CIRCULATES EVERYWHERE IN CANADA

Also in Great Britain, United States, West Indies, South Africa and Australia

CANADIAN GROCER

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

MONTREAL, 232 McGill St.

TORONTO, 10 Front St. East.

WINNIPEG, 511 Union Bank Building.

LONDON, ENG., 88 Fleet St., E.C.

VOL. XXIII.

PUBLICATION OFFICE: TORONTO, MARCH 5, 1909.

NO. 10



[ED

ntario

Keen's Oxford Blue

To recommend this Laundry Blue to your customers is to advocate the very best Laundry Blue made—

Other makers may claim the same superiority, but the world has approved of Keen's

Buy it from your jobber

FRANK MAGOR & CO.,

403 St. Paul Street, **MONTREAL**

Agents for the Dominion of Canada

Syrup and Syrup

There's more than the mere name to be thought of when buying Syrup for your trade.

There's lots of so-called Syrups on the market but it lacks the essentials of the true goods.

"Crown Brand" Table Syrup

is absolutely the most perfect production of pure white corn, the syrup is rich in color, full body, delicious flavor, proper consistency and healthful and nourishing.

Order "Crown Brand" from your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164iSt. James St., Montrea

Do you know that UPTON makes the finest Orange Marmalade sold in Canada? If not, you should get wise and order a supply from your wholesaler to-day.

"It's Pure
That's Sure"



"It's Pure
That's Sure"

Our New Season Orange Marmalade is now on the market. It is put up in neat attractive packages in many different sizes and styles and the price is right.

The T. Upton Co., Ltd., - Hamilton, Canada

Macaroni Vermicelli Spaghetti

The peculiarly desirable qualities of Taganrog (Russia) wheat impart to the Macaroni, Vermicelli, Spaghetti and fancy pastes

made by Codou of France, a delicacy and flavor unlike any others—the quality is superb.

Added to that is the dependency of expert workmanship furthered by the aid of a model factory. With the definite purpose of securing the "BEST" insist upon having "Codou's."

"CODOU"

on the package—it assures and guarantees satisfaction. It is the stamp of reliability—the seal of goodness—the real and genuine. With it in your stock you are certain to avoid complaints. "Codou"—that is the name to think of.

Arthur P. Tippet & Co., Agts.

8 Place Royale, Montreal 84 Victoria St., Toronto Made in France

Order Now



BROKERS' DIRECTOR

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.



HAMILTON

THE MAN ON THE SPOT

"There is many a slip between the enquiry and the reply." The man on the spot gets the order.—That's me. FACE TO FACE BUSINESS

G. WALLACE WEESE

Manufacturers Representative Hamilton, Can Offices, Myles Fireproof Storage Warehouse. WRITE ME TO-DAY

HALIFAX

J. W. GORHAM & CO.

JERUSALEM WAREHOUSE HALIFAX, N.S.

Manufacturers' Agents and Grocery Brokers, WAREHOUSEMEN

can give close attention to few more first-class agencies. Highest references.

MONTPRAL

FOR SALE

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

J. T. ADAMSON & CO.

Customs Brokers and Warehousemen

27 St. Sacrament Street, Montreal TEL. MAIN 778 BOND 28

ROBERT ALLAN & CO.

General Commission Merchants MONTREAL

Fish, Oils, Beans, Peas and Produce, Agents: "Royal Crown" Skinless Codfish. Representing Morris & Co. Chicago, Pork and Lard.

J. WALTER SNOWDON

MANUFACTURERS' AGENT AND BROKER

Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.

23 Burton Ave., Westmount, Montreal

D. McL. BROPHY 414 St. Paul St. Montreal

Broker and Manufacturers' Agent Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade.

Correspondence will receive prompt attention

MOOSE JAW

D. STAMPER

GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT

Goods Stored and Distributed Warehouse, City Spur Track

P.O. Box 793 MOOSE JAW, SASK.

NEWFOUNDLAND

T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS

Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," 8t. John's.
Codes: A, B, C, 5th edition, and private.

C. WARREN

Box 1036 - REGINA
Manufacturers' Agent and Commission
Merchant. Direct Importer of all grades of
pure Ceylon Teas, and Grocery and Drug
Specialties. Dealer in Coffees, Spices,
Mustard, etc. Established eleven years.
More lines desired.

ST. JOHN

W. S. CLAWSON & CO.

Manufacturers' Agents and Grocery Brokers

WAREHOUSEMEN

ST. JOHN,

Open for a few more first-class lines

TORONTO

EVAPORATED APPLES

Wire us when you want a car. P. S. Some nice Barbadoes Molasses in bbrls.

W. H. MILLMAN & SONS

GROCERY BROKERS

TORONTO

W. G. A. LAMBE & CO.

Toronto

Grocery Brokers and Agents. Established 1885.

TORONTO

SWIFT'S

Silver Leaf Lard Lard Compound Cotosuet

Anderson, Powis & Co.

15 Wellington Street East, Toronto

W. G. Patrick & Co.

Manufacturers' Agents Importers

29 Melinda St. Toronto

MacLaren Imperial Cheese Co.

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Agents for Grocers' Specialties and Wholesale Grocery Brokers

TORONTO, Ont. DETROIT, Mich.

Don Storage and Cartage Co. 81 Front Street East **PHONE M. 2823**

Storage facilities unequalled in city — Special cartage delivery — Lowest rate of insurance.

CARMAN BROKERAGE Co.

Wholesale Grocery Brokers

141 Bannatyne St. E. WINNIPEG. MAN.

We keep in close touch with the wholesale trade-Winnipeg and West-write us.

WINNIPEG

STUART WATSON & CO.

Wholesale Commission Brokers and Manufacturers' Agents

WINNIPEG, - MAN. Domestic and Foreign Agencies Solicited.

(Continued on page 4).

Look Here what one of our customers has to say about

HARTLEY'S MARMALADE—

"HARTLEY'S MARMALADE IS A TRADE WINNER. In our car we received from you 24 dozen in 1s, 2s and 4s, and we judge that within fourteen days from arrival of same that there will not be a jar left on our shelves."

WE HAVE A CARLOAD ARRIVING THIS WEEK-

Don't you think it would pay you to stock "HARTLEY'S" for your best trade.

SEE OUR TRAVELLERS.

EBY-BLAIN, LIMITED

Wholesale Distributors, - - - TORONTO

Worth Your While Studying

Below we place before you the prices we sell our different grades of Package Teas at. A careful study will convince you that BLUE RIBBON is quite the most Profitable Package Tea to push. Another point—It is also quite the most popular Package Tea in Canada to-day.

TERMS: DRAFT THIRTY DAYS NET. FREIGHT PAID.

YELLOW LABEL, pounds cost you 200. Half pounds cost you 21c., you sell at 25c. per pound.

GREEN LABEL, pounds, and half pounds. Costs you 24c., you sell at 30c. per pound.

BLUE LABEL, pounds, and half pounds. Costs you 25c., you sell at 35c. per pound.

RED LABEL, pounds, half pounds, quarter pounds, and one-eighth pounds. Costs you **30c.**, you sell at **40c.** per pound.

WHITE LABEL, pounds, and half pounds. Costs you 35c., you sell at 50c. per pound.

GOLD LABEL, pounds, and half pounds. Costs you 42c., you sell at 60c. per pound.

PURPLE LABEL, half pounds, and quarter pounds. Costs you 55c., you sell at 80c. per pound.

DOLLAR TEA, EMBOSSED LABEL, half pounds, and quarter pounds. Costs you **70c.**, you sell at **\$1.00** per pound.

THE BLUE RIBBON TEA CO., Ltd. 266 St. Paul Street, Montreal, Que.

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WINNIPEG

OUAKER OAT CO. of

Peterborough and Chicago

Represented in

Winnipeg and the West by

W. H. Escott

Wholesale Grocery Broker 141 Bannatyne Ave.

Winnipeg

Canada

C. & J. JONES

WHOLESALE BROKERS MANUFACTURERS' AGENTS
AND IMPORTERS

62 SCOTT BLOCK - - WINNIPEG, MAN Domestic Agencies Solicited Good Storage Facilities

SASKATOON

CLARE, LITTLE & CO. WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded, Warehouse on Transfer Track. Business Solicited.

PHONE 159 P.O. BOX 257 SASKATOON,

THE PEOPLE OF

AMAICA

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

I. C. STEWART, Halifax



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

Ridgways Tea will be a trade winner for your store.

CANADIAN OFFICE. VANCOUVER, B.C.

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



Cures Strained Pully Ankles, Lymphangitis,
Poll Evil, Fistula, Sores, Wire Cuts, Bruises and Swellings, Lameness, and Allays
Pain Quickly without Bitstering, removing
the hair, or laying the horse up. Pleasant
to use, \$2.00 per bottle at dealers or delivered. Horse Book S D free.
ABSORBINISE, JR., (mankind, \$1.00 bottle. For Strains, Gout, Varicose Veins, Varicocele, llydrocele, Prostatitis, kills pain.
W. F. YOUNG, P.D. F., 20 Monmouth St., Springfield, Mass.
LYMAN, SONS & CO., Montreal, Canad'an Agents.

ESTABLISHED 1849

BRADSTREET'S

Capita. and Surplus, \$1,500,000.

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

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

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

Correspondence Invited.

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- OFFICES IN CANADA -

CALGARY, ALTA. HALIFAX, N.S. OTTAWA, ONT.

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

LONDON, ONT. ST. JOHN, N.B. WINNIPEG, MAN.

THOS. C. IRVING. Gen. Man. Western Canada, Toronto.

A. Boake, Roberts

& Co., Limited STRATFORD

LONDON

ENGLAND

For:-Vinegar and **Sauce Coloring**

Essential Olls Essences Oil Lemon

Acid Phosphate & **Phosphate Lime** Precip.

Harmless Colorings

Herbs, Roots, etc.

CANADIAN ACENTS:-

Andrews, Gillespie & Co. CORISTINE BLDG. MONTREAL

\$10,959.99 Collected!

for clients during the past yearour first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building MONTREAL

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ENGLAND

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lected !

In May, claims. In 425 new

Collections

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Agency

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Canned Fruits and Vegetables Absolutely Pure

The buyer of a can of goods with the Canadian Canners' Label, knows that he is running no risks. The quality is guaranteed by a responsible, reliable company.

Why buy inferior goods even if at lower prices, only to perhaps incur the ill-will of your customers?

If you secure a name for handling nothing but reliable goods you are on the high road to success.

REMEMBER THE BRANDS :-

Simcoe, "Lynvalley," "Auto,"
"Kent"; Aylmer, "Canada First,"
"Log Cabin," "Little Chief";
Bowlby's, "Horseshoe"; Lalor's,
"Grand River"; Delhi, "Maple
Leaf"; Boulter's, "Lion,"
"Thistle"; Lakeport, "White
Rose," etc.

CANADIAN CANNERS, Limited



The trade that stays with you Does so for some good reason

You will find that reason generally is because the customer secures clean, reliable goods that are worth every cent in satisfaction and comfort you ask for them.

Old Homestead Brand of Canned Fruits and Vegetables

has something to do with keeping customers, their quality being such that they please by their excellence while they rival the real garden product in flavor and tenderness. Sanitary packing, skill and care in selecting, the highest quality of fruit and vegetables and the most modern methods make them distinctly superior to anything of a similar character.

Insist on having Old Homestead Brand from your jobber.

The Old Homestead Canning Co.
Picton Ontario

YOU CANNOT BE TOO CAREFUL

about the quality of the Canned Goods that pass over your counter. Every can you sell is either a knock or a boost at your reputation. You can make sure that every can is a BOOST by specializing on

FARMER BRAND

Canned Fruits and Vegetables

The goods packed under this brand are grown especially for us upon three thousand acres of the finest garden land in Prince Edward County, Ontario. If you specialize on FARMER BRAND you can bank on it that every can you sell means a pleased customer.

Farmers' Canning Co., Limited, BLOOMFIELD Ontario

Unequalled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

Keep looking this way-

Grocers and general storekeepers in New and Northern Ontario will find it to their advantage to write us for quotations before placing their orders.

We carry full lines of GROCERIES, WINES, LIQUORS and TOBACCOS.

Just now it will pay you to get our prices for Lenten goods-

FISH of all kinds, smoked, dried, saited, pickled Cereals, Jams, Jellies, and Syrups and Molasses

We make a specialty of fine Coffees and Teas

The JOHN KING COMPANY, Limited

Fort William, Ontario

The Wise Grocer

is placing his order for 1908 pack and buying

"PEERLESS" Brand Canned Goods

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



Ask the Housewife

Ask the woman who uses cocoanut how

White Moss Cocoanut

compares with others.

Her answer will show you the truth of our claim, that this brand is the most popular.

Do YOU Sell It?

The Canadian Coccanut Co., Montreal

The delicious flavors of

Nation's Custard Powder

with Stewed Fruit is an ever pleasant memory.



Agents :
GREEN& CO.,
25 Front St. E. Torento

W. H. ESCOTT,

Made by Edward J. Nation & Co., Bristol, England



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emory.

co.,

JUST OUT RECENTLY but demand already equal to many of our "leaders." All who taste "Lemon Cream" simply cannot forget its delicious flavor of pure Lemon juice. "Back for another pound" they keep on coming.

If your customers don't know "Lemon Cream" it's certainly to your advantage to introduce it.

MCCORMICK'S LEMON CREAM BISCUITS

Factory at London. Warehouses at Montreal, Ottawa, Hamilton, Kingston, Winnipeg, Calgary

MOLASSES AND SYRUPS

GINGERBREAD BRAND MOLASSES

2's, 3's 5's, 10's, 20's 1, 2, 3, 5 gal. Pails

GOLDEN SLING SYRUP

2's 3's 5's 10's 20's 1, 2, 3, 5 gal. Pails

"THE BEST THERE IS"

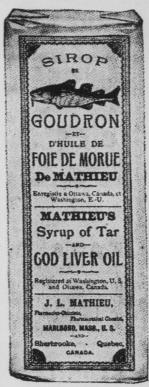
Agente

C. E. Paradis Quebec*	W. H. Escott, Winnipeg.
C. DeCarteret, - Kingston.	R. G. Bedlington & Co., - Calgary
Jas. N. McIntosh, Ottawa	Tees & Peerse, - Edmonton.
Geo. Musson & Co., - Toronte.	ress & reerse, - Cumuntum.
J. W. Bickle & Greening, - Hamilton.	Wilson & McIntosh, - Vancouver
6. H. Gillespie, - London	C. Leonard Grant, - P. E. Island

Dominion Molasses Co.,

IMITED

Halifax, - Nova Sootia



WHY YOU SHOULD SELL

MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

Nine out of every ten people when troubled with a cough or cold call for Mathieu's Syrup.

Hence there is no time wasted in selling it. It almost sells itself. This is the result of its exceptional curative properties in all chest and throat complaints – backed up by good advertising.

This advertising consists of

Our newspaper campaign.
 One person recommending it to another, and probably telling him that he got it at your store.

3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere

Distributors for Western Canada.

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

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

Cables-BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Cocoanuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

"Chocolate Bordeaux"

Every man, woman and child who is fond of chocolate, after once trying "Chocolate Bordeaux" will insist upon having this line ever afterward. In superior excellence of quality, in delicious flavor it stands alone, and is a distinct step forward in chocolate making.

