7 per cent. preferred stock, \$500,000; common stock, \$500,000. Actually issued: bonds, \$125,000; 7 per cent. pre-

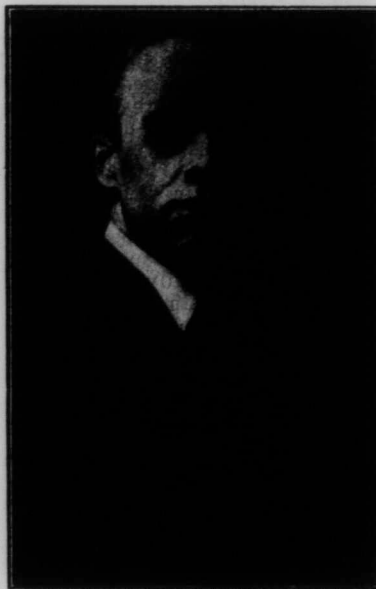
ferred stock, \$100,000; common stock, \$300,000.

The head office will be in Montreal, with branches at Canso, Halifax, Digby and Toronto.

It is the intention of the concern to retain the services of the majority of those identified with the firms entering into the merger.

Directors are: Lt.-Col. C. A. Smart, of the Smart Bag Co.; Jas. W. Pyke, of the Phoenix Bridge & Iron Works; C. E. Archibald, of the Terminal Warehouse & Cartage Co.; A. H. Brittain, C. W. Maclean, H. B. Short, E. C. Whitman, L. E. Geoffrion of L. Chaput, Fils & Cie., and W. B. Converse, of National Securities Limited.

Attention will be given by the new concern to bait and to waste material. They claim that fishermen have constant trouble in securing a steady bait supply, which hampers them in their fishing.



A. H. BRITTAIN, MONTREAL,

Who was Instrumental in Bringing About the Fish Company Merger.

The merger proposes to utilize their freezing and storage plants at Digby and Canso to get over this difficulty as far as is possible. From waste material glue, fish oils and a fertilizer will be secured through the installation of a factory and a refining plant to be operated for the stated purpose of economizing and earning along these lines.

A. H. Brittain, Montreal, is chiefly responsible for the amalgamation of the various companies. Some five years ago he opened a brokerage office in Montreal, which he has conducted since, acting as selling agent for different fish concerns and doing a brokerage business. Mr. Brittain will be sales manager for the new corporation.

### SMYRNA FIG CROP ALL SOLD.

Writing from Smyrna, Turkey, E. L. Harris says that the average crop of

Smyrna figs amounts to about 25,000 tons, and this quantity was exported in the 1908-9 season to nearly all parts of the world, the home consumption being insignificant.

"Prices were \$4.50 to \$7.50 per cwt., f.o.b., for layer figs, actual tare. The 1909-10 crop amounted to about 22,000 tons, contrary to previous estimates. The reasons that prices during the season ruled high and steadily advanced were the weakness of the crop, the small stocks in consuming markets, and the large contracts for goods to be shipped. At the end of March, 1910, not a fig can be found either in Smyrna or in the interior."

### WHAT DOMINION CHARTER WILL DO.

Ottawa, May 11.—At the last meeting of the Ottawa Retail Grocers' Association addresses were given by E. M. Trowern, Toronto, and Mr. Watson, Montreal, on the effect of the recent granting of a Dominion charter to the Retail Merchants' Association. They expect that it will greatly add to the influence and strength of that body and place all trade on a better basis.

A. G. Johnson, Duncan Bell, F. W. Forde and William York, delegates to the recent wholesale grocers' convention at Toronto, presented their reports.

Arrangements for the grocers' picnic on Civic holiday are progressing. The place has not yet been decided upon but it will be soon. A. G. Johnson, the new president of the association, occupied the chair.

### TRADE NOTES.

E. A. Gross, Surrey, N.B., has sold to W. A. Beatty.

Jno. Maenab, a general merchant in Claremont, Ont., for many years, died recently. He was 74 years of age.

The Guelph, Ont., Clerks' Association have now about 200 members in good standing and practically all of them show enthusiasm in the educational work they wish to accomplish. During July and August the Thursday half-holiday will again be in vogue. This question was recently taken up by the clerks.

Sixteen apiary inspectors are being sent through Ontario by the department of agriculture for the purpose of inspecting all beehives, in order to ascertain if there has been any foul breeding during the year. This action is taken under the foul brood act, and is for the purpose of preventing the sale of impure honey.

Cowen & Hall, grocers, Saskatoon, Sask., have been working a novel advertising idea which works in a double capacity as both an ad. and in keeping the windows cool, clear and free from flies and dust. It is a water connection all across the top of the window inside, which when turned on causes a continual stream to flow down the glass, all the way across, and yet the glass is transparent as usual.

# The Markets—General Canned Goods are Strong

Canned Salmon Proving a Valuable Stock—Canned Fruits and Vegetables Are Stronger—Dried Fruits Present Firmer Front to the Market—Crop of Nuts Likely to be Short—Prices are Increasing—Sugar Remains Very Firm—Molasses are Slightly Easier.

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

## QUEBEC MARKETS

### POINTERS—

Molasses—Down 2c.  
Tarragona Almonds—Short crop and 1/2c higher.  
Ginger—Very firm.  
Evaporated Apples—Primary market 1/2c higher.

Montreal, May 12, 1910.

This week has been marked by a large increase in total trade locally, and few are the lines which have not had their share. Jobbers report a busy week, with no signs of a falling off. Collections are much improved, and country buyers are plentiful.

As yet the weather is almost too cool to expect such a condition of affairs, but it is here, nevertheless.

The retailer who waits for sugar to go down before stocking up is going to be badly left, if signs speak truthfully. Seemingly only a slight excuse will be necessary for refiners to advance prices still farther. The present high and firm state of the raw article will fully warrant it.

Molasses receipts have been large enough to weaken prices 2c in both fancy and choice.

Reports from France show that the almond crop there will be very short, only about quarter what it was last year. On the other hand Ivica and the Balearic Islands report no damage to crops and that this year's will be about the largest in their history. It remains to be seen how far these reports will act on the present market conditions.

Sugar.—Sugar continues high and firm, with far more likelihood of a further increase than a decline. In fact such an advance seemed certain until New York refiners lowered their prices. This had a deterrent influence on local refiners, but with the present high prices of raw there seems to be a good chance for the advance to take place in spite of this.

Granulated, bags	5 05
20-lb. bags	5 15
Imperial	4 80
Beaver	4 80
Paris lump, boxes, 100 lb.	5 85
50 lb.	5 95
25 lb.	6 15
Red Seal, in cartons, each	0 35
Crystal diamonds, bbls.	5 75
100 lb. boxes	5 85
50 lb. "	5 95
25 lb. "	6 15
5 lb. cartons, each	0 37 1/2
Crystal Diamond Dominoes, 5-lb. cartons, each	0 37 1/2
Extra ground, bbls.	5 50
50-lb. boxes	5 70
25-lb. boxes	5 90
Powdered, bbls.	5 30
50-lb. boxes	5 50
Phoenix	5 00
Bright coffee	4 90
No. 2 yellow	4 90
No. 3	4 80
No. 1 " bags	4 65
Bbls. granulated and yellow may be had at 5c. above bag prices.	

Syrups and Molasses.—Large arrivals of new crop molasses have weakened the market two cents in both lines. Dull trade has also had some effect in low-

ering prices. Syrups are quiet, but having a steady sale.

Fancy Barbadoes molasses, puncheons	0 36	0 38
" " " barrels	0 38	0 39
" " " half-barrels	0 40	0 41
Choice Barbadoes molasses, puncheons	0 31	0 33
" " " barrels	0 34	0 36
" " " half-barrels	0 36	0 38
New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03 1/2	0 03 1/2
" " "	0 03 1/2	0 03 1/2
" " "	1 80	1 80
32-lb. pails	1 30	1 30
25-lb. pails	2 50	2 50
Cases, 2-lb. tins, 2 doz. per case	2 85	2 85
5-lb. " 1 doz. "	2 75	2 75
10-lb. " 1 doz. "	2 75	2 75
20-lb. " 1 doz. "	2 70	2 70

Tea.—The new season market opened in Japan on the 6th. According to recent cable advices the quality of the new crop is much the same as last year. The output is as yet naturally small, and for early picked teas is slightly higher than last year's opening prices, but in some instances quotations have been made on the same basis as last year.

The future course of the market for later teas, those which interest the Canadian trade, is yet to be determined.

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

Coffee.—Coffee trade is brisk just at present, and prices remain firm. No changes are reported.

Mocha	0 18 1/2	0 25	Santos	0 14	0 17
Rio, No. 7	0 10	0 12	Maracaibo	0 15	0 18

Spices.—The feature of this week's spice market is the firm condition prevailing in all lines, and particularly in ginger. Manufacturers report trade brisk, and improving if anything. This undoubtedly is having its effect on conditions here, and a good season seems to be well under way.

Allspice	0 13	0 18	Ginger, whole	0 15	0 20
Cinnamon, whole	0 16	0 18	Cochin	0 17	0 20
" ground	0 15	0 19	Mace	0 07	0 75
Cloves, whole	0 18	0 30	Nutmegs	0 30	0 60
Cloves, ground	0 20	0 25	Peppers, black	0 16	0 18
Cream of tartar	0 23	0 32	" white	0 20	0 25

Dried Fruits.—Currants show considerable firmness, though no change has been made in quotations. Dates promise to be scarce, and the situation locally looks strong. In most other lines trade is rather dull.

Currants, fine filistras, per lb., not cleaned	0 06 1/2
" " " cleaned	0 06 1/2
" " Patras, per lb.	0 07 1/2
" " Vostizias, per lb.	0 08
Prunes—	
40-50	0 09
50-60	0 08
60-70	0 07
70-80	0 06 1/2
80-90	0 06
90-100	0 06 1/2

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

Evaporated Apples.—The evaporated apple situation has been greatly strengthened by some large German buying. In the primary market the price is 1/2c higher with a fairly brisk demand as against the slow market at the old price. What has stimulated the German trade is so far unknown to local dealers, but the trade is a very welcome one.

Evaporated apples, prime	0 08
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Nuts.—Recent dispatches from France say that fully three-fourths of the almond crop has been destroyed by frost, and as a result the crop there will amount to only from 10,000 to 15,000 bags. If this is true in its entirety, it of course will mean very high prices for this line. Already the market has shown the effect by jumping 1/2c, and further dispatches are awaited with decided interest. Walnuts are scarce, and good lots particularly are hard to find.

In shell—		
Brazils	0 14 1/2	0 15 1/2
Filberts, Sicily, per lb.	0 11	0 12 1/2
" " Barcelona, per lb.	0 10	0 10 1/2
Tarragona Almonds, per lb.	0 13 1/2	0 14 1/2
Walnuts, Grenobles, per lb.	0 13	0 14 1/2
" " Marbots, per lb.	0 12 1/2	0 13 1/2
" " Cornes, per lb.	0 11 1/2	0 12 1/2

Shelled—		
Almonds, 4-crown selected, per lb.	0 33 1/2	0 35
" " 3-crown " "	0 31 1/2	0 33
" " 2-crown " "	0 30	0 30
(in bags, standards, per lb.)	0 26	0 27
Cashews	0 15	0 17

Peanuts—		
Spanish, No. 1	0 12	0 12
Virginia, No. 1	0 13	0 15
Pecans, per lb.	0 65	0 65
Pistachios, per lb.	0 75	0 75

Walnuts—		
Bordeaux halves	0 23	0 30
Broken	0 23	0 37

Beans and Peas.—Conditions are slightly improved in both beans and peas, but are still unsatisfactory, considering what was done in these lines last year at this time. No changes are reported.

Ontario prime pea beans, bushel	2 15	2 20
Peas, boiling, bag	0 20	0 20

Rice and Tapioca.—Rice sales are improving slightly, but are still far from satisfactory. Primary prices are slightly firmer.

Tapioca is steady at from 5 1/2 to 6c, with a fair volume of trade passing at those prices.

Rice, grade B, bags, 250 pounds	2 75	
" " " 100 "	2 75	
" " " 50 "	2 75	
" " " pockets 25 pounds	2 85	
" " " pockets, 12 1/2 pounds	2 85	
" " grade c.c., 250 pounds	2 65	
" " " 100 "	2 65	
" " " 50 "	2 65	
" " " pockets, 25 pounds	2 75	
" " " pockets, 12 1/2 pounds	2 85	
Tapioca, medium pearl	0 05 1/2	0 06

THE CANADIAN GROCER.

CANNED GOODS

MONTREAL—The recent advance in canned fruits and vegetables seems to have made trade all the more lively in those lines, and from present indications the demand seems likely to almost eat up present supplies. If this state of things continues there will probably be a further advance in certain lines.

Lobsters show a decided falling off in demand, due to the large quantities of fresh lobsters now on the market.

Fish are still slow of sale, but meats continue to hold their own.