Chocolate Bordeaux will out-se'l any other chocolate, because they are simply too delicious to forget.

People who come to your store and purchase Bordeaux will always ask for them, because they know they are unequalled.

No substitute will fill the bill.

To the right party, we will give an exclusive agency in each town.

Write Quick-First Come, First Served.

The Montreal Biscuit Company, Montreal,

"Sweets that Satisfy"

WANTED: Hustling agents in unrepresented centers throughout Canada for our High-Class Chocolate lines.

Two Articles You Ought to Read

THERE are two factors in the business race that are going to make a man succeed: special aptitude for his chosen work and the habit of saving. These two special articles which appear in

Busy Man's Magazine for March

are reprinted for the purpose of showing you how you can increase the one and acquire the other. They are especially valuable because they are the opinions of men who know and who are governed in their views by conditions as they actually exist.

The Virtue of Thrift

LORD ROSEBERY

Fitness in the Business Race

SIR FORTUNE FREE

ON SALE ON ALL NEWS STANDS

20 CENTS A COPY, \$2.00 A YEAR

BUSY MAN'S MAGAZINE

MONTREAL

TORONTO

WINNIPEG

DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word

for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

BULK VERSUS PACKET

If you are still depending on the old-fashioned stock of bulk teas, you are in the same position as the man who climbs ten flights of stairs when there is an elevator in the building.

You are not only like him—losing time—which is money - but you are losing the benefits derived from pushing a high-class tea like

"SALADA"

which is not only a great convenience, but more profitable. No loss in weighing, no exposure to dust or air, no deterioration in flavor, no loss in interest, no freight to pay. Instead of carrying a large stock of bulk tea, is it not much better to carry a small well-assorted stock of "SALADA" in Black, Green and Mixed? Remember, that besides loss in interest, every tea of whatever growth loses at least one cent per pound every six months in quality, as all teas deteriorate with age.

"Salad, Edible and Cooking Oils"



"Sun Burst" Reg'd.

"Non-Pareil" Rog'd.

To know these oils is to stock them. The finest substitute for lard on the market. Guaranteed under the Pure Food Act.

We carry a stock and will be pleased to send you samples, with prices.

You will find our oils a good proposition all the way, owing to the number of uses to which they can be put.

WRITE US TO-DAY

J. M. BRAYLEY.

MANAGER KENTUCKY REFINING CO., Incorporated
Cotton Seed Oils

55 ST. PAUL ST.,

isfy"

ceed:

pecial

quire

know

ace

YEAR

NIPEG

or secure

Canadian

per word

rly rates.

MONTREAL

SASSO MEDICINAL OIL

DIRECT FROM ONEGLIA, LEVANTE RIVER, ITALY.

A profitable line for you to stock at this season of changeable weather.

A perfect tonic, agreeable to take and quickly and easily assimilated. It is a soothing and at the same time incomparable remedy for

Stomach and Intestinal Troubles, Constipation, Indigestion, Nervousness, General Debility, Scrofula, Tuberculosis

Its equal as a tonic for invalids has yet to be found. Secure a trial order. Then you will always stock it.

Museo Commerciale Italiano
43 St. Antoine St., Montreal

Sole Agents American Continent

Phone Main 2731

Do you want to make money—here is a chance—to make it easily,—quickly, and lots of it—Do you for any reason wish to take up this very profitable line—That will net you a good income, as well as increase your sales in other lines—If you do read this. Every house-keeper dreads ironing day, especially so when she has a lot of shirt-waists, men's shirts, collars, cuffs, etc. to iron, she always wants to obtain a high grade finish, equal to first class laundries. She of course asks the grocer for advice—in return he offers her the common wax—She knows it is impossible to do good work with common wax—So she walks away—one customer lost.

Now where she can procure an article of this merit—that reduces ironing time by half—reduces labor to a minimum—adds to the finish of clothes—and makes ironing a day of pleasure—There she is sure to do her buying—and leave her order for other things. The Kaiser Wax Pad and Iron Cleaner is used in more than a million homes, read what users say—

To whom it may concern,-

Some time ago I tried the Kaiser Wax Pad and Iron Cleaner, and was so pleased with the work it did, that I recommend it highly and advise every women who wants to make her work easy, to try the Kaiser Wax Pad and Iron Cleaner and be convinced of its good work.

Respectfully yours Mrs. T. Ohmes, D.S.C.L.O.T.M., 937 W. Adams St.

Mr. Grocer

We do not want you to order until you have convinced yourself of the merits of our Kaiser Wax Pad and Iron Cleaner—Send us your name and address and jobber you do business with and we will send you one free of charge so that you may try it yourself and be convinced—Is this fair enough?



Chicago, Jan. 4th, 1909

PATENT APPLIED FOR

Manufactured by

The Ancker-Thiem Co. CHICAGO, U.S.A.

Dept. 54

Canadian Agents:

Howe, McIntyre Co., 91-93 Youville Sq., Montreal, Que. W. L. Mackenzie & Co., Winnipeg and Calgary. G. C. Warren, Regina. Whitlock & Marlatt, Moose Jaw. Howard Bros., Brantford, Ont. W. S. Clawson & Co., St. John, N.B. W. A. James, Vancouver, B.C.

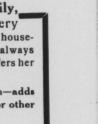
As Pure as Windsor Salt

\$1.00 Sold \$25 Worth It was a thirty-mile trip to town and the instructions of Mrs. Of Groceries Smith to husband John were to get a dollar's worth of Windsor Salt at the grocer's—naturally husband John secured his entire list of groceries at the store that was stocked with "Windsor." He spent twenty-five dollars in that particular store.

The reason why Mrs. Smith was determined to have Windsor Salt was and is plainly evident—its uniform excellence, purity, whiteness and dryness. It pays to sell the salt that helps to sell other goods in the store.

CANADIAN SALT COMPANY, LIMITED, Windsor, Ont.

Windsor Salt



al, Que.



It pays to buy a High-class Broom

At all times but never so much as just now. The recent advance in the price of broom corn used in common brooms has been very much greater than in the highest grade of that material, and you pay a good deal more accordingly for the ordinary kind. Sell

The "PANSY" which is chock full of Quality

and is an article that you can conscientiously recommend. The corn used is selected from the finest crop grown and the workmanship is the best. An ordinary broom is doubly dear at present but a real good broom is just now of double value.

"Buy from the makers."

H. W. Nelson & Co., Limited

BROOMS

We have them

Not CHEAP but GOOD

Ask for our present prices.

Walter Woods & Co.

Hamilton and Winnipeg

Try our Boss Bamboo handle Parlor Broom.



PRACTICE ECONOMY

Increase Your Profits

both of these can be easily accomplished if you keep all your perishable articles meats, milk, butter, etc., in

EUREKA REFRIGERATOR

which always gives perfect satisfaction. It uses less ice, with the same temperature and like conditions, than any other make. Our patented system of dry air is so perfect that all impurities are removed from the air before it descends into the cooling room that

No Outside Ventilation is Required

Grocers, Butchers and General Store-keepers should write for catalogue.

EUREK 4 REFRIGERATOR COMPANY, Limited 54 and 56 Noble Street, Toronto, Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

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

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

First: Because it Takes a Strong, Full-Bodied Tea

to Satisfy the Coffee-Educated Palate;

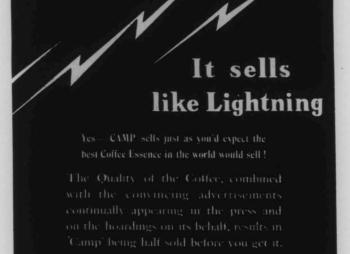
Second: Because of Its Piquant Flavor;

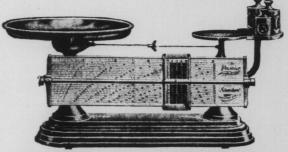
Third: Because of Its Unvarying Excellence;

and

Fourth: Because of Its Cheapness Regardless of Cost.

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





Premier No. 1 Computing Chart Scale

A high-grade scale at a BIC saving. Highest quality of material and workmanship, handsomely finished

No giving of OVER weight with this scale—"Exact Weight" Indicator prevents that. Wonderfully sensitive—marvellously accurate—the scale of all scales for "fine" weighing of light groceries, teas, coffees, etc. Range of prices 4c. to 70c. pound, including fractional prices. Capacity 30 lbs. One movement of sliding poise tells "exact" weight and money value of article—all in plain sight of customer. Knite Edge Pivots protected by V-shaped Agate Bearings, which prevent rusting, corroding or binding. This scale sold to you at a clear saving of 35 per cent. on competitors' prices. Read our catalogue and learn why we are selling the Premier No. 1 for such a low price. Write to-day.

Onward Manufacturing Co.

Berlin, - Ontario

JOBBERS' HEADQUARTERS FOR

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They Possess Qualities That Lead

This is the reason why, for a generation and more such a firm place in popular appreciation has been attained by

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They have the strength, the purity and the excellence—three essentials that count in the case. It is merit that tells every time.

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Coffee better than the average.

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Bulk Pickles, all sizes; Tomato Catsup, Worcestershire Sauce, Pure Apple Cider, Cider Vinegar.



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

German Sauer-Kraut

Pickles in Brine.

Taylor & Pringle Co., Ltd.

Nature's flavor is always obtained in the

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ABSOLUTE PURITY IS GUARANTEED. IN QUALITY THEY ARE UNEXCELLED.

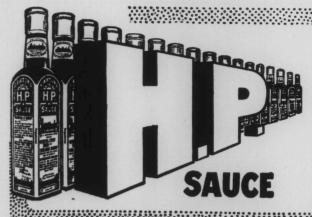


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W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; R. B. Colwell, Halifax, N. S.;

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When you consider the delicious flavor of

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MADE FROM FINEST MALT

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EVERY JOBBER SELLS THEM

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EVERY CAN GUARANTEED. NO DEAD STOCK.

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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

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Write for Samples

Sanitary Can Company, Ltd.

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All sizes-All kinds.

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For products of Maple, Corn and Cane.

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For Sweetened Milk and Evaporated Cream.

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Bevelled, Round and Square.

BISCUIT TINS

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BAKING POWDER

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PROMPT SHIPMENT SUPERIOR GOODS

Norton Manufacturing Co.



ST. CHARLES CREAM UNSWEETENED STERILIZED

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

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

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

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TORONTO and MONTREAL

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

Reference—Bank of Ottawa, Winnipeg

RAW SUGARS

We are direct importers of Raw Sugars and will appreciate your enquiry before placing your order.

The Davidson & Hay Limited

WHOLESALE GROCERS, TORONTO

ST. LAWRENCE Granulated Sugar

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

Laboratory of Provincial Government Analyst

Montreal, February 22nd, 1909.

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

(Signed) MILTON L. HERSEY, M.Sc., LL.D.

The ST. LAWRENCE

Sugar Refining Company, Limited Montreal

Sugars of this well known brand are put up in packages of a size convenient for family use.

Extra Granulated - Bags 20 lbs. Paris Lumps - Boxes about 5 lbs.

Equal to, if not better than, anything produced.

Ask your grocer for them and refuse substitutes.

Manufactured by

The

Canada Sugar Refining Co.,

Limited MONTREAL

Ewing's Pure Spices

Prince of Wales Brand Pure Spices require no introduction to the grocery trade. This brand stands for highest quality, and, above all things, for absolute purity. Always specify Prince of Wales Brand Pure Spices when ordering.

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SIGN OF PURITY

"Fish for Lenten Season"

Barrels and hulf barrels Labradors
Half Barrels Sea Salmon
Kegs Lake Salmon
Kegs Lake Herring
Kitts Mackerel
Quintals Whole Cod
Cases and half cases Boned and Skinned Cod
Cod Steak in every shape
Specials in Salmon, Lobsters, Mackerel,
Sardines, etc., etc.

See our travellers. They have some good things up their sleeve or

PHONE 596

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Wholesale Grocers,

HAMILTON, ONT.



Tilbury Brand Tomato Catsup

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A Strictly High Grade Catsup at a Standard Grade Price

-A Trade Winner

Selling Agents:

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SMITH & SCHIPPER, No 38 Front Street, NEW YORK.

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WHITE DOVE is the brand



Our attractive 1/4, 1/2 or 1-lb. package.

Manufactured W. P. DOWNEY

24 and 26 St. Peter Street,

MONTREAL

"WHITE SWAN GOODS" ARE GOOD GOODS"

-ALWAYS-

CEREALS, SPICES, COFFEES, ETC.

WHITE SWAN SPICES AND CEREALS LIMITED

SUCCESSORS TO THE ROBERT GREIG CO. LIMITED)

TORONTO



PRUNES

We are offering special values in Prunes. Our stock is complete, market is strong. If our travellers don't call, we will be pleased to quote.

James Turner & Co., Limited

Hamilton and Arnprior, Ont.

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What To Do in the Month of March

Push Canned Vegetables and Fruit-Fish for Lenten Season-Confectionery and Flowers-Maple Products-Window and Interior Displays.

There are three grocery lines that should make good sellers in March—canned goods, fish and maple products—and these lines should be pushed, and

Although the month of March makes one think of spring, as a rule this month is still held fast in the grip of winter. It would be well for the grocer who keeps his eye on his business to take into account both the thoughts of the general community and the actual state of the weather as it exists during this month by anticipating his future wants and catering to the present needs of his customers. He then find that one fits in with the other, and when followed up will be beneficial to himself and profitable to his business.

If the grocer with his business al-ways uppermost in his mind takes a survey of his store he will see some of goods that should be pushed now to make room for more seasonable goods in a few weeks' time. For instance, there are a number of lines of canned goods very good sellers during the winter time, but tapering off into almost nothing as the warm weather advances. One of the first lines to be hit by the change of weather is vege-The great majority of consumers prefer to have fresh and green vegetables to the canned variety—always, of course, taking into consideration the matter of price. One of the great reasons why canned goods have jumped into demand of late years is because the price placed on the goods has been low, thus enabling all classes of the community to have articles of food even when out of season. The canner buys his vegetables, fruit and other stock when it is most advantageous to do so, and he gives the benefit of his advantageous position to the grocer and the consumer. The canner, too, shows and proves that his goods are pure, and the enactments of the pure food law serve to place a guarantee on his wares. The grocer should learn a lesson from the canner and place his goods when he finds he can do so advantageously. March, then, should be a canned goods month.

Other Goods to Display.

Vegetables, fruit and fish should be brought to the front and introduced to the customer, shown to the consumer and displayed before the buying public. And anyway the grocer does not want to carry over any old season's stock. Canned vegetables go pretty well with a dinner during the cold days when the a differ during the cold days when the appetite is keen, and make a fine accompaniment for meats and other solids. They can be served in a great variety of ways, and the grocer should acquaint himself with these ways so as to be able to tell his customer all about them. Canned fruit for dessert, too, is just the thing now. The housewife did not put down so much preserves last year owing to the high price

of fruit, and what she did preserve has gone by this time. So bring to the front canned vegetables and fruit, and prepare for the fresh lines a few weeks

Lenten Season Here.

The lenten season has arrived The lenten season has arrived and the grocer knows that Lent and fish go together, but he should know further that fish and Lent and March go together this year. A number of grocers, and they are increasing every year, now carry fresh, frozen and smoked fish during the seasons they are in demand and they of course are in in demand and they, of course, are in a good position to pick up trade. But if you are a grocer and do not handle fresh lines there are the canned fish, which are packed in all varieties. Ac-quaint yourself with the names of them and tell your customers the good points

There is another class of goods that might be included in the March selling list, and that is cereals, particularly the lines adapted for cooking and heating. The ready-prepared cereals are wanted the year round and it is advis-able to carry them in stock at all times, but a good warm breakfast of cereals goes fine on a chilly morning and will have a call that is entirely

absent in the summer time.

Make the interior and window dis-plays harmonize with the season and put prominently forward the seasonable lines you are selling. Shelf dis-plays of canned and package goods can easily be made very attractive, as they lend themselves readily to almost any scheme, and a continually changing window picture of the various lines you are pushing will help out your plan wonderfully.

A neat Lenten window display was made last year by a grocer in one of the smaller cities. The background was formed of a fish-net held at the top by corks, while a border of wall paper, showing a series of sea and fishing scenes topped off the whole. The floor of the window was taken up with a series of display shelves with groupings of various kinds of tinned fish thereon, each group labelled with a neat card showing a picture of the fish in its native element and the name under-neath. The centre-piece was a card set on the top shelf of the stand bearing the motto, "What shall we eat during Lent?" The front of the window had for a border a variety of the various packs of sardines, each carefully label-Now that was a Lenten window of a fine class and while there were a great number of fish lines shown there was no crowding, and simplicity ruled over all, although much thought must have been given to the scheme before-

Such a window might serve as a first week's display during March for any grocer. The second might be devoted to canned vegetables; the third to fruits, and the fourth to maple goods,

which will about then be arriving on the market. But above all, do not crowd your displays. Better by far show one line in a simple way than place a heterogeneous mass of goods in an elaborate display, for while the latter may make a fine picture and will undoubtedly attract attention, fect will be forgotten before the ob-server has gone a block. Not so the Observe next time you enter an art gallery whether the most admirers are before the elaborate gaudy picture or the simple rustic scene with some-thing human about it. Be simple and you will be effective.

Confectionery Needed.

There is one particular line, too, that is more and more being carried by gro-cers, and that should be carried by every grocer—and that is confectionery. How many really first class confection ery stores are there in your town; and how many people demand first class confectionery. Figure this question out and decide for yourself whether or not it is well to add confectionery, not as a side line, but as a regular department. Now is a good time to begin. The Easter season is just ahead and a nice display of a few varieties of choice candies should attract attention. light at first. Rome was not built in a day. Nearly everybody these days is a day. Nearly everybody these days is from Missouri, and you will have to show them you have the goods before they will be tempted to buy.

Flowers, too, might be worth while. In an article such as this it is impossible to dogmatize. The best the writer can do is to suggest. There are, how-ever, in many of the larger centres, florists who are willing to sell potted and cut flowers on a commission basis. The loss is nil in such cases and an added attractiveness is given to the store and the stock by the use of

flowers.

Fish, vegetables, fruit, confectionery, cereals and flowers should be good lines to push during March.

WESTERN SOAP SITUATION.

United States Manufacturers Hanging on to Fancy Soap Market.

With the consolidation by purchase of the soap works at Calgary by a soap making company of Winnipeg and Vancouver, there seems to be an inclination on the part of the company to control the soap market of Western Canada. While United States manufacturers have lost ground in laundry soaps to these Western Canada soap makers, the former are still holding on to the fancy soap trade, and, of course, do not desire to see such a valuable market go by.

In looking over statistics referring to the soap importations of Japan, it is

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rchase of y a soap and Vanaclination o control Canada. rers have to these ters, the the fancy o not deket go by. referring upan, it is observed that very little Canadian soap is sent to that country. There seems to be no reason why a trade in soap between Japan and this country cannot be worked up with profit.

John Edward Jones writes on the Canadian Soap Trade referring particularly to the consolidation as follows:

This organization on the part of this Canadian concern evidences a purpose to control the soap market of Western Canada. For a long time—in fact, since the last customs tariff of Canada went into effect—United States soaps have found a decreasing market in Western Canada. This is true more especially of the laundry soaps, which have found it impossible to pay a duty of 1 cent per pound and compete with the Canadian product. The result is that the United States made laundry soap has practically been shut out of Canada.

Taking advantage of the liberal advertisement which made special products of the United States popular, the Canadian soap manufacturers have duplicated the article and made material inroads into the business of Western Canada.

Fancy Soap Market.

A most determined effort was made to control the laundry-soap business and this has succeeded. Considerable difficulty, however, has been found in controlling the market for fancy soaps, and the well-known brands of United States manufacture still enjoy a good sale, although it is by no means commensurate with the situation, as the company in question is also proving a strong competitor in this line.

Before the consolidation of these companies the local concern experienced difficulty in obtaining a sufficient supply of raw material. It, therefore, went into the markets of the United States and imported large quantities of rough grease, which comes in free of duty. Quite a vigorous protest was entered during the early part of 1908 by one of the American manufacturers that tallow was being purchased in the Western part of the United States and sent into Canada free of duty. Samples of the material were sent to the Dominion chemist, who ruled in favor of the importer. The new company has a capitalization of \$2,000.000, and, for the present, will confine its efforts to the Western market before undertaking any advertising campaign for export busi-

NEW COMPANIES.

The Kinburn Cheese and Butter Association is a new company formed with a provincial charter to manufacture and sell cheese and butter. The provisional directors of the corporation are George Arthur Murphy, Thomas Harris Armstrong, John Francis Neil, James Thomas O'Neil, Richard Groves, David Croskery, Thomas Geddes, John Robert Cavanagh and Thomas Armstrong, all of Fitzroy township, Carleton county.

DISPLAY SEASONABLE GOODS

Now is the Time to Advertise Canned Goods, Cereals, Jams and Jellies—Objects Desired in Dressing a Window—Grocers Invited to Send Photographs.

The present is a splendid time for the displaying of canned goods as the season for the purchase of these is here. Window-dressers should have little trouble in making an attractive, simple display of these on account of the facility with which they can be handled.

Here is one simple and effective arrangement: In the centre of the window pile up tomatoes in a triangular shape. On one side of the centre pile say cherries and on the other plums having both of these arranged in triangular forms. Neatly made price cards can be easily placed in each pile without deterioriating from the effect.

The cans arranged in concave or convex style will often lend a more effective tinge to the display.

One window dresser using this style commanded the attention of the passers-by when he carved out a "man" which he stood up on the central pile of cans placing in his uplifted hand a show card hearing the phrase, "Is well put up." To manufacture the man he has given the following advice:

Take a can of tomatoes and then cut cover nearly out. Empty the can and turn the cover up marking the face with black ink or paint. Make the arms and legs out of box board. The arms should be arranged so that the tin can be tacked on end to hold the can up.

Arrange the body so that the arms and legs can be attached. Saw short pieces of wood and stuff can full, then drive a wedge in the centre and nail on the arms and legs. Now extend a stick from legs to floor and nail fast.

Seasonable Goods.

Grocers should always remember that a window display, to be effective, must show the right goods at the appropriate season and must show them in a proper manner. This, in principle, is the whole secret of window dressing. With all these things taken into consideration and successfully worked out, the display will attract the right sort of attention and will therefore be profitable.

It need hardly be impressed upon the retail grocer that, with a neat window display, the interior of his store should conform in neatness with the display shown from without, or that the grocer should be prepared to make good all the things which the passers-by are led to expect they will find in the store. A grocery store window display is designed to appeal to the primal instinct of humanity—one in which the eye has usually a good deal to do in making up one's mind whether to buy or not to buy.

In the construction, both of window and interior displays, the quality of suggestiveness should be taken into consideration. Displays, therefore, which suggest to the mind of the customer things that are palatable and appropriate, but which he might not of himself think to order, may be accounted successful. Everyone must realize, with a little thought, that his immediate cares are usually so engrossing that he gives as little attention as possible to the routine part of his life.

A writer on the Art and Science of Window Dressing says of this particular feature of display that it is necessary and proper, for the more the routine actions which become habitual, the more time can be given to things which require thought and attention. Now, it is the part of the grocer, in his line, and of every other merchant, according to his business, to do the thinking for his customers up to a certain point. Not that he must say to Mrs. Smith, "Madam, you want sauerkraut to-day; you don't want pickles," but, if he wants to sell sauerkraut or pickles, to have them where Mrs. Smith can see them neatly displayed, either in the the window or inside the store.

Attention in Smaller Places.

In large cities it should not be much trouble to get retailers to thinking about the importance of the proper display of their goods, for they have so many examples of successful firms all around them that make this one of the leading features of their business. But the merchant in the smaller places has some excuse for laxity in this respect, for he has not the force of constant example to remind him. Human nature, however, is the same everywhere, and a good window will be likely to pull as well propotionately in a small town as in a big one.

For variety the grocer could, without much trouble, get up a few displays showing the origin and various stages of manufacture of some of the lines he carries. Some of the ordinary things, even, would attract favorable attention. For instance, if he is pushing a certain flour, a bundle of wheat in one end of the window, next, a sack of grain ready for the mill, then the different flours, such as graham, whole wheat and fine white flour in their order could be shown with appropriately labeled cards. He might add some of the cereals made from wheat. Other goods could be treated in the same way from time to time, with appropriate backgrounds, cards and announcements. Such displays always attract attention and create comment. They get people interested and stimulate thought.

Retail grocers are cordially invited to send us photographs of their most successful windows that we may select some to reproduce and comment on from time to time.

February is a good month in which to display canned goods, cereals, jams, jellies and preserves.

WASHBOARD TRADE.

N. A. Jones is traveling through Canada in the interests of the Wayne Manufacturing Company, St. Louis, one of the largest manufacturers of washboards and washing machines in the United States. He reports meeting with good success. In some sections of the Dominion this company has already worked up a satisfactory trade.

Geo. A. Taylor, grocer, Toronto advertises his business for sale.

Development of the Fruit Industry

British Columbia Becoming Important Factor in the Raising of Apples of High Quality-Had Splendid Exhibit at Big Spokane Show-Unity Among Growers, Transportation Companies and Wholesalers Desired.

Nelson, B.C., March 3.-Canada is rapidly becoming a prominent fruit-producing country and there is no doubt she has a bright future in this industry. British Columbia, with its genial climate has, during the past year or so, been attracting attention from various quarters in view of the splendid quality and the abundance of its fruit.

Probably the best advertisement that fruit from this province ever received was at the National Apple Show recently held in Spokane, when the Kelowna exhibit carried away prizes which aggregated \$4,423. That was, indeed, a great testimonial to the worth of the apples of this province. There were only forty boxes in the entire Kelowna exhibit. The climate, the soil and the touch of frost which the apples receive in British Columbia give them the color the flavor and the firm juicy body which cannot be obtained where like conditions do not prevail. The apple is a hardy fruit that reaches its greatest perfection in a climate where there is some snow and frost, which imparts to it a flavor that is absent from it where produced in a zone where the sunshine is almost perpetual and where Jack Frost is given but little opportunity of showing what he can do when it comes to turning out a perfect apple.

An Enormous Enterprise.

British Columbia carried off more prizes for the amount of fruit shown than any other district represented. Dominion Fruit Inspector, Maxwell Smith, considers that the promoters of the Spokane Apple Show are entitled to unstinted praise for the splendid manner in which they carried the stupendous enterprise to a successful issue and their treatment of visitors from the north of the international boundary line was courteous and considerate in the ex-

Mr. Smith comments on the excellent manner in which the British Columbia fruits were display by F. R. E. DeHart, as they have brought to this province honors which other districts might have won but neglected to seize the opportunity of doing so.

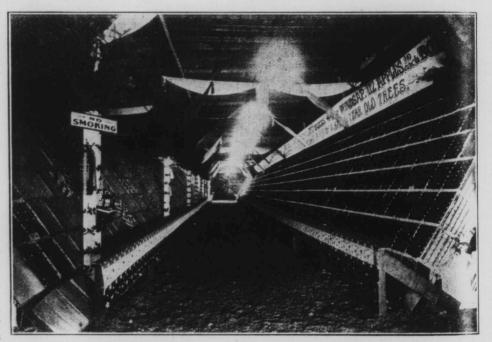
Advance of the Industry.

In an address given recently by Martin Burrell, M.P., for Gale-Cariboo, some interesting information of the development of the fruit industry in British Columbia was given.

He told of the history of fruit growing in British Columbia, from the planting of the first fruit tree in 1849, by James Douglas, chief factor of the Hudson's Bay Company, and afterwards

Governor of the Crown Colony, up to the present tremendous development with 75,000 acres in orchard, a great deal of it under immigration. The first shipment to outside markets was made in 1897. In 1902, the province produced 2,000 tons of fruit, in 1904, 3,000 tons, valued at \$250,000, and in 1908, over \$1,000,000 worth, which was marketed not merely in the Northwest and Great Britain, but in far-off Australia. Mr. Burrell said that the development of the fruit industry in British Columbia was only at its beginning, because, aside from the fact that there was much ground still to be planted, only 10 per cent. of the area thus far planted was now in of a splendid fruit-raising district. He explained how the progress of the art of horticulture made it possible to produce excellent results with far less water supply than was at first deemed necessary, so that, with a given expenditure on irrigation works, fruit cultivation might be extended over an immense

Continuing, he referred to the prizes won by British Columbia fruit in competition with the very best that could be produced elsewhere. At the great show of the Pacific Coast Fruit Growers' Association, at which the best growers of Oregon and Washington were represented, British Columbia took the hundred dollar gold medal for the best five



A Portion of Apple Show Held at Spokane, in Which British Columbia Won Nearly \$5,000 Worth of Prizes.-From Canadian Horticulturist.

On the Mountain Slopes.

He explained the general features of the climate of British Columbia, showing that while the presence of the coast range, and, further inland, the Selkirk, was to produce areas of heavy precipitation through drawing the moisture from the clouds driven in from the Pacific, there was, between these ranges, a great valley country which might be called semi-arid and for the best utilization of which irrigation was necessary. He showed that experience had proven that fruit could be grown much higher up on the mountain slopes than had at first been supposed. Grand Forks was 1,700 feet above sea level, and was the centre

cases. And at the first great national apple show, held at Spokane, which was attended by buyers not only from all over the United States, but from Europe as well, one valley in British Columbia which took there a small exhibit, wor \$4,500 worth of prizes, and took also the cup for the best individual apple in color, texture and quality in the whole exhibition. At the Royal Horticultural Society's Exhibition in England, where the judges were the most critical in the world, for six consecutive years Britis Columbia had captured the gold medal

One great advantage enjoyed by the fruit growers of British Columbia was

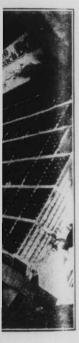
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the high percentage of No. 1 fruit produced by the orchards. Mr. Burrell said that, in a British orchard, not more than 10 per cent. of the fruit would average first class. In Ontario a liberal estimate would be from 30 to 50 per cent. He believed he was absolutely safe in saying that the percentage in British Columbia would be not less than 70 per cent. In his own orchard he had found as high as 95 per cent. grade No. 1 fruit.

Thus, it will be seen that this province to the west is becoming a factor in the fruit market, and more will be heard of it in the next few years to come.

Proper facilities for transportation are in order and are announced to be provided at Okanagan Landing, Koloma and other Okanagan Lake points whereby carload lots may be loaded in the cars and carried by barge to landings for trans-shipment. One sentiment which finds a unanimous expression is that the future success of the fruit industry in British Columbia depends on a strict adherence to the principle of unity among the growers, the transportation companies and wholesalers interested in the business.