Peas, standard, dozen	\$1 06
Peas, early June, dozen	1 07 1/2
Peas, sweet wrinkled, dozen	1 10 1/2
Peas, extra sifted, dozen	1 52 1/2
Peas, gallons	3 87 1/2
Pumpkins—3 lb., \$1.00; gallon, \$3.00	
Beans, dozen	0 87 1/2
Corn, dozen	0 80 0 82 1/2
Tomatoes, dozen (Ontario and Quebec)	0 85 0 90
Strawberries, dozen	1 50
Raspberries, 2s, dozen	1 89
Peaches, 2s, dozen	1 76
Peaches, 3s, dozen	2 65
Pears, 2s, dozen	1 65
Pears, 3s, dozen	2 40
Plums, Greengage, dozen	1 60
Plums, Lombard dozen	1 00
Lawtonberries, 2s, dozen	1 60
Clover Leaf and Horseshoe brands salmon—	
1-lb. talls, per dozen	1 87 1/2
1-lb. flats, per dozen	1 30
1-lb. flats, per dozen	2 02 1/2
Other salmon—	
Humpbacks, dozen	0 95 1 00
Cohoos, dozen	1 35 1 40
Red Spring, dozen	1 60 1 65
Red Sockeye, dozen	1 85 2 00
Lobster Futures—	
1-lb. flats, doz., \$2.40; 1-lb. talls, doz., \$4.25.	
1-lb. flats, doz., \$4.50.	
Compressed corned beef, 1s	1 65
Compressed corned beef, 2s	2 90
English brawn, 2s	3 00
Boneless pigs' feet, 2s	3 00
Ready lunch veal loaf 1s	1 30
Ready lunch veal loaf 2s	2 40
Roast beef, 1s	1 65
Roast beef, 2s	2 90
Stewed or tall, 1s	1 60
Stewed kidney, 1s	1 50
Stewed kidney, 2s	2 65
Minced collops, 1s	1 40
Minced collops, 2s	2 50
Corned beef hash, 1s	1 65
Corned beef hash, 2s	2 80
Jellied hocks, 2s	3 50
Jellied hocks, 6s	10 00
Paragon ox tongue, 1s	7 50
Paragon ox tongue, 2s	8 50
Paragon ox tongue, 2s	9 50
Paragon lunch tongue 1s	4 00
Tongue lunch, 1s	3 60
Sliced smoked beef, 1s	1 50
Sliced smoked beef, 2s	2 60

WINNIPEG — The all-round advance of 2 1/2 cents per dozen or 5 cents per case on all goods of late arrival and those on transit mentioned last week holds firm. The advance is reported everywhere in Canada.

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

TORONTO—"Salmon is mighty good property these days, especially if it is good quality," said a wholesaler this week in referring to the canned goods market which at present is very strong. Several conditions combine for this result. The supply is limited and furthermore this is the season of the short run in the rivers. Increased prices and a strong market have been the results making good salmon a valuable article on the grocer's shelves. Canned goods all along the line are firm. Vegetables may be pointed out in this respect. Corn, peas, tomatoes, etc., are moving rapidly before a good demand. Canned fruits are strengthening too. Home preserves have become exhausted and the grocer's fruits in glass jars are now being attacked. With these nearing their finish the canned fruits will become

prominent. The market in canned goods is encouraging.

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

ONTARIO MARKETS

POINTERS—

Canned Fruit—Strong.  
Sugar—Very firm.  
Nuts—Advanced.  
Raisins—Firm.

Toronto, May 12, 1910.

Raw sugar recently reached a record figure but speculation was temporarily arrested by the death of King Edward VII. Since then the price has returned to the former quotation. The European market is strong and reports from New York convey similar intelligence. An advance is generally expected at any time.

A continued drought threatening the vines in Valencia, Spain, has strengthened prices of raisins slightly. The nut market is uniformly firm. Almonds were strengthened as the result of the report of three-quarters of the crop in France being destroyed by frost. The prices in Spain have been advanced and filberts to keep in line are also firmer. Lured by the movement in rubber the natives in Brazil have allowed their attention to be distracted from the nut crop and some apprehension is felt in New York as to how much of the crop will be gathered. Evaporated apples have taken on a firmer tone by reason of recent exports to Germany and Holland.

Sugar—Sugar is referred to on the street as a safe holding. The market is strong and is ripe for an increase at any time. "I'm surprised that it has not yet occurred," stated one wholesaler. The demand is not a feature at present and some do not expect to see an increase until the opening of the season when prices go soaring. All are a unit, however, in stating that the situation is uncertain. "Prices may go up this week or it may be three or four" was one opinion expressed.

St. Lawrence "Crystal Diamonds," barrels	5 85
" " " "	5 95
" " " "	6 05
" " " "	6 15
" " " "	6 35
" " " "	7 60
" " " "	7 60
Paris pumps, in 100-lb. boxes	6 05
" " in 50-lb. "	6 15
" " in 25-lb. "	6 35
Red Seal	7 10
St. Lawrence granulated, barrels	5 20
Beaver granulated, bags only	4 90
Redpath extra granulated	5 20
Imperial granulated	4 90
Acadia granulated (bags and barrels)	5 10
Wallaceburg	5 10
St. Lawrence golden, bbls.	4 80
Bright coffee	5 10
No. 2 yellow	5 00
No. 1 "	5 90
No. 3 "	4 75
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

Dried Fruits—A firm movement has been recently noted in several lines of dried fruits. There is a fair demand for apricots with the prices slightly advanced. Prunes have a stronger tone. While raisins have not been disturbed yet, the following letter from Spain may be significant: "The vines are just beginning to bud, and though nothing uncertain can be said for the future yet, we may mention that there is prevalent throughout the raisin country a very severe drought ever since last autumn, which if it continues much longer, is sure to affect considerably the size of the next crop."

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

Tea—The market maintains its firmness and in the lower grades is especially strong. There is no striking feature to the situation.

Coffee—The market in low grade coffees is firm. The trade in all qualities is fairly brisk but more particularly in the cheaper lines.

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

Nuts—With the almond crop in France reported to be damaged by frost to the extent that three-quarters of it is lost, the price of Spanish almonds has been put up and filberts have been similarly affected apparently in sympathy. The market is noticeably stronger and shelled almonds have been advanced. The situation regarding Brazils is somewhat peculiar. Reports state that England's recent boom in rubber has directed attention in Brazil to raw rubber and it is feared the nuts will not be collected. There is no idea what crop will be obtained and this condition has given Brazils a firmer tone. The market, throughout, is stronger than usual.

Almonds, Formigetta	0 11 1/2 0 12
" Tarragona	0 15
" shelled	0 32 0 35
Walnuts, Grenoble	0 13 1/2
" Bordeaux	0 11
" Marbots	0 12
" "	0 29 0 30
Filberts	0 12 0 12 1/2
Pecans	0 16 0 18
Brazils	0 15
Peanuts, roasted	0 08 0 12

Spices—This market is inclined to be quiet. Cream of tartar is firmer owing to a shortage in France. The primary





BRITISH COLUMBIA MARKETS.

Vancouver, May 12, 1910.

Canned peas are up to \$1.35, an increase of five cents. This advance has long been expected for early Junes.

That is about the only increase, though there are one or two minor changes. Hams are quoted at 22½ cents for two brands, while bacon is at 28½ and 29 cents.

Eggs run at 28 cents for general stock and 30 cents for selected.

Californian strawberries have come on the market last week in large quantities and in good quality. At the first part of the week they jobbed at \$2.50 per crate of fifteen boxes, and a better quality brought a little higher price, making a retail figure of 20 cents in the first instance and 25 in the second. With the warm weather, it is expected that the berries from the south will be in earlier this year.

Sugar, standard granulated.....	5 80	Butter, local creamery.....	0 35
Sugar, imported.....	5 25	Butter, Western.....	0 25
Val. raisins, lb.....	0 06½	Eggs, California.....	0 30
Cal. " ".....	0 07	Eggs, local.....	0 28
Prunes.....	0 05½	Cheese, Ontario 1 lb.....	0 15
Currants.....	0 06½	" Manitoba.....	0 14
Dried apricots.....	0 11	Bacon.....	0 24
Flour, Standard, bbl.....	6 90	Lard, pure.....	0 20
Cornmeal, p. 100 lb.....	2 60	Lard, compound.....	0 17½
Beans, per lb.....	0 03½	Potatoes—	
Rice, per ton.....	68 00	Ashcroft, ton.....	40 00
Tapioca, per lb.....	0 03½	Local, ton.....	20 00
Apples, box.....	2 75	Cal. Burbanks.....	25 00
Evaporated apples.....	0 06½	Canned Goods—	
Butter, Eastern dairy in tubs.....	0 25	Peas, Early June.....	1 35
Butter, Eastern dairy, choice.....	0 34	Tomatoes.....	1 27½

NEW BRUNSWICK MARKETS.

St. John, N.B., May 12, 1910.

Canned fruits and vegetables of all kinds have advanced and the quotations are from 2½ to 5 cents higher. Refined sugars advanced 10 cents per hundred pounds on Wednesday last. Lard is firmer.

The recurrence of cold weather has retarded planting to a great extent and sales of seeds have been lighter of late.

Sugar—		Molasses, fcy.	
Standard gran.....	5 37	Barbados, gl.....	0 33
Austrian.....	5 20	Butter, dairy.....	0 25
Yellow.....	4 84	Butter, creamery, lb.....	0 27
Flour, Manitoba.....	6 35	Eggs, new laid.....	0 16
" Ontario.....	5 55	Potatoes, bbl.....	1 25
Cornmeal, bags.....	1 55	Canned goods—	
" bbls.....	3 25	Peas, doz.....	1 10
Rolled oats, bbls.....	5 03	Corn, doz.....	0 85
Buckwheat, west. grey, bag.....	2 90	Tomatoes, dz.....	0 95
Val. raisins, lb.....	0 06½	Raspberries, doz.....	1 90
Cal. raisins, seed.....	0 07½	Strawberries, dozen.....	1 65
" ".....	0 07	Salmon, case—	
Currants, lb.....	0 05½	Red spring.....	6 50
Prunes, lb.....	0 05½	Cohoos.....	6 00
Rice, lb.....	0 03½	Peaches, 2's, dozen.....	1 70
Beans, hand picked, bus.....	2 20	Peaches, 3's, dozen.....	2 80
Beans, yellow eye, bus.....	3 50	Baked beans, dozen.....	1 15
Cheese, new, lb.....	0 13½	Fish—	
Lard, compound lb.....	0 14	Cod, dry.....	3 35
Lard, pure, lb.....	0 17½	Herring, salt, hb.....	2 80
Pork, domestic mess.....	30 00	Herring, smoked, box.....	0 11
Pork, American clear.....	32 00		

NOVA SCOTIA MARKETS.

Creamery prints per lb.....	0 30	Beef, Canadian per bbl.....	18 00
Creamery solids per lb.....	0 28	Hams smoked.....	0 16½
Dairy, tubs, lb.....	0 25	Pork, fresh.....	0 10
Fresh eggs, doz.....	0 20	Codfish, quintal.....	5 60
Sugars—		Herring, pickled per bbl.....	5 00
Extra Standard, granulated.....	5 05	Apples, per. bbl.....	1 50

Austrian, bags, granulated.....	4 95	Potatoes—	
Bright yellow.....	4 75	F. E. Island, bag.....	1 50
No. 1 yellow.....	4 65	Nova Scotia.....	1 50
Flour, h. wheat per bbl.....	6 40	Onions, Spanish per lb.....	0 02½
Flour, Ontario blends, bbl.....	5 75	Onions, American, per lb.....	0 02½
Cornmeal, bag.....	1 70	Onions, Canadian, per bag.....	1 60
Oats.....	0 54	Molasses, fancy Barbados, bbl.....	0 37
Pork, American per bbl.....	28 00	Molasses, fancy Barbados, gal.....	0 32
Pork, clear bbl.....	31 50	Beans, bushel.....	2 25
Beef, American plate per bbl.....	18 75	Rolled Oats, bbl.....	5 25

R. A. Dutton, grocer, Peterboro, Ont., has sold his business to Jas. Fanning and intends opening a store in Toronto near High Park.

A despatch from Brooklyn, N.Y., refers to a young retailer there who is

working the store combination idea. He recently bought up five stores in an exclusive section of the city, two of them having a long history. Out of the five, two will be closed as being unnecessary, following the trust idea of economy. The young magnate explains his idea as follows: "In making this move I have been actuated by the knowledge that I can buy in larger quantities and give my customers better value for less money than before. I love the business and as far as hard work is concerned the more I get of it the better it suits me. These three stores are very near each other, and I can keep in touch with them all without any trouble."

California Cannery to Have Selling Agreement

With a View to Making Terms of Sale Uniform—The Liabilities Accepted by the Seller and His Guarantee Against Swells—Goods Sold to Conform With Pure Food Laws.

San Francisco, May 10.—The Cannery League of California have adopted a Selling Agreement for this season's use with the idea of making the terms of sale of canned goods uniform. The executive committee of the league decided not to incorporate an arbitration clause in the contract. The contract is as follows:—

Terms: Cash, less 1½ per cent, payable in New York, Chicago or San Francisco Exchange on presentation of invoice with documents attached.

Conditions: The prices specified are for goods "free on board" at factory. On account of shipments from different factories, the sellers reserve the right of initial routing. Goods are at risk of buyer from and after shipment, although consigned to seller's order.

Seller shall not be liable for short, late or non-delivery of goods resulting from damage to crop, strikes, fire, flood, unavoidable casualties or other circumstances beyond its control, in which event it is mutually agreed that deliveries are to be pro-rated to all buyers without discrimination from suitable stock remaining in sellers' possession.

Goods to be shipped at seller's discretion as soon as practicable after packing.

Fruits remaining unshipped on December 31 following the date of this contract shall be billed on that date. Peas unshipped to be billed and paid for not later than July 1. Tomatoes unshipped to be billed and paid for not later than November 1. Asparagus unshipped to be billed and paid for not later than August 1. Buyer agrees to pay said invoices on demand when attached to warehouse receipt, and seller agrees to store said goods and insure them against loss or damage by fire in selected insurance companies for buyer's account for 75 per cent. of invoice cost. Buyer to pay 1½¢ per case per month for No. 1, No. 2½ and No. 3 sizes and 2¢ per case for No. 8 size to cover

both storage and insurance, fractional months at full rate; charges to accrue from date of warehouse receipt. Seller may move and store said goods at buyer's expense in public warehouse if not ordered out by buyer prior to March 1 following date of sale.

Swells: All goods guaranteed against swells until July 1 of the year following that in which the goods were packed, but all claims must be made, and bill rendered for the same, prior to the date of aforesaid, and goods held subject to the order of the seller. At seller's option the goods may be returned by freight to California, and seller will then pay the original invoice prices for the goods with freight to original destination added. Claims other than swells must be presented within ten (10) days from the receipt of the goods.

Guarantee: Seller guarantees the goods covered by this contract to conform with the requirements of the National Food and Drugs Act of June 30, 1906, except seller is relieved from any responsibility for misbranding when goods are not shipped under his labels.

This contract to be binding upon the seller must be confirmed in writing by the seller, who, however, shall not be responsible for the performance thereof, unless a copy, properly signed by the buyer is delivered to the seller within ten days of date thereof.

Buyer.....  
Seller.....

The clerk who finds nothing to do, isn't looking for work.

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# The Hustling, Booming West

is calling out for every description of manufactured goods.

We are here to tell you of the demand, prospects and opportunities which the West presents of successfully selling your products, and we will, if you wish it, handle your goods for you on a reasonable commission basis.

We are located in the chief distributing centres: Winnipeg, Calgary, Edmonton, Regina and Fort William, and have every facility for handling goods in large quantities. Let us hear from you.

## NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

**Winnipeg      Regina      Calgary      Edmonton      Fort William**

STORAGE FOR ALL CLASSES OF MERCHANDISE



### BE WISE IN TIME!

The reason that "E.D.S." Brand Jams and Jellies hold pride of place throughout the Dominion is because of their ABSOLUTE PURITY—no coloring matter or preservatives being used in their manufacture.

Have **you** proved the wisdom of handling "quality" goods which never fail to satisfy? If not, just try "E.D.S." Brand. Your guarantee lies in the Government Analyst's finding. Send to the Department of Inland Revenue for Bulletin 194, and see for yourself how much purer "E.D.S." Brand is than most other lines.

Stock "E.D.S." GRAPE JUICE. It's pure, non-alcoholic, refreshing and a ready seller. Made by

**E. D. Smith, At His Fruit Farms, Winona, Ont.**

Agents—N. A. Hill, 25 Front Street East, Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N.S.; J. Gibb, Hamilton.



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**MARKSON**  
Wholesale Commission  
DUVER, B.C.  
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REAL

## HOW IS YOUR STOCK OF **CHEESE?**

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

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

**ORDER NOW**

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

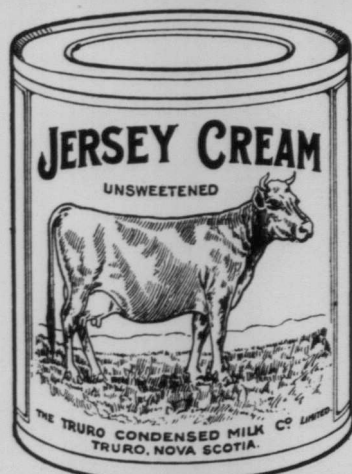
**GUNNS** Pork and Beef Packers  
LIMITED TORONTO

## **GET THE HABIT**

of asking for weekly shipments of cooked hams. This is an excellent custom—it saves you the trouble of thinking of your requirements and the expense of wiring for goods at the last moment—and it enables us to anticipate your wants and see that they are taken care of.

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

**EVERY MOTHER**  
Wants the Richest  
Milk for Her Baby



**Jersey Sterilized Cream**

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

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

MILD CURED

## **Breakfast Bacon Skinned Backs and Hams**

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

**The WM. RYAN CO.**  
LIMITED

PACKING HOUSE:  
**FERGUS, - - ONT.**

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

## Sharp Decline in the Price of Butter Recorded

General Break in the High Quotations That Have Prevailed—  
Heavy Production of Eggs Throughout the Country — Provisions Firmer With Price of Hogs Increased—Market is Generally Strong.

The anticipated slump in the price of butter occurred during the past week, although it was a little later than expected. The break was experienced throughout the country and with production increasing a further decline is looked for.

With exceedingly heavy receipts of eggs, the market is a little easier, especially in the east. Toronto prices are steadier, however, and remain quite firm. The provision market is strong throughout, and indications point to a continued firmness. Hogs, live and dressed, are bringing higher prices.

Cheese has not yet become a feature. The new cheese is not bringing a heavy demand.

### MONTREAL.

Provisions—Trade is somewhat less this week in compound lards, owing to the recent advance, but in all other lines things are moving briskly. Country buyers are coming in quite freely, and city trade is better, owing probably somewhat to the continued chilly weather. Prices are unchanged.

<b>Pure Lard—</b>	
Boxes, 50 lbs., per lb.	0 16 1/2
Cases, tins, each 10 lbs., per lb.	0 16 1/2
" " " " " " " "	0 17
" " " " " " " "	0 17
Pails, wood, 20 lbs. net, per lb.	0 17 1/2
Pails, tin, 20 lbs. gross, per lb.	0 16 1/2
Tubs, 50 lbs. net, per lb.	0 16 1/2
Tierces, 37 1/2 lbs., per lb.	0 16 1/2
<b>Compound Lard—</b>	
Boxes, 50 lbs. net, per lb.	0 12 1/2
Cases, 10-lb. tins, 60 lbs. to case, per lb.	0 12 1/2
" " " " " " " "	0 12 1/2
" " " " " " " "	0 13
Pails, wood, 20 lbs. net, per lb.	0 11 1/2
Pails, tin, 20 lbs. gross, per lb.	0 12 1/2
Tubs, 50 lbs. net, per lb.	0 12 1/2
Tierces, 37 1/2 lbs., per lb.	0 12 1/2
<b>Pork—</b>	
Heavy Canada short cut mess, bbl. 35-45 pieces	31 00
Bean pork	27 00
Canada short cut back pork, bbl. 45-55 pieces	30 50
Clear fat backs	33 00
Heavy flank pork, bbl.	20 50
Plate beef, 100 lb. bbls.	9 25
" " " " " "	18 00
" " " " " "	26 50
<b>Dry Salt Meats—</b>	
Green bacon, flanks, lb.	0 16
Long clear bacon, heavy, lb.	0 16
Long clear bacon, light, lb.	0 16 1/2
<b>Hams—</b>	
Extra large sizes, 25 lbs. upwards, lb.	0 16
Large sizes, 18 to 25 lbs., per lb.	0 17 1/2
Medium sizes, 13 to 18 lbs., per lb.	0 18
Extra small sizes, 10 to 13 lbs., per lb.	0 18 1/2
Bone out, rolled, large, 16 to 25 lbs., per lb.	0 19
" " " " " " " " " "	0 19 1/2
Breakfast bacon, English, boneless, per lb.	0 19 1/2
Windsor bacon, skinned, backs, per lb.	0 20
Spiced roll bacon, boneless, short, per lb.	0 16
Hogs, live, per cwt.	9 50
" " " " " " " " " "	13 75
" " " " " " " " " "	14 00

Butter—Since last Saturday butter prices have been on the toboggan slide, going from 32c down to 27c for new milk creamery. Fresh dairy rolls are quoted at 25c.

This break is, of course, due to the large influx of new butter, and has been looked for any time during the past two weeks.

Receipts for the week are large, as compared with the same week last year, being 7,222 packages, as against 4,283.

New milk creamery	0 27
Dairy, tubs, lb.	0 24
Fresh dairy rolls	0 25

Cheese — In the country cheese is slightly weaker, but not sufficiently so at present to affect local prices here. Demand for export is fair and improving, which should tone up the market somewhat.

Receipts for the week show a slight decrease over last year, being only 9,855 boxes, as against 11,036 boxes for the corresponding week.

Quebec, large	0 13
Western, large	0 13
" " " " " " " "	0 13 1/2
" " " " " " " "	0 13 1/2
Old cheese, large	0 16

Eggs—Eggs are coming in freely, so much so that they are down to 21c this week. The pickling season is at hand and dealers are having no trouble in filling their requirements at present quotations.

Receipts for the week are 14,334 cases, as against only 10,700 for the same week last year.

New laid	0 21
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Maple Products—Supplies are getting short at first hand. In fact, some dealers report no syrup left, and very little sugar. Prices continue firm and unchanged.

Compound maple syrup, per lb.	0 4 1/2 0 05
Pure townships sugar, per lb.	0 10 0 11
Pure syrup, 8 1/2 lb. tin	0 70
" " " " " " " "	0 85

Honey—Honey is quiet again after the temporary life of the past two weeks. Sales are very light and prices unchanged.

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

### TORONTO.

Provisions.—A feeling of strength has been given the provision market during the past few days by a general braising of the market. The price of live hogs has gone up about ten cents and for dressed hogs the prices are higher. Quotations ranged from \$12.25 to \$12.75, with \$12.50 the prevailing price. One firm is quoting from \$13 to \$13.50 a cwt. Lard compounds are easier. The market is strong with a growing steadiness in pork products. A slight increase in hams and backs has been felt during the week.

Long clear bacon, per lb.	0 15 0 15 1/2
Smoked breakfast bacon, per lb.	0 18 1/2 0 19
Roll bacon, per lb.	0 15 1/2 0 16
Light hams, per lb.	0 18 0 18 1/2
Medium hams, per lb.	0 18
Large hams, per lb.	0 17 0 17 1/2
Shoulder hams, per lb.	0 15
Backs, plain, per lb.	0 20 0 20 1/2
" " " " " " " "	0 21
Heavy mess pork, per bbl.	23 00 29 00
Short out, per bbl.	31 00 31 50
Lard, tierces, per lb.	0 16 0 16 1/2
" " " " " " " "	0 16 1/2 0 16 1/2
" " " " " " " "	0 16 1/2 0 16 1/2
" " " " " " " "	0 12 0 14 1/2
Live hogs, at country points	8 75 8 80
Live hogs, local	9 50 9 60
Dressed hogs	13 25 13 75

Butter.—The expected happened in the butter market during the past week. Business has been brisk. Wholesale houses state that they did not carry a pound from one day to the next owing to the heavy demand. Prices have not only declined but they are expected to drop still lower.

The arrival of the new butter which is of fine quality was expected to knock the prices from the strong position they have held. Authorities would not make a rough guess at the minimum price and at this stage it is difficult to tell where the line will be drawn.

<b>Fresh creamery print</b>	
Per 10	0 27 0 28
Farmer's separator butter	0 23 0 26
Dairy prints, choice	0 22 0 23
Baking butter	0 18 0 19
Stored creamery solids	0 26 0 27
Large rolls	0 24

Cheese.—Old cheese is moving along easily bringing from 13 to 13 1/2 cents. The new make is being received, but not to any extent. It is quoted at 12 1/2 to 12 3/4 cents.

Eggs.—Receipts of eggs continue heavy. From all parts of the country they are coming in, but the price has not yet begun to recede. It has rather stiffened and prices are slightly higher than those of a week ago. Large quantities are being put in cold storage at a rather high price. The prevailing price in the country is 18 cents. Local demand is steady.

New laid eggs	0 19 0 21
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Poultry.—Turkeys have dropped in price slightly as the result of gobblers being killed off. Receipts have increased. Broilers are coming in slowly and the present price is not cultivating a heavy demand. The market is only normal.

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

Honey—Quietness prevails in the honey market. The season is not conducive to activity in this line.

Clover honey, extracted, 50 lb. cans	0 10 1/2 0 11
" " " " " " " "	0 11 0 12
" " " " " " " "	0 11 1/2 0 12
" " " " " " " "	2 50
Buckwheat honey, lb.	0 07

### TRADE NOTES.

A. W. Hart, Sydney, N.S., has been given the agency for the products of Herron, LeBlanc & Co., Montreal.

J. S. Fry, Chocolates, London, Eng., have opened a Montreal office at 27 St. Sacramento St. Joseph Perrault, formerly with D. Masson & Co., has been placed in charge.

A Vancouver, B.C., despatch states that an important deal has been completed whereby the Morrin-Thompson Co., in Phoenix, B.C., has purchased the business in that town of the Hunter-Kendrick Company. On May 15th it will take over the grocery and hardware business of the Hunter-Kendrick Company, and later will take over the dry goods business.

A despatch from Chatham, Ont., states that T. B. Escott & Co., wholesale grocers, London, Ont., are making preparations to open a branch in the former place. Negotiations with the Chatham council are now progressing regarding a railway spur to the proposed premises. Chatham claims to have more retail grocers per head than any other town of its size in Ontario.