BERLIN ON A SATURDAY.

One of the Most Lively Markets in the Country—Some Good Grocers There.

Between six and seven o'clock on a Saturday morning the sweet slumbers of the citizens of Berlin, Ont., are aroused by the pouring in of the farmers with their produce to their weekly market, and a short time after, the sidewalk is full of people with baskets on their way to bring their week's supply. An almost endless variety of things is brought there by the farmers, who have their own rented space to display their goods, and who are there every Saturday, rain or shine, winter or summer, the year in and the year out.

This market is unique in many respects. If it is not the best and largest market in Canada, there is certainly a greater variety of goods brought out by the farmers than in any other place in Canada. Here you see sausages made of the best meat, and prepared in many different ways. Cheese of every description from "Schmear Kase" to the best "Cheddar." There is butter of excellent quality and poultry, cleaned and drawn, ready for the pot. By 9 o'clock the most of the stuff is sold and at 10 o'clock they are all away; the town people have their supplies, and the farmers are crowding the stores to spend part of the money they secure for their produce, and by noon they have all left the town, and many of them all at home for dinner.

Grocers in Berlin.

after the rush is over a call is made on a number of the grocers in the town. They were all well pleased on Saturday with the business they had done during the morning's rush and were ready to open their stores for the benefit of the "Canadian Grocer."

Dunke & Co.

Mr. Dunke was raised on a farm on the outskirts of the town, and started

in business 22 years ago. He does a large business and has the confidence of the people of the town, which is proven by the fact that he has been elected alderman during the last four years. This firm gets a good portion of the farmer's trade as well as a good share of the town. The clerks are all hustlers and no other are employed.

R. Weber & Co.

This firm is immediately opposite the market and catches a large part of the farmer's trade. During the forenoon of every Saturday they employ eight clerks to handle the crowds. In this store was noticed a lady clerk who was a favorite with the customers, and who is active and seems to be very attentive to her work.

Beck and Shell.

This is a good store. The two members of the firm are young active men, who with three clerks do a large business, and are doing well.

A. S. Hallman.

The special feature of this business is farmers' produce, meats, sausages, head-cheese, etc. The proprietor has been in business for a long time and has the confidence of his customers.

Metcalfe Bros.

This firm certainly deserves great credit, for the excellent condition of their store. It is 165 ft. deep with basement and three flats, every part of it is as clean as a pin, and everything is in perfect order. They have built up their extensive business on high-class goods and on good service, and are constantly improving their methods to further the interests of the business, and to meet the most particular fancies of the people. Cleanliness is the one great feature in the management of this remarkable store. They roast and grind their own coffee, blend their own teas, and manufacture their own candy. The public is invited to inspect every part of their store and see for themselves how carefully and clearly everything is handled and prepared. This firm has demonstrated the fact that success depends not so much in selling cheap as it does on clean goods and good service.

TAKING BUSINESS LIFE EASILY.

Complexity of Social Conditions—Life Not Being Lived Naturally.

By Janius B. Remensnyder.

That the great Teacher knew men well, their weaknesses and their needs, is remarkably shown by this counsel: "Behold the fowls of the air; for they

"Behold the fowls of the air; for they sow not, neither do they reap, nor gather into barns; yet your heavenly Father feedeth them. Are ye not much better than they?"—Matt. vi., 26.

He had noted the anxiety written in their faces. Their duties, their burdens, their responsibilities, weighed down the uplift of their hearts.

And how much more He would have observed the same aspect to-day! Life then was simple and free compared with the present. Social conditions have grown so complex that it is hard to keep

from being under stress. If one looks at the multitudes of persons he meets on our streets, every one seems in a hurry, as if bearing a strain. Life is not being lived easily and naturally, but under a pressure—almost painfully. Even the faces of the young reveal this severe conception of life.

Now Christ considered this a distorted, needless and unhappy thing. And so He calls men to look at the freedom and blithesome joy of the carolling birds—so much wiser in their simplicity than they in all their anxious forethought and strain. How, then, can we avoid this error and take life easily and naturally?

Love your work. Do not think that every one else has an easier calling than you have. Most of us have found the labor fitted to our hand, and, remembering that work is life's chief business, we should take delight in it. Throw away all ambition beyond that of doing your day's work well.

Exercise neighborliness, feel kindly to your brother man, show an interest in his success, live and let live, find pleasure in love and interest i. others. It is our selfishness that accounts for much of our stress. Were we satisfied with our portion instead of cherishing a grasping spirit, we would find life a far less thorny road. He who takes time to do a kindly action lightens his own task and illumes his own face.

Recreation Desirable.

Again, have some innocent recreation. It is the greatest error to confound religion with abstinence and austerity. The Church has never made the mistake of opposing harmless pleasures. Those Christian people who have done so have sadly misrepresented it.

Never worry over evils to come. "Sufficient unto the day is the evil thereof." Far more troubles are suffered in imagination than in reality. Let us hope for the best instead of dreading the worst. Never bear more than one trouble at a time. Some people bear three kinds—all they have had, all they have now and all they expect to have. Let us not, then, suffer from imaginary sorrows.

And when troubles do come bear them patiently. Patience is as a case of armor around the heart, which deadens the blows inflicted on it. Impatience not only strips off the covering but lays bare the very quick in all its sensitiveness of nerve. To bear evils with patience extracts from them their sharpest thorns and gathers from them the sweetest graces of temper.

But the chief means of taking life easily is that to which the Master here points us. It is the lesson taught by the birds. They are by no means idle. They work from morning until night. But their activity is without care. Their life is free, joyous, unburdened by anxiety—a gladsome flight, a ceaseless song. "And yet your Heavenly Father feedeth them. Are ye not much better than they?" Let us, then have faith in God. Let us do our work and trust the rest to Him.

The Use of Benzoate a Burning Question

Unknown New York Man Issues Sensational Circular Referring to Advertising Campaign Carried on Against Use of Foods Containing This Preservative—Calls it a "Dishonest" and "Despicable" Method—No Canned Goods Need Benzoate of Soda.

New York, March 3.—An attack on the senational advertising of foods contained in a circular which has been sent to retail grocers is causing much comment here just now. The benzoate of soda war has broken out afresh, but Dr. Wiley is not the central figure in this new crusade. It is between the two camps of the preserving industry and has advertising as its chief casus belli

Within a few days past this sensational circular has been distributed among the retail grocers of New York city and probably the United States. Who wrote it or whence it came is not known, but it has evidently struck a popular chord among the retailers and indicates that "the trodden worm will turn" when sufficiently "trodden." All the interests heretofore known to favor the use of benzoate of soda profess to be surprised at the circular and disclaim any knowledge as to who is its sponsor, though they frankly admit that it covers the ground from their stand-point admirably. The circular reads as follows with names omitted:

BROTHER GROCER.

 that benzoate of soda as now used in certain food products is a wholesome substance and not injurious to health thus settling now and forever the benzoate of soda controversy. It may also be said that the use of benzoate of soda in food products not quickly consumed after opening and liable to spoilage is a blessing in disguise, thus preventing ptomaine poisoning and intestinal disorders, which often result in death. Brother grocer, these are the facts

A Burning Question.

Ever since benzoate became a subject of scientific controversy in the food question, food producers have been divided into two camps, some who claimed it was essential for the economical production of certain foods not hermetically sealed and those who did not use it.

When Dr. Wiley issued his dictum against benzoate the latter class seized upon it for its practical advertising value, and several firms, especially of late, have been carrying on extensive campaigns of education directed toward the consumer, claiming that goods which contained benzoate of soda were poisonous, that the Government had said so and had condemned their use. Incidentally, the gospel was preached to the effect that anything which contained benzoate of soda was made of waste, cannery slop and similar revolting ingredients, a fact which the trade claimed was only remotely truthful. It was clearly designed to create a prejudice against anything containing benzoate and in favor of the few manufacturers who did not make use of it.

turers who did not make use of it. Here is a part of an advertisement. Drinted in the Pittsburg "Leader" of February 15, indicating the character of the claims set forth against some food manufacturers who use benzoate:

MURDERERS.

A number of manufacturers of strictly pure, high grade foods have effected an organization to secure their own protection from the vilest kind of competition to which they have been subjected.

This organization represents a combined capital of millions of dollars.

It will expose the graft there is in the manufacture of food frauds

in the manufacture of food frauds. It will open the eyes of the people to where they are being robbed and swindled by the meanest kind of deception.

It will open to the world and bring into view conditions existing in hundreds of food factories worse than Upton Sinclair ever pictured in "Packing Town."
Another force is awakening—the

force of public opinion.

The manufacturer of impure or poisoned foods is virtually a mur-

poisoned foods is virtually a murderer.

If the consumer will insist on pa-

tronizing the merchants who sell pure food stuffs and will religiously insist on passing the door of the man who foists upon him adulterated, chemically poisoned garbage, for which he charges good money, the pure food question will regulate itself.

The "Leader" is compiling a list of those manufacturers and dealers who make and sell pure foods.

The above is a fair type of the advertising against which the circular is a protest. Unquestionably it has inflamed the public and caused a scare which the grocery trade believes is not only unjust to them but grievously misleading to the public. That it has injured the demand, not only for competing brands, but of the goods of the few manufacturers who issued it, is the testimony of retailers in various parts of the country.

Not on Its Merits.

About a month ago these few manufacturers at the behest of a Chicago newspaper man of sensational tendencies met in this city and organized an association nominally in the interests of purity in foods. The trade, and especially the opposite camp, regarded this as another bit of the publicity campaign in favor of certain preferred brands and against the users of benzoate. The moral effect of this campaign was such as to prime the public against anything which did not agree with Dr. Wiley, however honest. Even the decision of the Referee Board—a body of scientists of eminent standing—was received with a storm of protest, probably stirred up in some measure by this advertising campaign. At least, the trade-has so regarded it and even disinterested, grocery circles have deplored alike the assaults on Dr. Wiley and the Referee Board, clearly caused by misapprehension of the issue and fed by a partisanship quite foreign to the real issues at stake. The benzoate question was being tried on grounds of prejudice, as the grocery trade saw it, rather than on its merits.

Again, as the great bulk of ketchun, preserves, jams, jellies, pie fillers, salt fish, condiments, etc., on the grocers' shelves are made with benzoate and as the trade has never been fully satisfied with the keening qualities of goods not containing it this campaign was regarded as confiscatory. If the consumer was to be set against goods with benzoate, it meant that large stocks of goods were being jeonardized and rendered unsalable. This has been the cause of considerable bitterness in the

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ketchun ers, salt grocers' satisfied oods not was reconsumer with hentocks of and reneen the s in the trade, especially among retailers, who felt it directly. This fact, probably well known to the writer of the circular, very likely prompted its issuance.

No Benzoate in Canned Goods.

Unfortunately there goes with the public misinformation as to food products a confusion between canned goods and preserved goods. Canned goods which are hermetically sealed and sterilized do not contain benzoate of soda. It is unnecessary and always was. They are entirely apart from the class of goods which use benzoate. Still the prejudice, wherever it has set in, hurt canned goods as much as the others. This fact led the canners at their recent Louisville convention promote a bureau for setting the public right on these facts. It is understood that the preserving interests are planning a similar campaign. Salesmen in both lines report that retailers are completely at sea on the issue of whole-some goods and do not dare buy any-thing till the atmosphere clears. Trade is well nigh at a standstill, even on the goods whose manufacturers started the trouble.

DEATH OF AN EDITOR.

Edward S. Judge, Developer of Canning Industry Passes Away.

Those who were acquainted with Edward S. Judge, for many years managing editor of the Trade, a trade journal published in Baltimore, chiefly in the interests of the canned goods business, will learn with deep regret of his death which occurred on Wednesday, Feb. 17, from paralysis.

He was extensively known through his connection with the growth and development of the canning industry. He plunged in at once to encourage a spirit of co-operation, fraternity and unity, and set about to draw the units into compact. Largely through his efforts the Canned Goods Exchange, the first of its kind in the country, was formed and pushed to success. Through its influence a uniform size of can was adopted and standards of quality were established.

He was one of the originators and founders of the Western Packers Canned Goods Association, and, as with the Exchange, was secretary of it for some years. He planted and cultivated this seed of harmony among the members of the business until to-day the entire business has been drawn into close relationship, although the number of canning establishments runs into the thou-

You are in business to stay. The sale you make to a customer to-day is not all there is to it. You want that customer to come back and you know how to treat him so that he will.

The man who is busy always has time for a little more. It's the man who thinks he is the busiest on earth that never has a moment to spare. That's because the latter is generally a fusser.

FARMERS ORGANIZING CLUBS

Meetings Held Every Month and Various Subjects Discussed-More Fruit Institutes Conducted with Successful Results-How the Good Work of the Department of Agriculture is Being Extended.

Department of Ontario in holding various conventions and institutes in different lines is not confined to any one section of the province. Recently fruit institutes were conducted at Beamsville and Stoney Creek, which were largely attended and from which much practical benefit was derived that cannot fail to be of the greatest help to all fruit growers in Lincoln and Wentworth. These two counties are perhaps the largest fruit-growing centres in the province when peaches and grapes are taken into consideration.

The farmers of Prince Edward and Hastings counties are great apple raisers and some of the finest apple orchards in Ontario are to be found there. Last week a fruit institute was conducted at Trenton, at which many persons were present, particularly the young men. The meetings, which were held on Wednesday and Thursday, were valuable to all interested in successful orcharding. The discussions on orchard problems were unusually instructive, and much timely information was secured.

The speakers were: A. McNeill, Chief of Fruit Division, Ottawa; A. W. Peart, Burlington, Ont.; D. Johnson, Forest, Ont.; H. S. Peart, B.S.A., of the Jordan Harbor Station; L. Caesar, Demonstrator in Entomology, O.A.C., Guelph; J. P. Carey, Toronto, and R. M. Winslow, Picton, Ont.

Farmers Forming Clubs.

The effective work of the Agricultural Department is seen in the fact that farmers are now forming clubs for the consideration of topics of mutual interest. Farmers' Institutes, of course. are organized in practically every county, but they hold only one or two meetings a year and cover a wide territory, but with the clubs now under way, gatherings are held more frequently-at least once a month. The membership does not extend over more than one township or portion thereof. The social life of the community is thus promoted and neighbors come in close contact with one another in studying special matters of local interest, which will doubtless result in increased crops and more intelligent and progressive management of farms. This means more money in the pockets of the farmer and more for the grocer, the hardwareman and the dry goods merchant.

As affording an indication of how these clubs are managed and what subjects they discuss, a correspondent from Sidney Township, Hastings County, writes The Canadian Grocer as follows: "The Farmers' Club at Gilbert's school house met in their first regular meeting on Wednesday, Feb. 10. The subjects discussed were the growing of peas and

The good work of the Agricultural corn for the canning factory, and the value of ice on the farm. The former was introduced by W. E. Vanderwater, who gave a very interesting address. The latter was introduced by G. Cummings, after which nearly every one present expressed their views on both subjects. The Farmers' Club is fast becoming popular, and if rightly carried on cannot help but prove beneficial to those who attend. This club meets on the Wednesday on or before the full moon in each month, and all interested are invited to become members.

NOT CIDER AT ALL.