**WANT FRUIT OFF THE SIDE-  
WALKS.**

**Woodstock Board of Health Take Action in This Matter.**

Woodstock, Ont., May 12.—At the last meeting of the local Board of Health, the medical health officer brought forward and showed the dangers to health arising from fruit and vegetables being exposed for sale on the sidewalk in front

of stores. The custom of placing out fruits, celery, lettuce and other eatables, whose only preparation before being eaten is a rinsing through cold water, was accountable for many cases of disease. This could readily be understood, when people thought of the number of animals which came in contact with such eatables, not to mention the flies, which fly straight from the filthiest places and alight on the fruit, carrying bacteria by

the thousand and the germ-laden dust which is settling all the time. A by-law exists which prohibits this placing of merchandise on the streets, and the board decided to memorialize the city council, asking that the law be strictly enforced hereafter.

**INFORMATION FOR BUYERS.**


**Supplied by Sellers.**

On Wednesday of last week there passed through Toronto over the C.P.R. two carloads of "2 in 1" shoe polish on route for Australia. This shipment will go forward by the Steamer "Rakai," sailing from Montreal May 15th, which is the first sailing of the recently subsidized line of ships sailing from that port. This shipment represents 1,540 gross (221,760 boxes), and The F. F. Dalley Co. have also shipped during the past year to Australia, 1,500 gross, (216,000 boxes), on Nov. 2nd last year, by the steamer "Montezuma" sailing from Montreal, and on June 8th last from New York 1,000 gross, (144,000 boxes). It speaks volumes for "2 in 1" Shoe Polish when this trade can be done in far off Australia against an almost prohibitive tariff and direct competition with the oldest and largest shoe polish manufacturers in the world. These goods are being shipped through the Imperial Export Co., of Toronto.

A. G. Snowdon has returned to Montreal after an extended trip west, in the interests of Rowat & Co. Snowdon & Ebbitt have been appointed agents for Rowat's specialties for Ontario, Quebec and the Northwest, and Mr. Snowdon, accompanied by John Fullerton, Glasgow, made a successful visit to wholesalers between Montreal and Victoria. Mr. Fullerton left for Scotland last Saturday.

A little girl whose father was a commercial traveler sat on the porch holding a kitten, and, creeping up close, her mother heard this: "Kitty," said the young miss, "I know you, an' I know your mamma, an' I know all your little brothers an' sisters, but I ain't ever seen your papa"—then after a brief pause—"I spec he must be a traveling man."

Miss E. Stinson, has opened a grocery store at Rockwood, Ont.



GEO. KEMP, LTD.  
LONDON, ENGLAND.

SUPPLIERS TO  
THE BRITISH  
GOVERNMENT

**Dainty Novelties  
Splendid Selling Lines  
KEMP'S  
BISCUITS**

**YOU MUST STOCK THEM**

Send your name and address for samples and Export Price List.

SOLE EXPORT AGENTS

**H. COLLINGS & CO.**  
16 Philpot Lane, E.C., London, Eng.

**FOR QUALITY**



**WILSON'S  
FLY PADS**

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

**O.K.  
SODAS**

**40 to 44 to the Pound!**

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

Are you selling this profitable line?

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





## The Successful Merchant

is one that has made it his business to study the interests of his customers and recommend to them goods that have proved by experience to be all that are claimed for them. A merchant is known by the goods he sells. The reputation of Magic Baking Powder has made it a household word throughout Canada, and commands the respect of every advocate of pure food.



# MAGIC BAKING POWDER

CONTAINS NO ALUM.

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

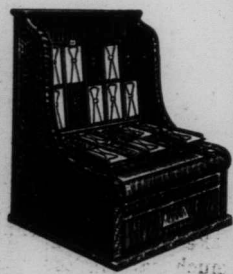
**E. W. Gillett Co. Ltd.**  
Toronto, Ont.

Winnipeg

Montreal

**SIXTY THOUSAND  
SOLD IN  
SIX YEARS**

FIRST AND STILL THE BEST.



- ☞ The fact that we have sold sixty thousand McCASKEY REGISTERS in the six years we have been in business is sufficient proof that THE McCASKEY SYSTEM IS A SUCCESS.
- ☞ No thinking man doubts that.
- ☞ Since it is a proven success in handling credit accounts WITH BUT ONE WRITING why haven't you one?
- ☞ What it has done for sixty thousand merchants it will do for you.
- ☞ Let us prove it.
- ☞ A postal card will bring you information free.

**DOMINION REGISTER CO.**  
LIMITED  
Successor to The McCaskey Register Co. in Canada  
96-104 Spadina Ave.  
TORONTO CANADA

**Clark's Meats**

—AND—

**Outdoor Occasions**

The Picnic Season is on us.

There will be the usual demand for Clark's Meats for sandwiches, etc.

Help your Customers to make their Choice.

You know just what is needed.

Keep a good supply on hand to meet all requirements.

**Wm. Clark - Montreal**

Manufacturer of high-grade

—Food Specialties—

## Ideal Egg Weighs About 1½ lbs. to the Dozen

How the Dealer Grades Eggs—The Condition of an Absolutely Fresh Egg—Evaporation of Water Occurs as it Grows Older—The Sign of a Dead Germ.

By Jno. A. Gunn.

In grading eggs, we divide them into a number of grades as follows:—

Selects, which consist of sound, good-sized, fresh, reasonably clean eggs. No. 1, sound, undersized, shrunken, stained eggs. No. 2, shrunken, dirty, stained, washed or salted eggs. No. 3, cracked, gallon eggs. No. 4, rots, total loss.

Now the ideal egg is one that weighs about one and a half pounds to the dozen. This is the standard size of export, and, generally speaking, meets all conditions.

The grades I have referred to are distinguished by candling. An expert takes an egg, and turning it can immediately tell the exact condition. An absolutely fresh egg, when held before the candle, is clear and only the dull outline of the yolk is visible; there is little or no air cell visible at the large end. Any egg other than that which is not absolutely fresh, shows a clear space at the large end. The air cell grows larger as the egg grows older; this is caused by the evaporation of the water content of the egg. If a dark spot is noticed, it is either a rot or a developing germ. A red spot is caused by a dead germ. A white streak in the shell shows that the shell is cracked.

Thus we grade our eggs, into the fresh, stale, cracked and rotten classes.

### Chicago Classification.

It will be interesting and instructive to know how eggs are graded in such large centres as New York and Chicago, and I give you here the rules of the Chicago butter and egg board:

Eggs shall be classified and graded as "extras," "prime firsts," "firsts," "ordinary firsts," "seconds," "dirties" and "checks."

"Loss" as used in these rules shall comprise all rotten, broken (leaking), heavy spots, broken yolked, hatched (blood veined), and sour eggs. Very small, very dirty, cracked (not leaking), badly heated, light spots, badly shrunken, salted or frozen eggs shall be counted half loss in all grades excepting "seconds," "dirties" and "checks."

"Fresh gathered extras" shall be packed in new whitewood 30-dozen cases, unless otherwise specified, shall be free from small and dirty eggs and shall contain fresh, reasonably full, strong, sweet eggs, as follows:—February 15th to May 15th, 90 per cent.; May 15th to October 31st, 80 per cent.; November 1st to December 31st, 70 per cent.; and January 1st to February 15th, 80 per cent.

The balance may be defective in strength or fullness, but must be sweet. There may be a total average loss of one-

half dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of excess.

### Packing of "Prime Firsts."

"Fresh gathered prime firsts" must be packed in new whitewood 30-dozen cases, unless otherwise specified, shall be reasonably clean, of good average size and shall contain fresh, reasonably full, strong, sweet eggs, as follows:—February 15th to May 15th, 85 per cent.; May 15th to October 31st, 65 per cent.; November 1st to December 31st, 50 per cent.; and January 1st to February 15th, 65 per cent.

The balance other than the loss may be defective in strength or fullness, but must be sweet. There may be a total average loss of one dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of the excess.

"Fresh gathered firsts" must be packed in new whitewood 30-dozen cases, unless otherwise specified, shall be reasonably clean, of good average size, and shall contain fresh, reasonably full, strong, sweet eggs as follows:—February 15th to May 15th, 70 per cent.; balance of the year, 45 per cent.

The balance other than the loss may be defective in strength or fullness, but must be sweet. There may be a total average loss of two dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of the excess.

"Fresh gathered ordinary firsts" shall consist of current receipts in any kind of cases as specified, they must contain the following percentage of fresh, reasonably full, sweet eggs:—February 15th to May 15th, 60 per cent.; balance of the year, 30 per cent.

The balance other than the loss may be defective in strength or fullness, but must be sweet. There may be a total average loss of four dozen per case, but if the loss exceeds this amount by not over 50 per cent. the eggs shall be good delivery upon allowance of the excess.

### EXTRAVAGANCE THE CAUSE.

This Combined With Increase in Supply of Gold Produce High Living, Says Commission.

St. John, N.B., May 11.—A commission appointed by Massachusetts state to investigate the cost of living in St. John, Montreal, Yarmouth and other Canadian points, as compared with Boston and other New England cities, have submitted their report to the legislature.

The commission finds that the increase in the world's gold supply and extravagance by individuals and the government is mainly responsible for the higher prices.

Trusts, tariff and labor unions are not held directly responsible, but it is admitted the tariff cuts off possible relief to the consumers by closing the cheapest source of food supply.

The commission recommends that the expediency of removing all duties on food products be considered when tariff is next revised. Vigilance with reference to trusts dealing in the necessities of life is advised.

In comparison with Canada the commissioners found meat and provisions ten per cent. higher in Boston than in Montreal, but on groceries Montreal is four per cent. higher.

Meat and provisions in Bangor are 13 per cent. higher than St. John but St. John pays eight per cent. more for groceries. Butter is three cents higher in Bangor than in St. John. For vegetables St. John is lower. The commission found an "excellent fish market" in St. John, but fresh fish prices were higher than in Boston. Bread was also cheaper in St. John.

Regarding reciprocity, the commission says: "The extension to Canada of reciprocity in the matter of manufactures is, in our belief, for the present out of the question. The forces now dominant in Canada would not listen to any proposition that would endanger her present industries, and there is no reason why they should."

Generally living costs about the same in both countries.

### LOSSES WERE TOO HEAVY.

A report from Chilliwack, B.C., states the reason the Chilliwack Co-operative Assn. went out of business—as noted in last week's issue—was that it found retailing an unprofitable trade. Until a year ago the business paid a dividend of 9 p.c. to the shareholders. "Lately, however," says the despatch, "several losses were sustained both in the store and in the selling of farmers' products on the markets. These losses were never recovered."

### HE LIKES THE CARTOONS.

Editor Canadian Grocer.—There is no doubt that the cartoons which you have been publishing in The Canadian Grocer for some months past, under the heading: "Things That Shouldn't Be." are being eagerly watched for, and carefully studied by, your many subscribers. They are gotten up exceedingly well, and all that have been published in your valuable paper so far, are the kind that strike home with much force. They are not only a great help to the grocers to work along scientific principles, but they are also a strong incentive to clerks and salesmen to take a lively interest and to put forth much care in the performing of their duties.

AN ADMIRER.

Woodstock, May 11, 1910.

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grocers refusals order h to co-opposit ferring member that 1 assist 1 the gro Continu sold to not do any ass cating c and ret H. W. the san supply 1 our effo refusing ants, 1 stores a The R brief i point. mail oru The 1 wish to our int concerns their tr where or have tur

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**LOOK ASKANCE AT MAIL ORDER STORES.**

**St. Louis Jobbers Declare Themselves to be With Legitimate Retailers Only.**

St. Louis, Mo., May 12.—Wholesale grocers of this city have expressed their refusals to furnish anything to mail order houses, stating that they prefer to co-operate with retailers in forming opposition to these big concerns. Referring to the mail order people, a member of F. Goebel & Sons, states that they are willing and ready to assist retailers in "your efforts to free the grocery trade from these leeches." Continuing he states: "We have never sold to any mail order house and will not do so in the future. We will render any assistance possible to help advocating co-operation between the jobbers and retailers."

H. W. Gildehans & Co. referring to the same question said: "We do not supply mail order houses. We confine our efforts to legitimate retail grocers, refusing to sell to consumers, restaurants, laundries, hotels, department stores and mail order houses."

The Krenning Grocer Company were brief in their assertion but to the point. "We don't and will not sell mail order houses," they said.

The Wulffing Grocer Co. said: "We wish to state that it would not be to our interests to sell to mail order concerns. We have never catered for their trade, and, in several instances, where orders came to us unsolicited, we have turned them down."

Three other concerns are equally united in their methods of dealing with mail order houses.

**ADVERTISING RAISINS.**

Large California growers assisted by railway companies have contributed \$20,000 to advertise all varieties of California raisins with a view to increasing the consumption. Philadelphia was selected as the city in which to inaugurate the campaign and Saturday,

April 30th, was Raisin Day among retailers. One feature of the advertising will be new ways of preparing raisins and arguments as to their medicinal value. The campaign was undertaken in desperation as the result of dull and weak markets throughout the country.

John Scanlon, 385 Bleury St., Montreal, has been succeeded by the Colonial Grocery Co.

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

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

**Strength in Every Cupful**

A Delicious Food and a Drink in One. A Cup of

**Epps's Cocoa at Breakfast**

Warms and Sustains You for Hours. As a Supper Beverage it is perfect.

Special Agents, C. E. Colson & Son, Montreal

Nova Scotia, E. B. Adams, Halifax.

Manitoba, Buchanan & Gordon, Winnipeg

**Here's a pointer for you!**

If you wish to obviate all trouble with your Biscuit condition and quality, sell



**"WHITE LILY" BRAND Cream Sodas**

in Jumbo tins.

It's just the extra care put into the mixing and baking of these biscuits, and the extra skill in choice of materials that make them a little better than the other maker's best.

"Soggy" condition is unknown with WHITE LILY BRAND!

Stock up freely with

**WHITE LILY**

Jam Jams, Havelock Lunch, Marshmallow and People's Fancy Mixed.

The profit's all right in selling 'White Lily' Brand. In bulk, boxes and tins.

WRITE FOR PRICES

**J. A. MARVEN, Ltd., Moncton, N.B.**

**PURE**

**TOMATO CATSUP**

You can work up a steady and profitable demand for this line if you handle an extra good quality. We are making a pure Tomato Catsup packed in

**Bottles, Jugs and Kegs**

that has proved an exceptionally good seller. It would certainly pay you to get our quotations, as we are offering splendid value. Write us about it. Write us today.

**TAYLOR & PRINGLE CO., LIMITED**

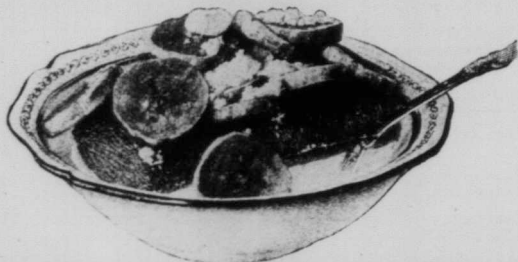
**OWEN SOUND - ONTARIO**

## HOW TO MEAT THE SITUATION

During these troublous times, when the price of meat is soaring skyward, tell your customers to make their "meat"

## Shredded Wheat

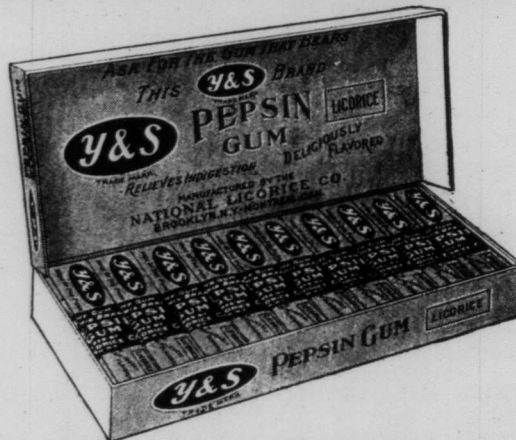
Of course, you don't want to hurt the butcher around the corner—he may not be to blame for the high prices—but people who have decided to cut out meat for awhile will thank you for telling them about such a nourishing, wholesome substitute as Shredded Wheat Biscuit.



If your customers like Shredded Wheat Biscuit for breakfast they will like it for any meal in combination with sliced bananas, baked apples, stewed prunes or other fresh or preserved fruits. Two Biscuits with a little fruit will supply all the energy needed for a half day's work.

MADE IN CANADA

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



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

**National Licorice Co.**  
MONTREAL

By Royal



Letters Patent

## NELSON'S POWDERED GELATINE

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

## NELSON'S Gelatine and Licorice LOZENGES

Should be in your confectionery department.

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

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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

All the year round

## Mott's

"Diamond" and "Elite"

brands of

## Chocolate

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

EVERY JOBBER SELLS THEM

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

SELLING AGENTS:

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

## Flour Market Affected by the Wheat Situation

**Last Year's Heavy Crop and the Splendid Weather up to Present Pointing to Another Bountiful Harvest Has Not Tended to Boost Wheat Market or Sustain Prices of Flour—Cereals in Same Boat.**

A Government report recently issued is authority for the statement that in 1909, Canada produced 166,752,540 bushels of wheat in comparison to 111,067,853 bushels during the previous year. The occupied fifth position in the list of the world's producers following Russia, United States, France and British India. Last year there were nearly half a billion bushels more wheat produced than in 1908. The bulletin also states that there were 749,707 acres sown in the fall of 1909. This area is 113 per cent. of that harvested in 1909. The condition on April 1st, was 92 per cent., 100 per cent. denoting a standard crop. The present situation is therefore resultant upon the heavy crop of last year and the present indications point to even a heavier crop this year.

The market is showing the effects of a rather depressive influence. Wheat that has been held is being turned into the market with the expectation of a bumper crop. Present indications are favorable.

The result has been to make the flour market uncertain, and as one authority stated, "It is rather sluggish just at present."

### MONTREAL.

Flour—Flours are selling well at last week's quotations, and the most favorable symptom about the market is the increasing export demand.

Local demand is fair.

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

Oatmeal — Oatmeals are steady at former quotations, but sales are light. This is only to be expected in view of the approaching summer. Present conditions compare favorably with those at this time last year.

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

### TORONTO.

Flour—The market seems to be in a lethargic condition, as far as prices are concerned. There have been no signs of a recovery of the drop that occurred two weeks ago, and according to some, the tendency is toward a decline. Sales have been fairly brisk.

Manitoba Wheat.	
1st Patent	5 40 5 50
2nd Patent	5 00 5 10
Strong bakers	4 80 4 90

Winter Wheat.	
Straight roller	4 80 4 90
Patents	5 20 5 30
Blended	5 00

Cereals—This market is also inclined to be quiet, although business has not fallen off. Under the present situation there is not a great deal to be said. The uncertainty of what may happen next has a quieting effect.

Rolled oats, small lots, 90 lb. sacks	2 00
25 bags to car lots	1 90
Rolled wheat, small lots, 100 lb. bris.	3 00
25 bris. to car lots	2 90
Standard and granulated oatmeal, 98 lb. sacks	2 20

### A NEW MILLING CONCERN.

Montreal, May 12. — Lt.-Col. A. E. Labelle, until recently local manager of the Ogilvie Flour Mills Co., and Thomas Williamson, its secretary, have, with a few other capitalists organized a new milling concern, which will be known as the St. Lawrence Milling Co.

The latest report regarding the plans of the new organization is that they expect in the near future to construct a mill in Montreal with a capacity of about 2,500 barrels per day. It is estimated that the cost will approach \$300,000.

Among those interested locally in the new firm is G. A. Grier, of G. A. Grier & Son, lumber merchants. It is rumored that English capital is backing the enterprise.


### THE PRESIDENT RETIRES.

Changes have been made in the officership of the Borden Condensed Milk Co., New York, with the recent resignation of the president, Wm. J. Rogers, who has retired on account of ill health. The new president is S. Frederick Taylor, the other officers being as follows: Vice-Pres., Walter M. Gladding; Secretary, S. J. Pearson; Asst. Sec., Robt. L. Cleary. F. D. Shove continues as treasurer and A. W. Milburn as assistant treasurer. The board intend tendering to the retiring president a testimonial dinner in the near future.

Phelps & Binns, Montreal, have removed to 855 St. Catherine St. Wolf, Sayre & Heller have moved from 194 to 268 St. Paul St., Montreal.

### A DEBT OF GRATITUDE.

From The Bowmanville Statesman.  
Retail grocers all over Canada owe a big debt of gratitude to The Canadian Grocer publishers for the very excellent report of the convention of The Ontario Wholesale Grocers' Exchange. Trade secrets, trade conditions, abuses, rebates, etc., were freely discussed, and many eye openers were related.



There's always a big demand among campers and picnickers for a good Soda Biscuit!

Are you stocking  
**Mooney's  
"Perfection"  
Cream Sodas**

the kind that always reaches your customer in a crisp and fresh condition?

It's a line that never fails to satisfy, and leaves a good margin of profit.

They are pleasantly palatable and perfectly pure.

See to your stocks.

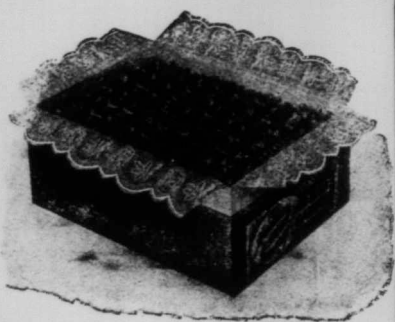
**The  
MOONEY BISCUIT  
& CANDY CO., LTD.  
Stratford, Can.**



**COX'S  
INSTANT  
POWDERED  
GELATINE**

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

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



## Experience !

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

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

Experience made one such.

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

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

Eventually we considered we had reached highest attainable perfection.

Everyone complimented our quality by imitating it.

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

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

## “CHOCOLATE BORDO”

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

**The Montreal Biscuit Company**

*Manufacturing Confectioners*

**MONTREAL**

## TRUMILK

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

## MILKSTOCK

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

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

**Canadian Milk Products, Limited**

Sole Manufacturers

Head Office : MAIL BUILDING, TORONTO.



The New Flavor

## MAPLEINE

Better Than  
Maple

The Crescent Mfg. Co.,  
Seattle, Wash.

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

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

Strictly French Manufacture Guaranteed  
Manufactured at  
82 Beaudry Street MONTREAL

### FEATHERS WANTED

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

WRITE TO

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

The Largest and Oldest Barley  
Manufacturers in Canada

LET US QUOTE YOU PRICES ON

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

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

## W. H. ESCOTT

WHOLESALE

**Grocery Broker**

141 BANNATYNE AVENUE

**WINNIPEG**

COVERING

**MANITOBA and SASKATCHEWAN**

CORRESPONDENCE SOLICITED

## WINDSOR SALT

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

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

## ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

**J. W. EWEN, - Uxbridge, Ont.**

### SUGHARD'S OOOOA

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

**FRANK L. BENEDICT & CO., Montreal Agents.**

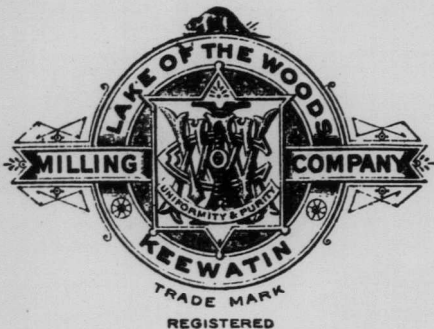
### THE HODGSON GUM CO.

898 St. Lawrence St. MONTREAL

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

We make special brands to order.

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



## *Purity* *A Big Five Roses Feature*

**W**HY the Food Laws, Brother Grocer?

To *compel* Purity in food-stuffs.

And what is Purity in *Flour*?

Nothing but the flouxy heart of the sun-ripened Manitoba wheat berry, nothing added save skill and experience, nothing subtracted save dirt and impurities.

Purity means the absence of all woody particles, the fibre, indigestible and dark-colored bran coat, the wheat skin, the fuzz and whiskers.

It means no trace of dirt, dust or imperfection; no grit, no foreign matter.

No specks or stains to vex the soul of the fastidious housewife, no complaints over your counter.

It means expert wheat buyers to reject off-grade stuff; bin-burnt, rusted wheat; soft wheat; smutty wheat, and a thousand other kinds.

It means expert shippers, experienced millers, modern milling science and methods; means automatic milling, *hand-proof*, germ-proof; it means clean packing, clean packages; plant cleanliness, hygienic conditions.

It means a water-power plant like the Keewatin mills, out in the country air

away from the belching smoke-stacks of the industrial centres.

It means FIVE ROSES, don't you see?

Long before the Pure Food Legislation was talked about, Brother Grocer, we had our own code of purity, *stricter than any law*.

We have seen other mills, American and Canadian; we have studied their surroundings, their methods, their sanitary regulations; and *we say in all sincerity*: there is no cleaner, more hygienic plant in all the milling world than the Keewatin mills, no more ideal location anywhere.

You tell your customer that there is no sweeter, purer flour made than FIVE ROSES—you *know* you speak truly, you *know it is so*.

Think of the effect of the words: "*Madam, your hands are first to touch FIVE ROSES*." Your own earnestness *must* carry conviction, *must compel* her order and re-order. You command a *bigger price* because of *higher value*.

When her family health is at stake for a few cents' difference, will she hesitate?

When the health of *your* trade is at stake, Brother Grocer, will YOU hesitate?

**LAKE OF THE WOODS MILLING COMPANY, LTD.**  
**CANADA**

## Tomatoes are Firmer and May Still Go Higher

Early Vegetables and Fruits are Moving Easily at Good Prices and With Steady Demand—Oranges and Lemons Have Braced and Have Decidedly Firm Tone, Although S. S. Fremona's Cargo May Have Temporary Effect—Strawberries a Feature of Market.

### MONTREAL.

**Green Fruits.**—The new Mediterranean fruit which arrived on the S. S. Fremona was auctioned off Wednesday, and brought good prices. The grade is pronounced good for first arrivals. Bananas are coming in freely, and as a result the price has sagged to \$1.65 to \$2 crated. Trade is improving daily.