Dyes, Chlorides and Sulphates Are Said to Be Used-Industry Might Be Made Profitable.

Ottawa, March 3.-A bulletin on cider issued by the Dominion analysts shows that of 62 samples examined. many contained salicylic, while others were colored with dyes and contained chlorides and sulphates.

The analyst expresses the opinion that either a real cider industry does not exist in Canada or that no one is looking after its interests. Some of the cider sold, it is pointed out, is not eider at all.

The report also says the manufacture of cider in Canada has not received the attention it deserves. The apple crop is stated as 18,626,186 bushels for 1901, and the manufacture of cider under proper conditions may become a great industry in Canada.

That the world's market is not fully supplied appears from the fact that dried apple cores and parings are regularly shipped from the United States to France to be used in the manufacture of a low quality of cider.

The manufacturers' point of view may, of course, be different from this. There should, however, be a desire on their part to produce nothing but the best results as there appears to be a good future for the industry. In France. according to official estimates, A. Gaulin, of Havre, finds that the French cider crop in 1908 amounted to 445,750,932 gallons, against 72,805,000 gallons in 1907, and 574,634,000 gallons in 1906. The consul adds:

The average production for the decade from 1898 to 1907 was 420,871,000 gallons. The figures for 1907 were the lowest on record, and considerable quantities of foreign apples had to be imported in order to make up the deficiency. Last year's apple crop was especially abundant in the Normandy district, and large exports of eider apples have been made to Germany.

GROCERY TRADE CHANGES

Those Who Bought and Sold Grocery Businesses During the Week—Losses By Fire and Assignments.

Ontario.

R. Stirling, grocer, Toronto, has sold

J. D. Elmes, grocer, Toronto, has sold to T. A. Ferguson.

Wm. A. Hill, grocer and baker, Port Credit, died recently.

Geo. H. Hopper, grocer, Ottawa, is succeeded by W. H. Lucas.

Elmer Quick, grocer, Kingsville, Ont., has suffered loss by fire.

W. W. Fraser, grocer, Port Arthur, has sustained loss by fire.

John H. Hall, grocer, Toronto, has sold to Albert N. Modler.

Robt. Baird, grocer, Ottawa, has had his business damaged by fire.

D. Korman & Co., grocers, Englehart, have added a bakery business.

Jno. Waddell, of Harriston, Ont., has sold his business to J. M. Wilson.

The assets of the estate of Jos. Conway, grocer, Toronto, are to be sold.

T. O. McPherson, Milton, has sold his grocery business to B. G. Lucas & Co.

T. J. Arnold, general merchant, Penville, has advertised his business for sale.

C. Schlueter, general merchant, Preston, has advertised his business for

The stock of E. R. Woodiwiss, general merchant, Kinsville, is advertised for sale.

Harry V. Patrick, general merchant, Woodstock, has assigned to Edward W. Nesbitt.

B. W. F. Beavers, general merchant, Farquhar, has been succeeded by Joshua Johns.

Fitzpatrick & Doan, grocers, West Toronto, have assigned to E. R. C. Clarkson, Toronto.

Jones, Dunk & Co., general merchants, Port Perry, have dissolved, E. R. Dunk and F. W. McIntyre continuing.

Quebec.

Max Eichen, grocer, Montreal, has assigned.

Mrs. Poirier, grocer, Emardville, died recently.

Louis A. Bergeon, grocer, Montreal, has assigned.

Menard & Frere, grocers, Montreal, have dissolved.

Max Eichen, grocer, Montreal, is offering a compromise.

Simon Deschenes, general merchant, Roberval, has assigned.

The assets of Jno. N. T. Laberge, grocer, Montreal, are sold.

A. Charbonneau & Co., general merchant, Beloeil, have dissolved.

E. J. Esty, of E. J. Esty & Co., general merchant, Eastman, has died.

The assets of Jos. Belisle, Bonaventure River, are to be sold on March 5th.

The assets of J. U. Bourassa, general merchant, St. Jude, have been sold.

The assets of J. E. Lesage, general merchant, Louisville, have been sold.

The assets of F. X. Lamontagne, La Tuque, general merchant, have been sold.

The assets of M. Bernier, grocer, Fraserville, were advertised for sale on March 4.

V. E. Paradis has been appointed curator to J. P. Rivard, Chicoutimi, general merchant.

Gilbert Hamel, tea and coffee merchant, Montreal, has filed consent of assignment.

H. Bolam, general merchant, Hazabazua, was recently burned out. He was insured.

The assets of L. A. S. Plamondon & Co., general merchants, South Durham, are to be sold.

The assets of J. C. Miousse, general merchant, St. Alphonse de Caplin, are to be sold on March 5th.

John Murphy & Son, tea and coffee merchants, Montreal, have dissolved. John, Peter and Paul Murphy register-

A meeting of the creditors of L. O. Desautels, general merchant, St. Jean Baptiste de Rouville, was held on Feb. 26.

A. A. Thornton, grocer, Montreal St., Sherbrooke, has leased his store for a term of five years, to Hovey Bros. This firm carries on the meat market next door, and alteration on the premises will be made so that the two stores will be in one, and both a meat and grocery store will be carried on. Hovey Bros. will enter the grocery business on the first of May.

The partnership heretofore carried on by R. I. Dean, W. G. Rowe and W. R. Lacey, as grocers, under the name of Dean, Rowe & Lacey, has been dissolved by mutual consent and a new partnership formed by R. I. Dean and W. R. Lacey, to continue the business under the name of Dean & Lacey, the latter having acquired all the assets and assumed all the liabilities of the old firm.

Maritime Provinces.

A. Ramsay, general merchant, Red Bank, N.B., has assigned.

Jas. D. Irving, general merchant, of Buctouche, N.B., lost by fire recently.

B. Kilburn, general merchant, Kilburn, N.B., has been succeeded by F. V. Bishop.

S. Hollengraber, general merchant, Bathurst, N.B., has sustained loss by fire

Harry Sampson, Charlotte St., Fredericton, N.B., has purchased the grocery store of George Colwell, of the same place.

Baird & Peters, wholesale grocers, St. John, N.B., have sold their branch business there to W. C. Summer and H. B. Cassidy, of Moneton, N.B.

Western Canada.

Jackson & Dent, grocers, Vancouver, have dissolved.

H. W. McConnell, grocer, Moose Jaw, Sask., has assigned to N. Jagger.

Arthur Kelly, general merchant, Estevan, Sask., was burnt out recently.

Cecil White & Co., grocer, Cypress River, Man., has sold out and left town.

Jacob Focht, general merchant, Woodbridge, Man., has sold to Geo. Maskell.

A meeting of creditors of E. E. Ruttle, general merchant, Rosthern, Sask., is called.

The British Columbia Soap Works are contemplating additions to their factory.

A meeting of creditors of McConnell Bros., grocers, Moose Jaw, Sask., was called for 3rd inst.

New Companies.

The J. J. Wilson Manufacturing Company has been granted a Dominion charter to manufacture shoe polish, stove polish, etc., with head offices at Ottawa.

The Canadian Milk Products, Limited, is the name of a new company given an Ontario charter with head office at Toronto to manufacture food products of all kinds. The share capital of the company will be three hundred thousand dollars, divided into three thousand shares of one hundred dollars each, of which one thousand shares shall be preference shares. The provisional directors of the company are Lionel Davis, Jerry Wilfred Heffernan, William Henry Syms, George Edgar McCann and Isabel Brooks.

AFTER SHORT-WEIGHT GOODS.

The pure food inspectors of the Department of Agriculture of the United States have started an active crusade against shippers who have been sending out goods which did not tally with the labels or the invoices.

One of the most important seizures of short-weight goods was that of cheese, a flagrant violator of full weight, the records showing that a large consignment will have to stand trial before a Federal judge on charges of misrepresentation as to avoirdupois contents.

Other classes of goods came under the inspection of the Department and didnot stand the test that is imposed as to short weight and the shippers must stand trial for violating the section of the pure law calling for correct contents on interstate shipments where there is a label attached to the package.

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EVIL OF MAKING POOR BUTTER

Large Quantities of It Seem to Be Accumulating—Is the Government Lax in Looking After the Situation?

By M. Moyer.

My business during the last three months prought me in contact with a latter dealer in Toronto, and in examining the quality of the butter, and also by forming my opinion from the reports at the wholesale merchants, I am satisfied, that on the whole the butter is not as well made as it was some years ago, and that a much larger percentage of it is practically unfit for table use. Over 25 years ago, as a country store keeper, I started a crusade against the chormous loss sustained by our country through the careless way our butter was made, and the uniair, unbusiness-like way it was handled.

Through this agitation, creameries were started, and the government when this state of affairs was laid before them spent a great deal of money, through "traveling dairies," and through the efforts of the agricultural college in assisting to improve the entire system. The effects of this was soon lelt and the quality of our butter improved.

Here we are, twenty-five years after such an experience with tons of butter unfit tor human food. Well may we ask "What is the matter and also who is to blame?" The farmer got all the assistance and protection he could ask for, and for this the consuming public have a right to expect fair play and tair treatment.

Just a few days ago it was reported that oleomargerine was illegally manufactured in this country. This law against it was passed in order to pro-This law tect and encourage good butter making, and the consuming public did not object to it. They expected the farmers ald give them good butter. To-day this desirable, more healthful and of better lavor than a large quantity of the buter made in this country. I ask is this fair deal? Will the consuming public bomit to the fact that they are not lowed to buy a better and a cheaper if the farmers will not respect privilege given them, by providing the otter consumers desire. Are the farmers done to blame? Has the government glected to do its duty, or are the rehants to blame for encouraging d keeping up the ruinous custom of ying the butter from all the farmers the same price, whether it is good or ad? I am not, by any means, advo-ding the manufacture of oleomar-crine or any other substitute for butbut when farmers are going to Mawa to request the government to act laws against combines, I think people who are not farmers have a the to buy substitutes if the farmers not supply them with the butter

with the improved facilities and the satter knowledge of the science of butarranking, there is no excuse for the safter quantity of poor butter which is at the market at the present time. Buring the last several years, the demand for butter was good, prices were sigh, and almost anything would sell, and through the pernicious and unbus-

inesslike custom of the storekeepers paying the same price for all qualities, allowed the farmers to become careless. The people are taxed to keep up government officials, farmers' institutes, and other means, to secure good results for them, and when under all these precautions a large portion of our dairy products are unfit for food, then the charge of neglect must be laid on those whose duty it is to look after this matter.

We have on the market, creamery prints, creamery solids, farmers' separator butter, dairy prints, choice dairy prints ordinary, tubs and large rolls. Why all these different lines and qualities, when all are the product of the innocent cow which is the only excusable factor in the whole cycle. Creamery butter is made in creameries where it is made by the best process, for all the farmers who are patrons. This butter, as a rule is the most reliable, but also suffers more or less through careless feeding and handling before it reaches the creamery.

reaches the creamery.

The "Farmers Separator butter" is butter which is not necessarily made from cream taken from the milk by a separator, but is made by good butter makers, wrapped and labelled in 1-lb prints and shipped direct to the city, and sold on its merits, and which are generally equal and often superior to creamery. All the rest comes in mixed lots from the country stores, the best being picked out and goes as choice dairy prints, the next as ordinary dairy prints, and the balance whether in 1 lb prints or in any other shape, color or flavor as large rolls, and it is particu-larly to this class 1 wish to call the attention of all who are concerned. This low grade, to a very large extent gov-erns the market, and like some other evils, to the injury of all. The better the butter, the more is used by the people, and therefore every pound of poor butter has a tendency to diminish the butter, the quantity consumed, and lessen the demand. The accumulation of this inferior butter which must be sold at a very low figure, is invariably followed by a drop in all kinds of butter. Through the carelessness therefore of some of the farmers, the unbusinesslike handling by the merchants, and the neglect on the part of the government offi-cials, a large portion of our dairy pro-duct is wasted and lost. The mairy duct is wasted and lost. The nairy industry has therefore reached a point, where in the interests of all, immediate measures should be taken to improve this unsatisfactory state of affairs.

NOVA SCOTIA FRUIT OUTLOOK.

Weather in Eastern Province Has Done Little Damage So Far.

By M. G. DeWolfe.

As requested, I am sending you a short account of the present outlook for fruit in the Cornwallis and Annapolis Valleys.

The winter has been mild, with not much snow, and a good many changes. February has brought some cold weather and a number of sleet storms. At present writing, Feb. 24, the outlook is fine. Trees have come through so far in good shape and fruit buds look well. The sleet storms seem to have done good, and the open season has not injured the trees, but, of course, there is time yet to change present conditions. No trees have had any damage done to them in this locality, for seldom do we suffer much from winter-killing in the Valley.

So far I should think the weather has been all right and there should be a good apple yield this season. The absence of snow may affect the crop of small fruits but it is too soon to know. Fruit growers are in good heart and think the season of 1909 will show splendid results. A great many will enlarge their orchards.

One, however, does not know what March or April may bring in the weather line, but as a rule little damage is ever done at that time.

The orchards in the Valley are so situated that they escape many of the winter troubles that come to other sections of the Dominion.

It is quite a new departure to see a trade journal so much interested in the farmers as is The Canadian Grocer, but it is along the right lines, as business men should get more in touch with the tillers of the soil.

Taken as a whole, the fruit outlook for this section is all right, and there is no cause for complaint.

THE PRICE OF BROOMS.

The Weekly Journal-Gazette, published in Mattoon, Ill., U.S.A., says of the proposed advance in brooms:

That the price of house brooms will be advanced another five cents each within a few weeks is the predictions made by a number of broom manufacturers from the east, who passed through Mattoon Sunday. The price on the commodity was raised this amount a few months ago because of the higher prices brought by broom-corn from the field.

The broom men will attend the big national convention which is being held in Chicago.

GROCERS PREDOMINATE.

Chicago, March 3.—Roy Cunningham, of Belvidere, Ills., is the only farmer on, the Standard Oil re-trial jury, which was completed in United States District Judge Anderson's court to-day. The preponderance of agriculturists on the first panel of veniremen caused its dismissal at the request of the defence. Attorney John S. Miller vividly remembering that it was a farmers' jury, which made possible Judge Landis' fine of \$29,240,000. Mr. Cunningham's companions in the jury box include nine grocers, a mechanic and a live stock dealer.

How St. Mary's Merchants Save Money

General Parcel Delivery System Adds About \$300 Yearly to Profits of Each—One Man Has Contract for Delivery for Whole Town—Divides it Into Four Wards for Systematic Purposes—Expense of Maintaining Horse Eliminated-Advantages Told of by Merchants Themselves.

St. Mary's, March 4.-Merchants in the Town of St. Mary's have been enjoying for the past four years a "general parcel delivery," which has proven such a benefit that nothing could induce them to discontinue it. Peculiarly enough this is the only feature of the business of the retail merchants in this town in which they are united and there is no reason why the advantages derived from this co-operation should not be an example for a closer union and better

Some ten or twelve years ago St. Mary's had a Grocers' Association, but, it is claimed, that price cutting proved its undoing at that time. But even without any organized association and simply by a mutual agreement among themthe contractor hires four of them, who, the various wards. One deliverer takes one ward, and there is no confusion. once they leave the stores, so that carethat expense to bear.

How Contractor is Paid.