**Apples**—Baldwins, bbl. 3 50  
Greenings, bbl. 4 00  
Russets, bbl. 5 50  
Kings, No. 1, bbl. 4 00  
Spies, per bbl. 4 25 6 00  
Tallman Sweets, bbl. 3 00  
Bananas crated, bunch, 1 65 2 00  
Cranberries, bbl. 6 00 10 00  
Cranberries, per bushel box, 1 50 2 00  
Cocoanuts, bags, 4 25  
Grape fruit—Florida, box, 5 00  
Grapes, Almeria, per keg, 5 00 7 50

**Vegetables.**—Both wax and green beans are coming on the market freely and are bringing \$5.50 per large basket. Some very fine celery has been received, put up in large crates, selling at \$6.50 to \$7. Recent arrivals of new cabbages and potatoes have reduced prices in those lines, and trade in them is good. There seems to be somewhat of a general improvement in most lines.

**Fish.**—Haddock is keeping scarce, with a little sign of improvement. River fish are still plentiful. B. C. salmon is now coming through at a high figure and Gaspe are expected soon. There is hardly any trade in pickled, salt or prepared fish. Brook trout are coming in fairly well at high prices. Trade in general is more satisfactory and demand on the increase.

### FRESH

Shad, 'Roe', ea. 0 80  
Shad, 'Buck', ea. 0 40  
Pike, 0 07  
Perch, 0 05  
Steak cod, 0 05  
B.C. salmon, 0 20  
Gaspe salmon, 0 50  
Market cod, 0 05

### FROZEN

Codfish, 0 04 0 04  
Dore, winter caught, per lb., 0 08  
Haddock, 0 05  
Halibut, per lb., 0 10  
Herring, per 100, 1 00  
Market cod, 0 04  
Steak cod, 0 05

### SALTED AND PICKLED

Green cod, No. 1, bbl., 6 00 6 50  
Labrador herring, bbl., 5 00  
Labrador sea trout, bbl., 2 85  
Labrador sea trout, half bbls., 11 00  
No. 1 mackerel, pall., 2 00

No. 1 pollock, bl. 4 00  
Holland herring, bbl. 5 50  
" " 4 00 " keg 0 75

### SMOKED

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

### SHELL FISH

Shell oysters, bbl., 9 00  
Lobsters, live, per lb., 0 15  
Oysters, choice, bulk, Imp. gal., 1 30  
" Selects, Imp. gal., 1 5  
" Sealshipt, standards, per Imp. gal., 1 75  
" select, per Imp. gal., 2 00

### PREPARED FISH

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

### TORONTO.

**Green Fruits.**—A steady demand for fruit of all kinds is giving the market a healthy tone. The production in most instances is only moderate with the result that prices are maintained at a strong figure. There is still a fair market for apples although they are practically done. Northern spies are clearing out at from \$3.50 to \$5 a bbl. There is a fair demand for grape fruit. Strawberries are market favorites. There is continued strong demand. The North Carolina variety is selling at from 14c to 18c a box with 16 and 17 cents prevailing. Virginia berries are due. Strawberries have given no trouble this spring and move easily. The first cherries have been opened on the local market. They are of extra fine quality and demand \$3.50 a box.

Oranges are particularly strong. According to one authority the navels may be expected to clean out within the next two weeks and at present they are selling well with the demand strong and prices inclined to an increase. The market has not been over-supplied and quotations have been healthy.

The same may be said of lemons. The "Fremona" was expected at Montreal this week with 27,000 packages of oranges and lemons. There is some speculation as to what effect this supply will have on the market. With warmer weather lemons are expected to become even firmer than at present.

Apples, 1 00 5 00  
Northern Spies, 3 50 5 00  
Bananas, 1 75 2 25  
Cherries, California, box, 3 50  
Cocoanuts, sack, 4 50  
Grape Fruit—Florida, 3 75 4 75

**Vegetables.**—Tomatoes are presenting a strong front to the market and the slight increase that was noticed during the past week is expected to reach a higher figure in the near future. The demand is particularly good and there has been no possibility of overstocking the market. Other new vegetables, for the most part, are a little easier. Business is brisk, however, the public taste calling for the delicacies of the season, even though they have to be imported. The easier prices for most of the articles were generally expected. New potatoes are inclined to be slow although

## Strawberries

Are now arriving in good shape and are selling well; prices are low.

### ORANGES

You will want an extra supply for the Holiday. Order early.

### TOMATOES

Floridas are now at their best. We have always full supplies New Potatoes, Cabbages, Cucumbers, Asparagus, Lettuce, Radish, etc.

McWILLIAM

Mc. AND E.  
EVERIST

25-27 CHURCH ST. - TORONTO

Carload Importers

## Tracuzzi's

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

"St. Nicholas"

and

"Home Guard"

are fine, elegant, superior.

J. J. McCABE

AGENT

32 Church Street, Toronto.

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Aspari  
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Beets, ha  
Beans, gra  
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Beans, wa  
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Carrots, h  
Celery, ca  
Cucumber  
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Lettuce, f  
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Lettuce, C  
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Mushroom  
Onions—  
Valencias,  
crate  
Spanish..

Fish.  
White  
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caught

Halibut  
Salmon tr  
White fish

Goldeyes.  
Pickerey y

Herring, p  
Mackerel,  
Smelts, N

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the price is somewhat easier. The general market is bright and snappy.

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

Fish.—The market in fish is steady. White fish is quoted at 12c a pound with the demand well sustained. Fresh-caught varieties are in favor.

FRESH CAUGHT FISH			
Halibut.....	0 09	Steak cod.....	0 07 1/2
Salmon trout.....	0 10	Perch.....	0 07
White fish.....	0 12	Haddock.....	0 06 1/2

FROZEN LAKE FISH			
Goldeyes.....	0 06	Pike.....	0 05
Pickrel yellow.....	0 08	Whitefish, frozen.....	0 0 1/2
		Perch, fresh caught.....	0 07

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

SMOKED, BONELESS AND PICKLED FISH.			
Acadia, tablets, box.....	1 60	Fillets, per lb.....	0 11
Bloaters, per basket.....	0 90	Haddie, Finnan.....	0 07
Codfish, shredded, box 1.....	1 80	Herrings, Digby, bndie.....	0 60
" Bluenose, " 1.....	1 40	Herrings, Imported.....	
Cod steak, per lb.....	0 07	Loch Fyne, per kit.....	1 50
Cod, Imperial, per lb.....	0 05	Kippers, per box.....	1 25
Oscoes, per basket.....	1 25	Quall on toast, per lb.....	0 05 1/2

**FRUIT NOTES.**

A report from Koshkonong, Mo., states that there is bumper crops of Elberta peaches now on the trees. They escaped damage from the weather, and are in good shape.

California cherries sold at high prices in New York this week. Owing to the demand and small supply prices ranged from \$7.75 to \$9 a box.

According to a report from Florida, grape fruit are about all shipped. It says, "We think the trade who purchase grape fruit now will find it valuable property."

While North Carolina strawberries are still reaching the Canadian market, first arrivals from Virginia point to the fact that the supply is coming from a still more northerly point. Home-grown berries will soon be offered on this side of the border if the warm weather continues.

# 24th May--Victoria Day

Everything that goes to make your business bigger and better in the fruit line for this holiday **WE WILL HAVE.**

**DON'T TAKE ANY CHANCES**—Place your orders with us and get the best goods and lowest price.

**STRAWBERRIES, PINEAPPLES, TOMATOES, BANANAS CUCUMBERS, GREEN PEAS, WAX BEANS, GRAPE FRUIT, CALIFORNIA CHERRIES, ASPARAGUS, CABBAGE, SPINACH.**

**ORANGES: NAVELS, MEXICANS, VALENCIAS, BLOOD ORANGES.**

We draw special attention to **BERRIES.** We are heaviest receivers of best goods, cars arriving daily.

## WHITE & CO., Limited

Toronto and Hamilton

### FANCY

**RIPE** { PINEAPPLES  
FLORIDA TOMATOES  
BANANAS

**FRESH** { LETTUCE  
RADISH  
RHUBARB  
GREEN ONIONS

==== **Finest Oranges and Lemons** ====

**HUGH WALKER & SON**  
Established 186 1) GUELPH, ONTARIO

# Buster Brown

THE BRAND OF SICILY'S FINEST LEMONS

**The Brand of Quality**

**The Brand of Value**

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

FOLLINA BROS., PACKERS

W. B. STRINGER, SALES AGENT

## Preparing the Coffee Bean for Export Trade

How the Different Sized Beans are Separated—Sorting the Grades According to Quality—This was Formerly Done by Hand—Season for the Ripening of the Coffee Crop.

By D. Williams.

Kingston, Jamaica, May 11.—The Island of Jamaica is a large producer of coffee, and upon the sloping sides of its high hills and fertile valleys are extensive plantations of the coffee tree. Probably few people, however, who sell and who enjoy the fragrant beverage have any idea of the amount of labor connected with it after it leaves the tree until it is ready for the coffee pot.

The coffee crop begins to ripen about the first of September and continues till December, but the time varies in different localities. After the pods are picked, they are thrown into water and run through a machine called a pulper, which separates the bean from the pod and also removes the rough outer husk from the bean. This is usually done on the estate where the coffee is grown, after which it is sacked and sold to the dealers or coffee mill owners. Of those mills the largest in Jamaica is the one recently erected by Lascelles de Merchado & Co., in Kingston. This mill is being fitted with modern and up-to-date machinery.

The sacks of crude coffee beans after they arrive at the mill are emptied upon a clean, hard floor under a large suction pipe. This draws the beans up and in turn empties them into a hopper while the strong current of air drives off any dust or dirt that may have adhered to them. They now pass through a huge revolving cylinder heated by hot air supplied by a centrifugal fan where they are thoroughly dried and passed on to another machine that removes the two remaining hulls from the bean.

The hulls or refuse from the coffee bean are driven by a fan down a tube to the furnace room where it is used as fuel under the boilers that supply the mill and enjoins with steam. The now thoroughly cleaned beans are carried by an elevator up to the second flat to an ingeniously contrived and elaborate machine that separates the different sizes and qualities of the beans each passing by a separate tube to its respective receptacle. The larger and better quality is still picked over by hand, a number of girls being employed

to separate the large long bean from the shorter one.

The work of separating and sorting the different grades and sizes of coffee beans was formerly nearly all done by girls and women picking them over, but this will to a great extent be done away with in this mill, their improved machinery doing much of the work and doing it better than by the former process.

After the beans have been sorted, some of the product is sacked and in that condition exported to the various foreign markets. Large quantities, however, before shipment are put through an automatic roaster, a contrivance in the shape of a furnace that gives the beans just heat enough to thoroughly do the work without at any time over doing it.

### TRAVELER'S NARROW ESCAPE.

Was Sleeping on Third Floor of Burning Hotel—Need of Better Protection.

Brockville, Ont., May 11.—Capt. H. W. Lumb, traveler for S. H. Ewing & Sons, Montreal, whose home is in Brockville, was one of those who had a narrow escape in the recent Cornwall hotel fire. When he arrived home his hands were covered with bandages and his usual natty attire was replaced by misfits.

He tells a graphic story of the holocaust which serves to show the great need of better protection from fire for the men who make the road and hotels their home for the greater part of every week.

Capt. Lumb had arrived in Cornwall the evening of the fire, working home for the week-end and made his headquarters at the Rossmore House for the night, being allotted a room on the third storey. Some time during the early morning he was awakened by a smothering sensation and was horrified



## Epicure Brand Lobsters

SIMPLY a little more care, closer supervision, attention to details, little things in themselves, but these matters affect the quality of lobsters.

And it is because we are so careful that we can always give you uniform quality in lobsters packed under this brand.

Take no risk. Do not chance displeasing a particular customer.

It were better to order a dependable brand and be sure.

*Order "Epicure" Brand  
At Once, for the Pack  
May be Light and De-  
mand is Heavy.*

**C. H. MITTON**  
Sole Packer  
PORT ELGIN, N.B.

### FRED. L. MYERS & SON

ESTABLISHED 1879.

KINGSTON, JAMAICA, B.W.I.

Wholesale Wine and Spirit (Rum, etc.), Sugar, Export and Commission Merchants and Wharf Owners.

Our Specialties:—Sugar and "GENUINE JAMAICA RUM" shipped to all parts of the world.

### Tidy Lard Dishes

Two Oval Butter Dishes—one to hold the lard, the other to cover it, with the edges meeting, is the tidiest package you can make.

Graham Bros. & Co., Kinmount, Ont.

Highest price paid for  
**DRIED APPLES**  
O. E. ROBINSON & CO.

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

SEASON 1908-9  
**Dried Apples**

Shipments Solicited  
Settlements Prompt

**W. A. GIBB COMPANY**  
HAMILTON

JAMES SOMERVILLE, Manager

### Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie

Wholesale FRUIT, FISH and PRODUCE

Commission Merchants, and

Dealers in HIDES, WOOL and RAW FURS

**TRY LEARD'S LOBSTERS  
and CANNED CHICKEN**

Write for Prices

**W. A. LEARD**

Summerside,

P.E.I.

# If the Merit Wasn't There

We couldn't in a thousand years sell the salmon we have under the QUAKER BRAND. It's because of the undeniable and consistent high quality of the brand that "QUAKER" has stood for THE BEST in salmon for years.

Your own interests demand that you sell the best salmon. QUAKER BRAND

## Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

# Your best customers will buy "Concord" Norwegian Sardines

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

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

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



#### LIST OF AGENTS:

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

# Sardines in Oil



# Brunswick Brand

ARE YOU BUILDING UP YOUR CANNED FISH TRADE?  
YOU CAN DO IT BY THE BRUNSWICK BRAND.

- THEY HAVE A FLAVOR DISTINCTLY THEIR OWN
- THEY ARE UNSURPASSED IN QUALITY
- THEY ARE PACKED IN SANITARY CANS
- THEY COME IN THE REGULATION—100— $\frac{1}{4}$  CASES
- THEY WILL ASSIST IN BUILDING UP YOUR TRADE
- THEY ARE PACKED BY SKILLED HELP AND MODERN METHODS
- THEY YIELD THE DEALER A LIBERAL PROFIT
- THEY ARE WELL KNOWN AND GIVE SATISFACTION

## CONNORS BROS., Limited, Black's Harbor, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C. B.; J. L. Lovitt, Yarmouth, N.S.; Buchanan & Ahern, Quebec; Leonard Bros., Montreal; A. W. Huband, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

to find the room filled with smoke. Though breathing under great difficulties he managed to find his way to the door carrying his grip containing money and valuables. Flames seemed to have enveloped the whole building and cries for help were coming from all directions.

A lady occupying a room convenient to Capt. Lumb's was in dire distress. Passing out into the stifling hall he implored her to accompany him to the nearest window. She halted and the next moment the flames had enveloped her. By this time the fire was dangerously near Capt. Lumb. Upon reaching the nearest window he located the rope fire-escape tied in a bag. The rope was a tangled mess and Capt. Lumb had almost given up hope of straightening it out. After a great deal of tugging he finally got a portion of it into shape for use and forcing the double sash on the window he slid down as far as it reached, burning his hands terribly. The escape fell short of the ground about twenty-five feet which he was forced to jump. Fortunately he escaped with a slight shaking up, suffering no fracture of his limbs.

Upon reaching the ground in his night clothes he was hurried to a place of shelter across the street where every attention was given him, including suitable clothing which he wore home. As to the details of the fire generally he was not in a position to discuss, further than to say that he considered it a very badly handled affair on the part of the brigade. The thought of the unfortunate woman whom he tried to save completely unnerved him.

Capt. Lumb lost his clothing, also the grip which he carried to the window, leaving it there in the excitement of the moment. It contained over \$100 in money, his watch, chain, rings and other valuables.

**RECENT TRADE CHANGES.**

**Events of the Week in Canada Told in Condensed Form.**

**Ontario.**

J. P. McKenny, grocer, Port Hope, suffered a loss in a recent fire.

A new grocery store is being opened in Port Arthur by Falls & Foote.

Fred Zimmerman, grocer, St. Catharines, has sold to J. W. Bain & Son.

J. W. McBride, grocer and butcher, Hamilton, Ont., has sold to M. B. Hibbard.

Mrs. J. T. Upper, general merchant, Low Banks, Ont., advertizes her business for sale.

M. J. Cleland, general merchant, South Mountain, Ont., is advertizing his business for sale.

B. W. Levesette, Jas. L. Aquire, J. E. Thompson, grocers, Norwood, Ont., suffered loss by recent fire.

J. B. Pearce & Son and Waters & Son, general merchants, Norwood, Ont., have sustained loss by fire.

Fred Adam, grocer, Sudbury, has admitted his brother into business with him, to be known in future as Adam Bros.

**Quebec.**

Parker & Stone, grocers, Montreal, Que., have registered.

Richard Reany, fruit broker, etc., Montreal, Que., has registered.

R. Taylor & Co., wholesale produce, Montreal, Que., have registered.

Honore Blouin, wholesale grocer, Quebec, Que., offers to compromise.

A meeting of the creditors of Cyrus Kellar, Low, Que., is called for May 13th.

The assets of the Caledonian Biscuit and Confectionery Co., Ltd., are to be sold.

Jos. and A. Blain, grocers and butchers, Maisonneuve, Que., have registered.

Frizzell Bros., general merchants, Kinner's Mills, Que., have suffered loss through fire.

**Western Canada.**

W. J. Bragg, grocer, Winnipeg, Man., is discontinuing.

W. Robinson, grocer, Enderby, B.C., is negotiating for sale of his business.

R. C. Roberts & Co., general merchants, Osage, Sask., are discontinuing.

J. A. Hammond, general merchant, Fruitvale, B.C., has disposed of his business.

W. J. Boyle & Co., Ltd., general merchants, Armstrong, B.C., have sold to A. G. Horswill.

Marsh & Cameron, grocers and bakers, Calgary, Alta., have sold grocery business to S. G. Carscallen.

The stock of the general store of J. E. Alexander estate, Ridming Mountain, Man., has been sold to B. Segal.

**New Companies.**

An Ontario charter has been granted Medland Bros., Limited, to purchase and acquire the business of Medland

**JAMAICA CIGARS and CIGARETTES**

**"La Retreat" Brand**

Made from the finest and choicest tobacco.

**La Retreat Factory Co.** Agent required for these Products in Canada.  
7 Port Royal St. Special inducement to financially responsible party.  
Kingston, Jamaica, B. W. I.

**Tell Your Customers That :**

**SHAMROCK  
BIG PLUG  
SMOKING TOBACCO**

*When out never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist*

**McDOUGALL'S  
CLAY PIPES**

THE BEST IN THE WORLD

**D. McDougall & Co., Ltd.,** GLASGOW, SCOTLAND

**SPRAGUE**

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

**TANGLEFOOT**



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

**Black Watch**

**The Big Black Plug  
Chewing Tobacco**

**"A Trade Bringer"**

**Sold by all the Wholesale Trade**



## THE CANADIAN GROCER

Bros., Toronto, Ont. It is capitalized at \$200,000.

The Lake Erie Fish Company, Limited, capitalized at \$40,000, with head office at Amherstburg, has received an Ontario charter to carry on a general business of fish dealers.

An Ontario charter has been granted The Steele Fruit Company, Limited, capitalized at \$40,000, with head office at London, Ont., to carry on business as wholesale and retail fruit dealers.

A Dominion charter has been granted "Dustbane Mfg. Co., Limited," to manufacture and deal in dust absorbing or removing compounds, domestic wood-ware, brooms, whisks, polishes, etc. The head office is in Ottawa, Ont., and the stock issue amounts to \$50,000.

A Dominion charter has been granted "Sultana, Limited," a company with

head office in Montreal, formed for the purpose of manufacturing and dealing in shoe polishes, dressings, metal polishes, ammonia products, dyes, stove blackings, etc. The incorporated stock is placed at \$90,000.

### SPAIN WANTS TREATY WITH CANADA.

During the season of 1909-10, says Robt. Frazer, writing from Valencia, Spain, exports of Valencia raisins to Canada amounted to 82,000 hundredweight. This was 13,900 hundredweight more than during the season of 1908-09. Regarding this trade with Canada he says:

"The steady increase of Valencia raisin exports to Canada and the great future possibilities of the Canadian

market are now centreing the attention and energies of farmers and export associations on the prospects of obtaining more favorable tariff conditions from Canada. The fruit region is being canvassed to this end and is asking for a commercial treaty or other arrangement with Canada on lines placing Valencia raisins on the same tariff footing as is accorded French dried fruits in the Franco-Canadian treaty. The Spanish Ministry of State has been petitioned to this effect, and it is pointed out that as Spain enjoys precisely the same commercial relations as France both with Great Britain and the Dominion of Canada she is entitled to the benefit of the concessions accorded to French dried fruits under the Franco-Canadian commercial convention, which went into effect on February 1."

**One minute** spent in reading this 'ad.' will mean many dollars in your pocket, that is if you are wise and feature the

# 7-20-4

CIGAR

in your Tobacco Department. It's a steady and ready seller and leaves a 'worth-while' profit for you. Write for prices.

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

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

IF NOT, WHY NOT ?

# "Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured from

Imported Leaf Exclusively

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

HAMILTON, CANADA.

# THE CANADIAN GROCER

## 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 postage, etc.

### ADDING MACHINE.

**ADDING TYPEWRITERS** write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

### AGENCIES WANTED.

**A FIRM OF COMMISSION AGENTS** in Jamaica are desirous of representing Canadian firms manufacturing groceries, biscuits, condensed milk, etc. Can influence large turnover in these lines. Highest references given. Box 343, CANADIAN GROCER, Toronto. (tf)

### BUSINESS CHANCES.

**FOR SALE**—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

**IF YOU WISH TO SELL** your business or farm, we can find you a customer. If you wish to BUY, write us. We may have just what you are looking for. Address, Wm. J. Platt & Co., Bridgeport, Conn. (19)

### COUNTER CHECK BOOKS.

**COPELAND-CHATTERSON SYSTEMS**—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

### FOR SALE.

**FOR SALE OR RENT**—Store and dwelling combined, with or without grocery stock, in thriving town about thirty miles from Toronto. Box 350, CANADIAN GROCER, Toronto.

**FOR SALE**—The biggest little grocery business in Windsor, Ont. Address Box 348, CANADIAN GROCER, Toronto. (22p)

**FOR SALE** in the city of Windsor, Ontario, large corner grocery store. Good business reasons for selling. Address 23 Pitt St. West, Windsor, Ont. (23p)

### MALE HELP WANTED.

**WANTED**—At once, first-class catsup maker. Give references and full particulars. Box 64, Hamilton, Ont. (tf)

**WANTED—TRAVELERS**—J. Hirsch & Sons, Ltd., Montreal, manufacturers of the Irving and Metropole Cigars, want travelers with knowledge of the territory in the Lower Provinces and the North West. Apply by letter, stating experience and giving references. Applications treated in strict confidence. (19p)

### MISCELLANEOUS.

**725,000** live merchants use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

**ANY man who has ever lost money** in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

### MISCELLANEOUS.

**ATTRACTIVE fixtures** sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economizing store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

**COUNTER CHECK BOOKS**—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

**DOUBLE your floor space.** An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

**DON'T use poor business stationery.** Get your printer or stationer to furnish you with "Banker's Bond," Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of good stationery. W. J. Gage & Co., Limited, Paper Makers, Toronto.

**EGRY BUSINESS SYSTEMS** are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egrý Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258 1/2 Portage Ave., Winnipeg; 308 Richards St., Vancouver.

**ELIMINATE FIRE RISK,** save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

**ERRORS AVOIDED, LABOR SAVED**—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

**FIRE INSURANCE. INSURE IN THE HARTFORD.** Agencies everywhere in Canada. (tf)

**FOR FILING PAPERS, LETTERS** and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**GET THE BUSINESS—INCREASE YOUR SALES.** Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

**JUST NOW** we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

**KAY'S FURNITURE CATALOGUE** contains 160 pages of fine half-tone engravings of newest designs in carpets, rugs, furniture, draperies, wall papers and pottery, with cash prices. Write for a copy—it's free. John Kay Company, Ltd., 36 King St. West, Toronto.

**MODERN FIREPROOF CONSTRUCTION.** Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

**SCOTCH PLAID STATIONERY** is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

### MISCELLANEOUS.

**PROFESSIONAL MEN,** business men, merchants, church workers, find innumerable uses for the Fulton Sign and Price Marker. The Fulton Rubber Type Company, of Elizabeth, N.J., are makers of Ink Pads, Daters and business outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Canadian Agents, Toronto.

**SAVE 50% OF THE COST OF HANDLING** merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-suley Street, Toronto. (tf)

**SAMPLES FREE**—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

**THE "Kalamazoo" Loose Leaf Binder** is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

**THE METAL REQUIRED** in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Sidelore Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

**WANTED**—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

**WAREHOUSE AND FACTORY HEATING SYSTEMS.** Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

**WHEN buying bookcases** insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

**YOU need the best possible protection from fire!** If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

**YOU can display your goods** to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

### REPRESENTATIVES WANTED.

**PROBABLY** the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

### TECHNICAL BOOKS.

**SALES PLANS**—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

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





**ALWAYS RIGHT.** SUN PASTE

Stove Polish is just right every time you sell it, and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

## The GROCER'S Big Spring Number



¶ Every Dealer in Canada will take an unusual interest in THE GROCER'S BIG SPRING NUMBER, to be issued May 27th. There are few of them who will not make money by reading and studying it closely. There are few of them who will not keep it for reference for a considerable time.

¶ In the Spring Number we will get right down to facts and figures in showing retailers how they may improve their methods of buying, stock-keeping, handling credits, store arrangement, assorting, display, advertising, stopping leaks, cost accounting, delivery, salesmanship, etc.

¶ The Spring Number will be given over almost entirely to "Scientific Methods of Retailing." Each one of the series of articles coming under this heading will be founded on definite information gathered first-hand from the best sources.

### R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

**Warehousemen, Forwarding Agents and Wholesale Brokers**

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

Reference—Bank of Ottawa, Winnipeg

**HAVE YOU TRIED**

**MOLASSINE DOG and PUPPY CAKES?**

**MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health**

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

**ANDREW WATSON, - Sole Importer**

91 PLACE YOUVILLE MONTREAL



**NIGHT. SUN PASTE**

Every time you sell it, filled full. You have to pass it over your friends for yourself as stove polish which never? That's SUN see them come back

U.S.A.