At the present time James Moore, a farmer on a small farm just outside the limits of "The Stone Town,"

in a short time, know all the people in The drivers are responsible for all goods fulness necessarily becomes their motto. This is, of course, understood by the man who has the delivery contract, as well as his employes, so that merchants, who, prior to the institution of the scheme in St. Mary's, lost much by goods going astray, have now none of

The Familiar Looking Delivery Vehicle Which St. Mary's Merchants Don't

selves the merchants of this town have been able to reduce their former expenses for delivery one-half. Here is something that should make retailers, at least, in such towns as St. Mary's, being to think. Where delivering has to be done, is it sound business sense that it should cost twice as much money and much more worry than necessary? No business man would say so.

Inception of the System.

It was about four years ago that the general parcel delivery was first thought of here. The town was divided into four wards so that system could be used in the deliveries. One man took the contract for the whole four, allowing one wagon for each, so that four horses and the same number of wagons were all that were necessary to attend to the

For such a job there were plenty of boys to be found to undertake it, and has the contract. He takes it yearly so that at the end of every twelve months it has to be renewed. He hires four boys to do the work, and he supplies the outfits. The merchants pay him according to the amount of business they do, so that a sort of "sliding scale" is used in settling up their delivery charges.

The contract, although taken for a year, is not paid for yearly, but at the end of each week each merchant is charged with the amount representing the work the deliverers have done for The cost runs from 75 cents to a dollar per day, which is easily onehalf what it would be if each retail merchant had to maintain his own private outfit and pay his own driver.

Four Deliveries.

Each day the delivery men make fourtrips to their respective wards. In the morning the wagons or sleighs, according to the season, leave the business cen-

tre of the town at nine and eleve o'clock, and in the afternoon at three and five o'clock.

These hours are known to everybod in the town and often the telephon rings with the inquiry: "Am I in tin to eatch this delivery?" Probably negative answer may be given and the good housewife who knows the regula tions remarks good-naturedly: send it with the next, please."

Everybody knows what's what, an they willingly abide by the rules of the retail merchants and drivers. An e ception is, of course, made with Sata day night, when at nine o'clock an exti delivery is made.

Advantages to Merchants.

In conversation with a Grocer repr sentative as to how the system worke out, J. F. Pickard, of Pickard & Flening, grocers, said: "We pay about dollar a day for our delivery, but if w had to hire a boy it would cost us tw dollars at least. Why we could not him a boy able to do the work for less tha a dollar at the least. Then we would have our stable to keep up, our feed pay for, a horse and delivery wagon purchase occasionally, the horse to she and harness to buy, and the usual we. and tear of things to maintain. W find the deliveries are more prompt; people were educated to the system once and know just when the wago left for the various wards. We don experience any loss if the goods astray, as the man who has the contraguarantees to make good for any mi takes. We would certainly not care go back to the former system.'

J. M. Adam, another St. Mary's gi cer, has nothing but words of praise 1 the general parcel delivery system. just saves me about a dollar a day," remarked, "and I'm quite satisfied."

Other merchants of the town spe along similar lines, so that there can no doubt as to the efficiency of the sy tem here.

Money Saved Each Year.

Mr. Moore, who has the contract, co ducts a profitable business, too. Wi the facilities he is provided with being a farmer, he can run the deliver business with comparatively little pense, and, therefore, can afford charge the merchants a moderate su and still make some money. His d livery conveyances also carry parcels f those who are not interested in the sy tem, and thereby something extra made. Different colored cards are us to hang in the windows for the for

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contract, consists, too. Will ded with he delivered with he an afford moderate summer. His dery parcels freed in the sying extra eards are used for the form

ards, so the work altogether is carried systematically.

As one merchant expressed himself, here seems no reason why other towns it similar proportions to St. Mary's do not establish the general parcel delivery system. The saving of a dollar a day means more than \$300 a year, and this should be something worth while condering. Supposing there are a hundred merchants in a town, that means a saving to them of the big sum of \$30,000 per year. Not only that, but there is the elimination of the worry caused by astomers complaining of slow deliveries and the extra labor accompanying the work when attended to privately.

NEW PATENT MEDICINE ACT

Fee of One Dollar Charged for Each Certificate of Registration.

The attention of the retail merchants of the Dominion is again called to the new Patent Medicine Act, which comes into effect on April 1. The chief provisions of the Act are as follows:

Every manufacturer or importer of proprietary or patent medicines, as well as every agent of a manufacturer or importer, must procure annually from the Minister of Inland Revenue, before offering any medicine for sale, a numbered certificate of registration as a manufacturer or importer of proprietary or patent medicines. In applying for registration every manufacturer, importer, or agent must specify the medicines which he intends to manufacture or import. A fee of \$1 is charged for each certificate of registration.

All proprietary and patent medicines must be put up in packages or bottles having on the label or wrapper, in conspicuous characters, the name and number under which the medicine is registered, with the words "The Proprietary or Patent Medicine Act," and also the manufacturer's name and address. In the case of firms whose chief place of business is not in Canada, the name of the Canadian agent shall be filed with the Minister of Inland Revenue.

Section 7 of the act reads as follows:

1. No proprietary or patent medicine hall be manufactured, imported, exposion, or offered for sale;

(a) If it contains cocaine or any of its or preparations;

(b) If it contains alcohol in excess of he amount required as a solvent or precryative, or does not contain sufficient medication to prevent its use as an icoholic beverage;

(e) If it contains any drug which is neluded in the schedule to the act, but the name of which is not conspicuously wrinted on, and an inseparable part of, the label and wrapper of the bottle, box, or other container: Provided, that every manufacturer or importer of or agent for the sale of any medicine containing any of the drugs mentioned in the schedule may, when applying for a certificate of registration for any medicine, transmit to the Minister an affidavit

specifying such drug and the proportion of it contained in the mixture and dose, and the Minister may thereupon grant a certificate of registration for such medicine without the printing of the name of the said drug upon the label and wrapper if it appears to the Minister that the proportion of the drug used is not dangerous to health.

2. The burden of proof that the provisions of this section have been observed shall rest upon the person or company manufacturing, importing, selling, or offering for sale such patent or proprietary medicine.

The distribution of samples of proprietary or patent medicines from door to door in a public place or by mail is prohibited. This does not apply to the distribution of samples among retail

THE TRAVELER'S DREAM.

A little room in a little hotel, In a little country town, On a little bed with a musty smell A man was lying down.

A great big man with a great big snore— For he lay on his back, you see— And a peaceful look on his face he wore, For sound asleep was he.

In his dreams what marvelous trips he made,

What heaps of stuff he sold! And nobody failed, and everyone paid, And his orders were good as gold.

He smiled, and smothered a scornful laugh

When his fellow-commercials blowed, For he knew no other had sold the half Of what his order-book showed.

He got this letter from home one day: "Dear Sir,—We've no fitter term
To use in your case than simply to say,
Henceforth you are one of the firm."

And a glorious change this made in his, life,

He now from the road withdrew. And, really, soon got to know his wife. His son, and his daughter, too.

But with a thump—bang—whang—thump—bang! again,
The "boots" had knocked at the

door:

"It's very near time for the 6.10 train!"

And the Commercial's dream was

HAMILTON TRAVELERS' DANCE.

Hamilton, March 3.—The Hotel Royal on Friday evening last was the scene of a night of gaiety when the travelers assembled to enjoy themselves in the tripping of the light fantastic. A large number were present, and a few pleasant hours were speeded away. The president of the Travelers' Association, E. J. Fenwick, and the treasurer, G. C.

Austin, worked strenuously to make the function a delightful one and success attended their efforts.

Invitations had been sent out to friends in Toronto, London, Elmira, Guelph, Tavistock and other places, and visitors from these were present. The patronesses were: Mrs. W. H. Dean, Mrs. E. J. Fenwick, Mrs. Arthur Hatch, Mrs. John Lennox, Mrs. G. M. McGregor, Mrs. C. C. Smye, Mrs. Fred. T. Smye, Mrs. John Stoneman, Mrs. H. G. Wright, Mrs. E. O. Zimmerman.

BRANTFORD NOTES.

This city in the course of a couple of years with the present lines and when the projected lines are completed, will be a veritable "Hub" in the matter of radials. The most important from a local trade standpoint which is now projected, is from Brantford to Port Dover. From Brantford the line will run through Mount Pleasant, Boston, Townsend Centre, Waterford, Bloomsburg, Simcoe and Port Dover. This line it is estimated would serve 34,000 people. The work of extending the lines in this city is being followed by great interest.

Mr. Lloyd, clerk at J. Peachy's, is spending a few days in Toronto.

E. Patterson, Market Street, is progressing favorably after his severe illness, being able to sit up part of the day.

February is reported as being a very fair month for trade in comparison with other years. There is very little skilled labor out of employment this year. One grocer, who has been doing some advertising, reported a very large increase over the amount done last year. The Saturday market possessed no new features, prices being practically the same, except potatoes, which seem very plentiful.

PERSONAL NOTES.

James Chipperfield, for nine years with the Woodstock Wagon Co., Woodstock, Ont., has become managing director of Richards Pure Soap Co.

H. Woodley, of the Montreal office of the Truro Condensed Milk Co., was in Winnipeg last week calling on the trade. Mr. Woodley will go further west before returning to Montreal.

The Canadian Grocer has received greetings from P. C. Larkin, of Salada Tea, who at the time of writing was in Monte Carlo. Mr. Larkin left some time ago on a trip to Egypt and other eastern countries.

Robt. H. Laing, representing White & Sons, Glasgow, Scotland, manufacturers of clay pipes, is in Toronto calling upon the trade. This is Mr. Laing's first visit to Canada in sixteen years. R. S. McIndoe represents the company in Toronto and Wm. May, of R. S. McIndoe, introduced Mr. Laing, who will also visit Chicago and other western cities.

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ALBERTA GOVERNMENT PORK PACKING PLANT.

Experiments in government and municipal ownership seem to be increasingly popular in the West. Manitoba and Alberta have recently bought out the Bell Telephone systems in those Provinces and they are being operated under government control. Edmonton owns and operates its own street railway system and Alberta has for some time operated a system of government creameries.

The latest move of this character is the announcement that the Province of Alberta is to establish a government owned and operated pork packing plant. The proposal seems to be popular in Alberta. It has been introduced by the Liberal Government and a fortnight or more ago was made a plank in the platform of the Conservative opposition.

But favorable as this policy seems to be in the Province of Alberta at the present time its wisdom may well be doubted.

Surely there is some limit to the scope of Government industrial activity and consequent competition with private individuals and corporations. A telephone system is a natural monopoly but a pork packing plant is not.

Consequently many people who may see no special objection to the experiment of government ownership and operation of a telephone system purchased from its owners may well doubt the wisdom of government competition with the pork packers.

One of the strongest packing houses on the continent has recently established a large packing plant in Edmonton and has invested a large sum of money in the enterprise. Is this tendency of the Province of Alberta to establish competitive industrial enterprises likely to encourage the investment of outside capital in that Province?

Alberta wants industries and this is a consideration which should not be overlooked when it is proposed to extend the scope of government ownership.

"TELEPHONE" COMMERCIAL TRAVELERS.

No class of men are keener for business than commercial travelers. In season and out of season; rough weather and mild weather; early in the morning and late at night, they are eager to do business and to take orders.

There are, unfortunately, exceptions to this rule. The other day a commercial traveler reached a certain town during a storm. As he did not like stormy weather he utilized the telephone in his efforts to get orders. He represented a firm that manufactured a line of goods in which there is a great deal of competition and did not get any orders. He did not deserve to get them. A lazy man never deserves success of any kind.

A telephone is useful in many ways, but is a poor order-cetting medium. It eliminates personality, and personality counts for a great deal in salesmanship.

Don't be a "telephone" traveler.

LONDON GROCERS' BANQUET.

London grocers are keen on the organization of a provincial association judging from their approval of the remarks of R. J. Donaghy, one of their number who responded to a toast at their recent banquet. The grocers of that city are now well united and are reaping the benefits of their association. They are, or many of them at least, anxious to see an Ontario Grocers' Association embracing members of the trade from all parts of the province similar to the hardwaremen's association. Not until then will they become a positive force in the enactment of laws relative to retail grocers.

Mayor Stevely of London is a believer in associations of this kind from the remarks he made in reference to the success of the recent convention in Hamilton of hardwaremen. It needs a

few enthusiastic men in the trade to get their heads together and see that the grocers too become organized. In dividual views on the advisability of forming such an association will be gladly received by The Grocer for publication.

The good fellowship existing among the London grocers was particularly noticeable at the banquet and that characteristic can be attributed to nothing but the association. Working in harmony is to be commended when ever met with and especially so when the workers are keen competitors in business.

TIME FOR A CHANGE.

A correspondent writing to the Grocefrom Winona, Ont., states that contrary to newspaper reports the peach crop of the Niagara district is not a failure. Even if some of the buds were destroyed there would be plenty left and with fewer buds the peach fruit would be of a better quality.

It seems that every year about the time the daily press exploit the idea that the fruit crop has been destroyed when later it often turns out to be better than ever. This pernicious habit of publishing false reports can do no good to the fruit industry and makes men miscalculate their business. It is certainly time this type of the daily paper was destroyed as the fruit crop is so frequently represented to be.

Reports from Nova Scotia, as will be seen in this issue, indicate that the fruit crop outlook down by the sea is favorable, and should no extremely cold weather interfere the crop will undoubtedly be a good one.

DO AS YOU SAY.

Over in Germany there exists a law which prohibits a merchant holding removal sale unless he actually intend to remove. Similarly no merchant care advertise "selling below cost" of "clearing out sale" unless these thing are actually his intentions. If he states his goods are to be sold below the cost an officer of the law may demand his invoices and determine whether he does so or not. A fire sale cannot be held unless there has been a fire.

The law protects the consumer in this respect which appears to be the propercourse to pursue. A similar law might well be enacted in Canada with good results, for most merchants know how often sales of the above description are advertised when it is impossible for them to take place. When goods are stated to be sold at less than the invoice price, or when a selling out sale is advertised they should be carried out to the letter. It is certainly ad-

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ists a la holding ally intend ierchant ca cost" o hese thing If he stat below th nay deman whether b cannot b fire. imer in thi the prope law migh with good know how cription ar ossible for goods are han the in ing out sale be carried rtainly advisable for the consumers to know exactly what they are doing and with such a law such a condition would follow and the majority of the merchants who are not accustomed to these periodical "selling out" sales would be much benefitted.

THE PEANUT SITUATION.

Each year witnesses the firmer establishment of the peanut in popular favor, and an increase in its sphere of usefulness. There was a time, when it was seen most frequently, at baseball matches, and in the "gods" of popular theatres. This however, still remains a field, over which, the peanut reigns in undisputed sovereignty, but in addition to this, it is now combined with other products, and made into a butter which is much in vogue for sandwiches. Peanut butter has undoubtedly come to stay, not altogether from the fact, that it is very delectable, but is also a highly nourishing food. The Canadian market for peanuts is supplied by Spain, France, Africa, India and the United States. About eighty per cent. comes from the United States which includes the Virginian and Spanish varieties, the latter being much richer in oil. A few peanuts also come from Japan. The great market of the world for this article, however, is Marseilles in France where peanuts are used very extensively for producing oil.

Practically all the peanut butter consumed in Canada is also manufactured here.