**ring**

est in THE There are studying it reference for

and figures of buying, printing, dis- ery, sales-

o "Scien- es coming gathered

**CAKES?**

ING WORMS neral Health

n the market which e their coats.

OM Importer AL

**Tea Hints for Retailers**

By JOHN H. BLAKE

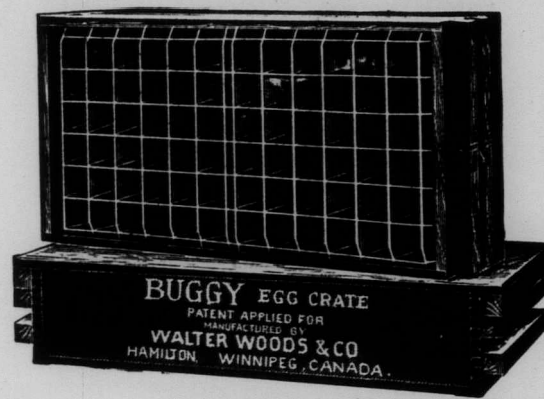
This book, written by a practical tea man, contains information which will be of great value to every grocer. There are ten chapters, one being devoted to each of the following subjects:—

- The Tea Gardens of the World*
- Tea from Seed to Leaf*
- Tea from Leaf to Cup*
- The Tea Marts of the Orient*
- How to Test Teas*
- Where to Buy Teas*
- Is it Wise to Place an Importation Order?*
- Bulk versus Package Teas*
- How to Establish a Tea Trade*
- Tea Blending*

(275 pages) (24 full-page Illustrations)  
Sent to any address on receipt of \$2.00.

**MacLean Publishing Company**  
(Technical Book Department)  
10 Front St. East, TORONTO

**BUGGY EGG CRATE**



The most satisfactory Egg Carrier yet invented.

**YOU** should have them in stock.  
5,000 sold first season.

**Walter Woods & Co.**  
Hamilton and Winnipeg

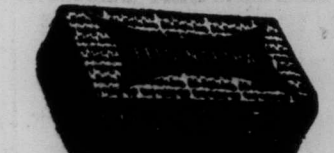
**OCEAN MILLS**  
Montreal  
Chinese starch, 48 1-lb. per case \$4.00;  
Ocean Baking Powder, 48 3-oz., \$1.40;  
48 4-oz., \$1.80; 60 8-oz., \$4.50; 36 1-lb., \$3.75; 48 1-lb. pkg., \$4; 10 1-lb. tins, \$5; loose 25 lbs., \$1.75;  
Ocean blancmange, 48 8-oz., \$4; Ocean borax, 48 8-oz., \$1.60; Ocean cough syrup, 36 8-oz., \$6.00; 36 8-ounce, \$7.20;

Ocean corn starch, 48 1-lb. \$3.60  
Jam Per lb. 0 06  
30-lb. wood pails..... 0 06  
Pure assorted jam, 1-lb. glass jars, two dozen in case..... 1 75

**Jelly Powders**  
IMPERIAL DESSERT JELLY

**IMPERIAL PURE AND DELICIOUS**  
TRUE FRUIT FLAVORS  
CARTONS EACH 1 DOZ

Assorted flavors—gross 10.75.  
**SOAP**  
The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:  
Less than 5 cases..... \$6 00  
5 to 9 cases..... 4 95

**Fly Pads.**  
WILSON'S FLY PADS  
In boxes of 50, 10c; packets, \$3 per box; or three boxes for \$2.80; 5 boxes \$2.75.



**WHITE SWAN SPICE AND CEREALS, LTD**  
White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



List price.  
"Shirriff's" (all flavors), per doz....  
Discounts on application.

**Lard**  
N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces... \$7 13  
4-bbls. .... 0 13  
Tubs, 60 lbs. 0 13  
20-lb. Pails. 2 73  
20-lb. tins. 2 63  
Cases 2-lb. 0 14  
" 5-lb. 0 14  
" 10-lb. 0 13



F.O.B. Montreal.



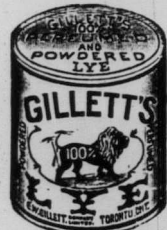
**GUNNS**  
"EASI-FIRST"  
LARD COMPOUND.

Tierces... 0 12  
Tubs... 0 12  
20-lb. pails. 0 13  
20-lb. tins. 0 12  
10-lb. " 0 14  
5-lb. " 0 13  
3-lb. " 0 13  
1-lb. cartons 13

**Licorice**

**NATIONAL LICORICE CO.**  
5-lb. boxes, wood or paper, per lb. .... \$0 40  
Fancy boxes (26 or 50 sticks), per box.... 1 25  
"Ringed" 5-lb. boxes, per lb. .... 0 40  
"Acme" pellets, 5-lb. cans, per can .... 2 00  
(fancy box, 60) per box 1 50  
Tar licorice and toll wafers, 5-lb. cans, per can..... 2 00  
Licorice lozenges, 1-lb. glass jars..... 1 75  
" 20 5-lb. cans..... 1 50

"Purity" licorice, 10 sticks..... 1 45  
" 100 sticks..... 0 73  
Dulc, large cent sticks, 100 in box.....  
**Lye (Concentrated)**



**GILLETT'S PERFUMED LYE**  
Per case  
1 case of 4 doz \$3 50  
3 cases of 4 doz 3 40  
5 cases or more 3 35

**Marmalade.**

**T. UPTON & CO.**  
12-oz. glass jars, 2 dozen case, per doz. \$1; 16-oz. glass jars, 2 doz. in case, per doz. \$1.45; 5 and 7 lb. tins and 7-lb. pails, per lb. 7c.; pint sealers (24 oz.), 1 doz. in case, per dozen \$2.25.

**SHIRRIFF BRAND**  
"Imperial Scotch" —  
1-lb. glass, doz. .... 1 55  
2-lb. " " " " 2 80  
4-lb. tins, " " " " 4 65  
7-lb. " " " " 7 35  
"Shredded"—  
1-lb. glass, doz. .... 1 90  
2-lb. " " " " 2 10  
7-lb. tins. " " " " 5 25



**ST. CHARLES CONDENSING CO**  
PRICES:  
St. Charles Cream, family size, per case..... \$3 50  
Baby size, per case..... 2 00  
Ditto, hotel, 3.70  
Silver Cow Milk..... 4.55  
Purity Milk..... 4.25  
Good Luck..... 4.00

**Mustard**

**COLMAN'S OR KEEN'S**  
D.S.F., 1-lb. tins..... per doz. \$ 1 40  
" 1-lb. tins..... 2 50  
" 1-lb. tins..... 5 00  
Durham 4-lb. jar..... per jar 0 75  
" 1-lb. jar..... 0 25  
F.D. 1-lb. tins..... per doz. 0 25  
" 1-lb. tins..... 1 45

**IMPERIAL PREPARED MUSTARD**  
Small, cases 4 dozen..... 0 45 dozen  
Medium, cases 2 dozen..... 0 90  
Large, cases 1 dozen..... 1 35

**Olive Oil**

**LAPORTE, MARTIN & OIE., LTD.**  
Minerva Brand—  
Minerva, qts. 12's ..... \$ 5 75  
" pta. 24's ..... 6 50  
" 1-pt. 24's ..... 4 25

**Sauces**

**PATERSON'S WORCESTER SAUCE**  
1-pint bottles, 3 and 6 dozen cases, doz 0 90  
Pint bottles, 3 dozen cases, doz. .... 1 75

**Soda**

**COOW BRAND**  
Case of 1-lb. containing 60 packages, per box, \$3 00  
Case of 1-lb. containing 120 pkgs. per box, \$3.00  
Case of 1-lb and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00

**DWIGHT'S SODA**

Case of 5c. pkgs. containing 96 pkgs. per box, \$3.00

**MAGIC BRAND**

Per case  
No. 1, cases 60 1-lb. packages..... \$2 60  
No. 2, " 120 1-lb. " " " " 2 60  
No. 3, " 30 1-lb. " " " " 2 60  
No. 4, " 60 1-lb. " " " " 2 60  
No. 5 Magic soda—cases 100—10-oz. pkgs.  
1 case..... 2 65  
5 cases..... 2 65



**SPRATT'S BIRD SEEDS**  
SPRATT'S PRIOR LIST  
Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per doz. .... \$0 95  
Parrot Food, 1-lb. pkts., 1 doz cartons 0 45  
Parrot Food, 4-lb. pkts. .... 1 35  
Bird Cage Sand, about 1-lb. bags, 1-gross cases, per doz. .... 0 30  
Bird Cage Grit, about 1-lb. bags, 1-gross cases, per doz. .... 0 30

**Mince Meat**  
Wether's condensed, per gross, net... \$12 00  
per case of 5 dozen, net. ....



# 75,000 Gallon Pickles in Brine

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

**Kegs—1, 5 and 10 Gallon.**

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

Write for prices before placing orders elsewhere.

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

Bonded Vinegar, Pickle and Spice Manufacturers.

DER  
E

holcest of the  
Choice.

LIMITED  
Montreal



ly Powder..... } 90 cents  
and Dressing Powder } per doz.  
application.

THOMAS WOOD  
& CO., LTD.  
Montreal and  
Boston.  
Wood's Pure  
Rose, per pound  
wholesale 40c, re-  
tail 60c; Golden  
Rod, 35c and 50c;  
Fleur-de-Lis, 30c  
and 40c. Packed  
All grades either black, green

ETT'S CREAM TARTAR  
Per doz  
kgs., 4 doz. in case..... \$1.00  
kgs., 4 doz. in case..... 1.50  
Per case  
aper pkgs. } assorted..... \$7.77  
aper pkgs. }  
Per doz  
th screw covers, 4 doz. in  
..... \$2.00  
th screw covers, 3 doz. in  
..... 3.75  
Per lb  
sters, 1 doz. in case..... 0.30  
boxes..... 0.27 1/2  
pails..... 0.27 1/2  
..... 0.25 1/2  
..... 0.25

QUAKER OATS CO.  
ices—Quaker oats, 36's (or 2-18's)  
ker oats, 20's, (with premium)  
Best Y. Cornmeal, 24's, 2.40;  
s, 2.90; Puffed wheat, 36's, 2.90;  
ed Corn Flakes, 36's, (11 case  
e, delivered) 2.90; 5 1/2 case lots,  
ivered); Banner oats, 20's (with  
; Saxon oats, 20's, (with premi  
; John breakfast food, 18's, 2.25  
ts, 24's, 3.50; Saxon wheat food  
ked wheat, 24's, 3.50; Hominy  
ed rice, bris., 25 lbs. each, 22c 1/2

Tobacco.  
BACCO COMPANY OF CANADA,  
ED—EMPIRE BRANCH.  
ck Watch, 6s..... 44  
ch, 12s..... 45  
nd 12s..... 46  
..... 44  
6s and 12s..... 46  
..... 46  
..... 44  
3ars, 7s..... 56  
7s..... 56  
s, 6s..... 42  
Shamrock, 6s., plug or bar..... 45  
3ars, 6s..... 45  
and 12s..... 44  
..... 50  
7s..... 50  
Great West Pouches, 6s..... 59  
rinary Remedies  
w. F. YOUNG  
r dozen..... \$18.00  
per dozen..... 9.00  
Yeast  
doz. 5 cent pkgs..... \$1.15  
a Yeast, 3 doz. in case..... 1.15  
our nearest office.

## A SLIGHT DIFFERENCE

IN PRICE ON A CHEAP ARTICLE LIKE

# Sal Soda

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

## BRUNNER, MOND & CO.'S

ENGLISH SAL SODA

is the PUREST, contains LEAST MOISTURE and  
therefore GOES FURTHER of any  
Washing Soda sold.

## WINN & HOLLAND, LIMITED

SOLE AGENTS

MONTREAL

# "BANNER" 1910

## The Cold Blast Lantern

New  
Lift  
Air-Chamber  
Tubes  
Screw-cap  
and  
Handle



Patent  
Automatic  
Lock  
Patent  
Double  
Seamed  
Oil-Well

For Sale by

all Jobbers

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

### FREQUENCY OF SAILINGS

Every twelfth day a Pick-  
ford and Black steamer  
leaves Halifax for Ber-  
muda, 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, 6d.  
and 1s. Canisters.

### 'WELLINGTON'

## KNIFE POLISH

**JOHN OAKEY & SONS, Limited**

Manufacturers of  
Emery, Black Lead, Emery, Glass  
and Flint Cloths and Papers, etc.

Wellington Mills London, England

## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever  
sold in Canada.

FOR SALE EVERYWHERE

We sell absolutely the best brands of **SALT** for all purposes, made from purest brine by most modern and up-to-date processes.

Complete list of delivered prices gladly submitted.

**VERRET, STEWART & CO.**

LIMITED

No. 12 Port St.

**MONTREAL**

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

## WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed  
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.

Absolutely Dust-proof.

Three dozen to a case.

All jobbers.

**J. H. Wethey, Ltd.**  
ST. CATHARINES, ONT.

4  
Free Phones.

Use  
Them  
at our  
expense.



## Japan Teas

Do you want some? We have them. And the prices are tempting. May we send you a sample to compare? The tea will do the rest.

Canned goods are up, and must go higher. We still have a few bargains in these. Come early or it will be too late.

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**Geo. E. Bristol & Co.**

Wholesale Grocers

HAMILTON, - ONTARIO