The peanuts of the above mentioned countries all possess some distinguishing features. The greatest difference, however, is observable between the Virginian product, and the rest, which are very similar to one another. The Virginian nut is larger, and the pod generally contains more nut meats than the others. The Japan nut is also large and poor in oil. The nuts from France Spain, Africa and India are comparatively small, and have a much thinner shell. It would require too fine a judgment to say which was the best, as they may each possess certain qualities which render them specially valuable for certain specific purposes. All kinds are at the present time enjoying a wide sale and the market presents bright prospects.

HOUSEHOLD REMEDIES.

One of the best arguments for the necessity of a Provincial Retail Grocers' Association can be seen in the Pharmacy Act. By this act only qualified druggists were allowed to sell poisons, and later a change was made to include all drugs and medicinal remedies. It has

resulted in the fine of several country storekeepers who had sold a few cents worth of some harmless remedy.

Merchants were compelled to discontinue handling even quinine, salts, etc., greatly to the inconvenience of those residing in the community who had often to drive miles to be supplied with these things.

There is no reason why storekeepers should not sell such remedies as mentioned, and it is simply a case of uniting in a Provincial body to demand their rights.

THE BENEFITS OF BACKBONE

As will be observed in correspondence from Chatham, Ont., in this issue the merchants of that town are much interested at present in the securing of a system to collect bad accounts and also in the price-cutting question. The story of how Guelph merchants look after the delinquents, which appeared in the Grocer recently has received much attention and may probably form a basis upon which the Chatham retailers will work.

In connection with price cutting the remarks of Peter Cunningham are worthy of note. He pointed out how he had refused to drop one cent off the prices quoted to customers who claimed they could secure cheaper goods elsewhere. He allowed them to leave the store first and found that eventually they returned and accepted his figures. He had backbone enough to refuse to lower his selling price and in the end came out ahead.

A TIP TO MERCHANTS.

The progressive town of St. Mary's in Western Ontario, with its three thousand five hundred of a population, has learned a lesson in economy which has saved to each, yearly, between two and three hundred dollars. It is the running of a general parcel delivery system which was established some four years ago and which has now become "part and parcel" of the merchants' business.

As explained in the news columns of this issue the business men of St. Mary's are highly pleased with the system and on no consideration would they relinquish it.

Mental mathematics show that if each merchant saves a dollar a day, that means about three hundred dollars yearly which is a saving af thirty thousand for a hundred merchants. If this vast sum can be saved annually by the merchants of a town by uniting only on one particular line, much better advantages should certainly follow from a closer unity.

There is no reason why merchants of

any town in the Dominion the size of St. Mary's cannot do the same providing they get their heads together. A general parcel delivery is something that can be established with no expense. All that is required is a man who will undertake the contract and merchants who will stand by him.

WOMAN'S WISDOM.

There are many grocers to-day throughout the Dominion who are making successes of their businesses, principally because they have the assistance of their wives. Probably fewr of them appreciate this, nevertheless it is true. It needs a diplomatic business head to look after the various characteristics of the scores and hundreds of people who call at a store from month to month, and the women who are usually gentle and courteous to all are the diplomats.

They take particular pains to see that their customers are thoroughly satisfied. They look after the comfort of the babies who are brought into the store with their mothers, and which means a great deal to the latter. They sympathize with their customers in times of trouble and bereavement as only women can. Anything new introduced into the store is first tested by the wives of the grocers, and when they come behind the counters they speak with authority and are thus often able to make sales where the husbands would fail.

Recently a grocer in an Ontario city remarked that "no man who had any sense would be in the grocery business." This grocer, contrary to what one would expect from his statement, has made a fairly good success, but it is a fact that his wife was the cause. There are many grocers in business today, and making profit, too, who would not be where they are if it wasn't for their wives.

BUSINESS MAXIMS.

By Plato, Jr.

He who would be a successful grocery clerk must have "ginger."

Love for his vocation is the "spice of life" for the man behind the counter.

The clerk who is not quick to wait on customers will have to wait a long time for success.

Customers ignore stores in which discourteous salesmen are present.

Read your customers if you would learn their whims and wants.

He who would win in business must first win the good-will of his customers.

A Winning Fight from Poverty to Wealth

Former Ontario Man Makes Good in Business in the West—First Venture a Grocery Store—Sells it for Team of Mules—Starts Without a Dollar and Gets Married When \$2,000 in Debt—Becomes Mayor of Edmonton and a Western Millionaire—What Pluck Will Do.

Starting out in the world with not a dollar to his name and worse than that, getting married when he was \$2,000 in the hole and eventually becoming a western millionaire sounds more like a romance than an actual fact. Such, however, was the experience of a Cannington, Ont., boy who finally rounded up a fortune in the West and became Mayor of the City of Edmonton.

This is certainly a record that one seldom meets with and represents what a man with a purpose and a will to carry it out, can do.

John M. McDougall is the man and his first business venture was a grocery store which he sold for a team of mules. Millionaires in the West have usually interesting histories and this is very true of John McDougall, who, as the name implies, might be of Scotch parentage. His fight from poverty to wealth was a bold one, but he had the nerve to succeed and he did.

Without a Dollar.

There was a time when this man, whose home in Edmonton is one of the most luxurious in the West, had not a dollar to his name and when he was married he was no less than \$2,000 in debt. There is no more popular citizen in Edmonton to-day than this shrewd business man, who has made one of the best mayors in the city's history. Civic finances and the general administration were looked after by a master hand, say those who know, and system took the place of confusion.

Like many of the other pioneers who have made good in the great West country, he was an Ontario man, coming from Cannington. When he first heard the call of the West, back in 1873, he was in Collingwood. It was a long way to Winnipeg in those days, much longer than now. After he had reached Thunder Bay (now Port Arthur) it took no less than twenty-eight days for the party to which he belonged to complete the journey to Winnipeg, a distance of about 400 miles. They traveled partly by wagon, by boats, and on foot. Ar riving in Winnipeg with no money in his pocket, young McDougall had to work at whatever odd jobs presented themselves. Though there was little doing, he managed to earn enough to spend the winter at Kildonan College (now Manitoba University) where he continued his edu-

His ambition was always to make a fortune for himself and place himself at the top of the commercial world. To this end he was never content when on salary; and spent years of unremuner-

ative struggle as a small trader rather than make a comfortable living as another man's subordinate. He declined various positions which offered little chance of advancement, although he badly needed the money they would bring him

Becomes a Grocer.

A grocery store was his first venture and unfortunately turned out badly, as his partner, who was furnishing the capital, found himself unable to meet the obligations he had assumed, and McDougall was left alone to face the storm. He weathered the summer all right, and finished it out of debt, but he had no capital to secure supplies for the winter. When a man named Robertson offered him a pair of mules and outfit and a little cash for his business, he was promptly taken up, though Mc-Dougall did not know what he would do with the mules. An opportunity presented itself to him to trade the mules for some sawlogs, and he then sold the logs to the Government bridge contractor, and was a few dollars ahead.

Just at this time he heard the great stories that were coming in from the plains. Buying a team of and with ponies carts, goods for trading purposes, he started out as a free-trader on the plains, in company with a couple of others. Fort Carleton he disposed of his goods to the Indians, getting in return a fine lot of buffalo robes and furs, and returned to Winnipeg.

Man Versus Blizzard.

Setting out again, his party was caught in a premature blizzard, and for days they fought with the storm and snow for their lives. They had to abandon their carts and make runners for sleighs out of the roots of trees. Their boots hurt so terribly that they had to throw them away, and to tie their feet up in bacon sacks. From a small Hudson Bay post in the Touchwood hills they purchased mocassins and gloves of skin, and hay which they sewed up between the blankets to make light mattresses. The ponies from first to last made their own way.

When speaking of these ponies, Mr. McDougall said recently with a deep note of regret and feeling:

"Ah, those little ponies! They deserve a monument for the part they played in the pioneer days, the help they gave to the men who came into the country and the hardships they endured in giving it. No other horses would have stood it. Snow was drink

to them, and they merely pawed up the snow to get at their food, and they could find a trail when a man couldn't."

Coal Oil Expensive.

On Christmas eve, after being out in the storm since October 20th, they reached Prince Albert, and wintered there. McDougall opened a trading store in a small log house. During that winter the subject of this sketch found time to read Shakespeare through from cover to cover, and most of the reading was done by firelight, for coal oil was \$3 a gallon, and people in those days had to do without such luxuries.

A year later Mr. McDougall came to Edmonton for the first time on a trading trip, and the following summer went back to Cannington, where he married Miss Amey, and took her west with him. He looked upon himself as an established free trader of the West at that time, though he was \$2,000 in debt

A Storekeeper Again.

He chose Edmonton for his home, and opened a store on Jasper St. east. In 1880 he entered into partnership with Stewart and Bannerman in the business of trading and outfitting, and the day soon came when both the original members of the firm dropped out, and he was sole owner. Some time since he took Dick Secord into partnership, and the firm was known as McDougall & Secord, antil Mr. McDougall decided in 1907 that he was well enough off to be able to retire from active business life, and let others do their share of building up that hustling Albertan capital city.

PERSONAL NOTES.

A. E. Eardley, grocer, Fredericton, N.B., is a candidate for Queen's Ward for the city council.

The consumption of canned milk among the Chinese is on the increase. In 1907 there were 257,300 dozens of tins imported into China, and of these 12,140 dozens went from Canada.

An enthusiastic motorist, Wm. Dobie, president E. W. Gillett Co., Limited, was in the midst of his fellow-members of the Ontario Motor League at the first annual banquet held at the King Edward Hotel, Feb. 24. Mr. Dobie is president of the league and officiated as chairman at the banquet. At the banquet among the speakers were Hon. Adam Beek, Hon. Thos. Crawford, Hon. A. B. Morine and Mayor Oliver.

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APPLICATION TURNED DOWN

No Average Demurrage Plan for Dominion Merchants and Shippers.

A decision which has just been handed down by Commissioner D'Arcy Scott, assistant chairman of the Railway Commission, refusing an application by the Wallaceburg Sugar Company, of Wallaceburg, Ont., for an order establishing in Canada what is generally known as the Average Demurrage Plan, in connection with the penalization of consignces for delay in unloading cars has generally interested merchants and shippers.

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Under the rules of the Canadian Car Service Bureau 48 hours are allowed for the unloading of a car, and a penalty of \$1 a day is payable for any time beyond that period that the car remains loaded, the idea being to remove the danger of car shortage.

Under the average system, which prevails in Michigan, if a car is unloaded in less than 48 hours, the difference is credited to the consignee, and set off against any excess time that may occur in the unloading of other cars. This system the Wallaceburg people wished to have introduced into Canada, or at least applied to their own case, as they are brought into competition with houses doing similar business in Michigan, which adjoins that part of Ontario m which their works are situated. D. A. Gordon, manager of the Wallaceburg Company, argued that while they could regulate the number of cars ordered from the farmers who supply the raw material, they could not regulate the delivery of these cars by the railway, with the result that shipments often ame together so closely that their unloading facilities were inadequate to the demands made on them. In this way onsiderable demurrage costs were liable to be occasioned.

In his judgment Commissioner Scott pointed out that in the case of excepional conditions in which the consigwas not at fault no demurrage could be charged for time in excess of 18 hours necessary for the unloading of ars. These rules are interpreted not by the railway companies interested, but by the Canadian Car Service Bureau, and Mr. Duval, the manager of the bureau, swore that any decision in such a case was made as favorable to the onsignee as was consistent with the rules. Mr. Duval added that the idea of demurrage was not so much to get money for the railways as to secure the quick return of the cars. The sum of \$1 a day obtained for demurrage was only one-third of the earning capacity of the car, and it was not to the advantage of the railways to have their ars lying idle even when this money was being received from the consignee.

"In my opinion," says Commissioner Scott in his finding, "the Average System might have the effect of making a consignee dilatory about unloading so long as he had free time to his credit, and if he had not free time to his credit the circumstances would be the same as they are under the present rules.

they are under the present rules.

"The intention is that, under the Car Service Rules each car shall be dealt with by itself, and without reference to movements of other cars. This in-

sures equal treatment of the smaller shipper, or consignee with the larger one. But, if the Average Plan were in force, I can well see that an injustice would be done the small dealer. Suppose a dealer with a large capacity for storage received 50 cars of merchandise, which, under the Rules, he has 50 days to unload, and unloaded them all the first day. He would then have fifty days to his credit. The next day, he and a small competitor each received one car. The small competitor would have to unload in two days or be

this early date to start making exceptions to the general principles laid down in the Car Service order, which has not yet been in effect for three years. These principles are, in my opinion, sound, and should not be interfered with."

The application was dismissed.

The Wayne Manufacturing Co., St. Louis, U.S.A., manufacturers of wash-boards, etc., in a circular issued to their customers, strongly denounce the statements of competitors that they are to sell out their business and announce that they have no connection with any trust in the United States nor will they ever permit such a connection to exist.

H. Wiese, superintendent Wallaceburg Sugar Co., inspected the com-



Provisions Displayed in Silent Salesmen of R. A. Gould's Store, Pembroke, Ont

The interior of the grocery store of R. A. Gould, Pembroke, Ont., presents a new idea to retailers in the trade. That is the use of silent salesmen for the display of meats, provisions, etc. In the one are observed cheese, butter and lard, and in the other ham, bacon.

canned soups, all attractively arranged and presenting the goods to advantage.

Mr. Gould's whole store is, in fact, neatly equipped, as the picture indicates. Biscuits and breakfast foods in packages occupy the top shelves, while the canned and bottled goods are shown below.

penalized, while the other could hold his car for fifty days free time, which might prove to be a very material advantage. It may be said that this is an extreme case. It doubtless is, but it shows how the Average Demurrage Plan might work out unless there were limitations upon it. Mr. Gordon suggested that the system might be adopted for those in his line of business only. I do not think it would be advisable at

pany's newly acquired plant at Berlin last week. Mr. Wiese, who formerly was superintendent of a sugar refinery in Tangermunde, Germany, is an experienced refiner. According to his view improvements to the value of \$100,000 will be made in the plant. Contracts for over 1,000 acres of sugar beets have already been closed with the farmers in the county of Waterloo.

Markets and Market Notes

SEE ALSO PROVISIONS, CEREALS AND FRUIT VEGETABLES AND FISH DEPARTMENTS, ON PAGES FOLLOWING.

QUEBEC MARKETS

POINTERS-

Rolled Oats—Advanced. Bran—Advanced. Flour—Advanced. Fruits—Slightly Easier. Butter—Declined.

Montreal, March 4, 1909.

The past week was a fairly satisfactory one. Wholesalers report a good volume of business, made up of smaller orders, but this is considered rather favorable than otherwise, as accounts are met more promptly than they are when buying is on a large scale. Travelers report improving conditions in the country, and state that prospects for the coming summer are very good. The butter market continues weak, but it is thought, the price has gone about as low as it is likely to go for some time. Receipts of fresh made stock are not large, consequently fall stock is being largely drawn upon. Fresh rolls are coming in freely.

Cheese remains firm, and unchanged. Receipts of new laid eggs are quite large from Ontario points. Prices will probably keep fairly steady, as demand is good owing to Lenten season. Owing to the continued upward tendency of prices of wheat, of late, at both Canadian and American centres, a stronger feeling has developed in the market for spring wheat grades of flour, and the local millers, have advanced prices 20c a

millers, have advanced prices 20c a barrel and 10c in another case.

The market for hogs both live and dressed, is firm. Poultry remains scarce, and prices are firm. Fruits are if anything a shade easier. Bran and rolled oats are both stronger this week. Other lines remain unchanged.

SUGAR-The sugar market is the same as last quoted, and demand remains fair.

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Granulated, bbls			\$4 40
" \$-bbls		******	4 55
11 Бася		******	4 35
" 20-1b. bags			4 45
' Imperial			4 10
" Beaver			4 10
Paris lump, boxes, 100 lbs			6 25
50 lbs			5 35
" 25 lbs			5 55
			0 25
			5 55
Crystal diamonds, bbls			5 65
100 lb. boxes			
50 lb.			5 75
25 lb. "			5 95
" 5 lb. cartoo	ns		0 40
Extra ground, bbls			4 80
" 50-1b. boxes			5 60
" " 25-lb. boxes			5 20
Powdered, bbls			4 67
" 50-1b. boxies			4 80
Phoenix			4 35
Bright coffee			4 30
No. 3 yellow			
No. 2 "			
			4 1.11
No. 1 " bags			3 95

SYRUPS AND MOLASSES—Barbadoes stock which is very low in supply maintains its strong position. The first steamer, is expected to arrive about the last week in March.

Barbadoes,	in punche	ons			 		 			. 0	44	0	46
	in barrels				 					. 0	481	0	48
	in half-ba												
War Orland	fancy	***	• • •	••	 		 	 			***	0	49
New Orlean													
Antigua													40

Corn syrups, bbls. 0 084 " †-bbls. 0 03 " †-bbls. 0 03 " †-bbls. 1 75 " Set ib pails. 1 75 " 25 th pails. 2 25 Cases, 2 lb tims, 2 doz per case. 2 40 " 5-lb." 1 doz. 2 75 " 20-lb." 4 doz. 2 65 " 20-lb." 4 doz. 2 65
MAPLE PRODUCTS—The maple products market has relapsed into inactivity, after its little spurt of a couple of weeks. No changes have occurred.
Compound maple syrup, per lb. 0 04½ 0 05 Pure Townships sugar, per lb 6 06 0 07 Pure syrup. 8½lb. tin 0 60 0 65½
TEA—The tea market has been better, and prices are firm. There is a good distributing demand reported from the country, for all kinds and grades of

teas.	y, 101 an	Kinus	and	Brades	0,
Qhoicest				0 38	0 45
	TR:				0 37
Japans-	Fine				0 23
	Good common .				0 22
	Common			0 19	0 21
Ceylon -					0 38
	Pekoes				0 20
Y-21- T	Pekoe Souchon				0 20

medium u 22	0 20
Good common	0 22
Common 0 19	0 21
Ceylon - Broken Orange Pe koe 0 20	0 38
Pekoes	0 20
Pekoe Souchongs 0 19	0 20
India—Pekoe Souchongs 0 17	0 18
Ceylon greens—Young Hysons 0 19	0 25
Hysons 0 18	0 20
Gunpowders 0 17	0 25
China greens-Pingsuey gunpowder, low grade 0 121	0 16
pea leaf 0 19	0 27
" " pinhead 0 30	0 45
pinnoad v so	
COFFEE-Steady and in good	de
COFFEE-Steady and in good	uc

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DRIED FRUITS—Supplies are being gradually absorbed owing to good consuming demand. Valencia layers have been in good demand, but the market is bare of supplies. Currants are firm. Sultanas are easier in tone. Dates are also easier. Figs remain firm. Other lines are the same as last quoted:

Figs-									
Bag figs.						!	0 034	0 0	5
Tapnets.							0 034	0 0	5
Elemes								0 1	
Dates-							0 00	٠.	
Hallowee		11.					0.05	0	16
Sairs, per	r lb			****				0	05
MalagaRa	isins-								
London l	AVATE							2	25
London l	BROWE	Olinate	DPH "					2	50
COLLEGE	bbour	11	1-box						75
" Royal	Duck	inaha	- Class	town "	1 how				30
Royal	Buck	ungua	m Orus						75
			01	noxe	8		****		75
"Excelsi	or w	ndsor	Cluster	3			****		
			**	28			****		60
Australia	an rai	sins					0 07	0	08
California									
Fancy se	eded.	1-lb. 1	okgs				0 (9		10
Choice se	eeded	1-lb.	pkgs				0 (8)	0	191
Loose n	nuscat	els 3	crown				0 08	0	09
11	-	4	crown				0 09	0	10
California	Dran							-	
Apricots	Evap	II.	FILLIOS				0.19	0	14
Apricous	, per	D	******				0 11		14
Peaches,				*** ***			0 11		13
Pears.							****	- 7	17.00
Prunes-							De	er 1	b.
Prunes	25-lb	boxes.	30-40s				0 10	0	12
11	11	11	40-50g.				0 09	0	10
**	44	41	50-60g.						
		**	60-701.						
**	**	**	90-100s				0 03	0	07
		en 17 - 4 -	20-1008				0.001	0	1.7
Current	s, nne	nnati	48	*****			0 005	0	681
	ratr	88				*****	0 08	0	
**	Vost	IZZA8					0 089	0	091
CITATO	TICH	TIVI.	are in	0 50	i - 4	rod.		mi.	ino

SPICES—There is a fair trade passing in all lines of spices, at unchanged figures.

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

RICE AND TAPIOCA—The demand for rice has been more active during the week, than for some time. Tapioca remains quiet.

EVAPORATED APPLES—This product continues scarce, and price is well maintained.

FURS-Quiet and without any remarkable features this week.

MILLIE				*	 		 ٠.		٠,				 *							0	20	
Marten, pal																				6		
" dar	k									 		 					. 8		10	20	00	
Fox, red																				6		
Lynx																						
Otter			 				 										15	,	0	25	00	
F sher																			00	12	00	
Weasel							 										. ()	25	0	35	
Muskrat																	. ()	15	0	25	
Canadian co	00	n.															. ()	75	1	25	
Skunk								 								٠,	. 1	0	40	1	25	
Bear, large.																	. 8	3	00	10	00	
" small							,						 				. 1	3	00	5	01	ö

CANNED GOODS

MONTREAL—Canned vegetables are in excellent demand, also canned fruits and fish. Meats are indifferently enquired for.

TORONTO—At the present time there is a good demand for fruits, including apples, peaches and blueberries. In fact, none of the fruits appear to be standing in the market and a general clean up is anticipated. Peas will likely be short. Other vegetables are moving fairly well but canned meats are quiet. The Canned Goods Trade, of Baltimore, in commenting on the situation, says:

"The market condition of canned goods for the past week has not varied greatly from the preceding weeks, but if one seeks a concensus of opinions on it he will find when he is through that he has a Jacob's Coat, so varied are the colorings given it. No two men regard it in the same light, but the pessimistic spirit has held sway so long that almost all, if not all, opinions are tinged with it. We know of houses that have reported week after week "No business doing," "The market is dead," "Demand has ceased entirely," and so on, and yet when an increase in the office force is noted and commented upon they are at a loss for an explanation. Such is, however, the actual case as come under our personal observation. And it is not an isolated case. If the reports of most dealers in canned goods, as well as the canners themselves, were taken literally, there is every reason to believe that the whole office force would be given a holiday, but we have not noticed any forces reduced, much less entirely suspended.

"The answer to this problem is that the orders have been more numerous, we can even say been more frequently repeated, than was formerly the custom, and this has made additional work, although the total sales, figured in a number of cases, is below an average. The whole story is told when we say that jobbers seem to prefer coming early and often for small lots, rather than filling their wants at one good throw."

ONTARIO MARKETS.

POINTERS-

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Sugar-Advance anticipated. Seeded Raisins-A small decline. Evaporated Apples—Good demand. Canned Fruits-Sale is fair. Peas-Shortage expected.

Toronto, March 4.

Wholesale merchants are optimistic as to business conditions during the com-ing year. They think the year will be a good one and that the financial depression of the past couple of seasons will have a good effect on the country at large. It will make people more careful. Business during the present month is fair but collections are reported somewhat slow.

The sugar market is again interesting. No change has occurred since last week but an advance is anticipated at any A large United States refinery has raised the price this week. The cause is said to be due to the reported bad weather conditions in the West Indies.

An easing off in seeded raisins is apparent but there is a good demand for dried peaches and evaporated apples and fair demands for other dried fruits. A shortage in canned peas is anticipated.

The opening up of the new silver districts of the north have been a good stimulus to trade. A representative of a local wholesale house who has been up north says that there are some 60 or 70 cars of goods at Charlton awaiting to be unloaded to be teamed to the Gow Ganda district-a distance of 50 miles. Some trouble is expected if spring were to open up in a hurry, as it would be almost impossible to get goods through such a country in wet weather.

SUGAR-According to local advices there is every indication of an advance in the price of sugar. On Wednesday of this week announcement was made by the Federal refinery of the United States of an advance of 10 points. The cause of this is said to be due to a report of bad weather conditions in the West Indies where the raw crop is causing alarm. The raw market is firm and strong prices prevail. Holders of raws. according to a local broker, will not sell believing the market will acvance. Locally, the sugar demand is somewhat

"Crystal	Diamonds,"		5 65
11	"		5 75
**	**		5 85
**	1,		5 95
- 11	- 11		6 15
D. T.		5-lb, cartons, boxes 100lbs	8 10
Dt. Law	rence Crystal	Diamond Dominos, 5 lb. ctns	8 10
Paris lui	nps. in M-lb.	boxes	5 55
"	in lin-in.	"	5 45
	in z5-1b, b	Xes	5 75

Red Seal		7 10
oc. Lawrence granulated, barrels		4 50
Reaver granulated, bags only		4 20
Redpath extra granulated		4 50
Imperial granulated		4 20
Acadia granulated, (bags and barrels)		4 40
Wallaceburg		4 30
St Lawr nee Golden bbls		4 1)
Bright coffee		4 40
No. 3 yellow.		4 30
No. 2 "		4 20
No. 1 "		4 10
Granulated and vellow, 100-lb, bags 5c, less than	bbls.	

MOLASSES AND SYRUP-A searcity of sugar syrups is reported. though laundry and culinary starches are reduced about half a cent a pound there is no change in syrup prices. Molasses are experiencing a steady demand.

~																							
Syrups-																							
Medium																		0		3	1	0	3
Bright																							4
bright			• •	•••	• •		• •	• •	• •		٠.		• •		•	• •		U	4	3	U		
A CONTRACTOR																			L	5	er	0.1	
lb. Tins,	2 daz	in	C	886		٠.			 													2	
	11																					2	7
10 " "	1					 																2	6:
10 " "	1																						6
																							0:
Helf Barr																							0
Quarter "																							0;
Pails, 381 1	bs. ea	ch				 			 														7:
11 25 11	**																					1	2
Maple syru Gailons, 6 t	p— o case																						50
Quarts, 24	11																			J		Ā	8
Pints, 24	**																						5
Fints, 41						 			••	٠.		•••		٠.			• •		٠.			4	0
Molasses-																							
Molasses-	ns. me	diu	m															-	0	3	n	0	3
Molasses— New Orlean	ns, me	diu	m	hb	la.													-	0	3. 9	n R		
New Orlean	ns, me			bb	B.														0	2	8	0	3
New Orlean Barbadoes,	ns, me extra	fai	ıcı	bb	lB.					• •								-	0	2	8	0	3 4
New Orlean	ns, me	fai	ıcı	bb	lB.													 -	0	2	8	0 0	3

TEA—A cable received on Tuesday from Colombo by a local broker stated that the market was strong at full prices for teas of quality, indicating a good demand. There is no doubt, said another broker, that flavory teas will be later coming on the Colombo market this year than in some years past. Lateness in the season is attributed as the cause.

COFFEE AND COCOA-There is no lessening in the coffee demand. the only thing new in the situation is the increased export duty from Brazil which is now enforced. This extra duty was to be enforced when the exports had reached the 9,000,000 mark during the season, the duty to be placed on the balance of the crop. The primary mar-ket in coffee is weaker. Inquiries regarding the alleged bringing into Can-ada of coffee eventually for the United States do not find any foundation to the rumor.

A reported scarcity in the cocoa crop in Trinidad has caused the market in cocoa beans to advance slightly, but no changes have occurred in the manufactured material.

DRIED FRUITS-In this market seeded raisins have eased off a little in price-during the week. Prunes are selling well and apricots fairly well. Cooking figs are in good demand and dried peaches are particularly good sellers. Peaches are cheaper than they have been for years and 20 cases are now selling to one formerly. The prices in these have also eased off.

Prunes-			P	r	16
30-40's, 25-1b boxes					10%
40 EO's OF the hower					091
50-60's, " " " " " " " " " " " " " " " " " " "					08
00-10 8,				0	
₹60-70's, 50-lb. boxes				0	
# 80-90 · · · · · · · · · · · · · · · · · · ·				0	071
# BU-100,		• •	•	0	UI #
Apricots— Ohoice, 25-lb. boxes Fancy,					121
Candied and Drained Peels— Lemen		0	17	0	20
Figs- Elemes, per lb		30			10
					04
Bag Figs					04
Dried peaches	0	(1	5	U	10

Ourrants- Fine Filis Patras Unole	tras	0 08	0 07 0 08	V ostiz	ZAB.		 0 (08)	0 (9
Raisins-										
Sultana.							 0	071	U	09
	ancy									
	xtra fanc									
Valencias										
Seeded, 1										
paeded, 1	-ID PACKE	le, tai	lcy				 U	003	0	00
	16 oz. pac 12 oz.	Kets,	noice				 		U	10
	12 oz.								0	674
Dates-										
Hallowee		0.051		Harda	cho	inen			n	08
Sairs		0 000		11	ahoi	00	 		0	07
Gairg		0 00			OHOI	00.	 		0	UI

NUTS-The market in nuts is very quiet. Good Brazils are reported to be hard to obtain.

Almonds,	F	0	rı	n	ig	e	tt	a				 					 								0	1	12	
**	T	a	rı	a	g	01	a	3	 																0	li	13	1
Walnuts,	Gi	re	n	0	bl	е																			0	1	14	
	B	or	d	e	aı	13	۲.																		0	ä	11	
"	M	a	rì)(t	8.																			0	1	12	
Filberts																 									0	li	10	
Pecans							,					 									0		1	6			18	
Brazils														 									Į,		0		15	
Peanuts.																					-	1	i	0	0		12	

RICE AND TAPIOCA-The demand in rice is fair with the cheaper varieties scarce. The tapioca market is quiet.

	7 61 11
Rice, stand. R	
Standard B, from mills, 500 lbs. or over, f.o.	b.,
Montreal	2 9
Rangoon	0 034 0
åtna	0 354 0 6
Japan	0 051 0 0
Tava	0 06 0 0
Sago	
seed tapioca	0 (
l'apioca, medium pearl	01

SPICES-Quietness still reigns in the spice market. The ginger crop is reported light but it is anticipated there will be enough to meet the demand.

Peppers, blk pure	0 14	0 20
white pure	0 22	0 30
" whole, tlack		0 13
" whole, white		0 28
Ginger		0 25
Cinnamon		0 40
Nutmeg		0 90
Cloves, whole		0 35
Cream of tartar	0 22	0 25
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	. 0 80	0 90
Mixed pickling spices, whole	15	0 20
Cassia, whole	0 20	0 25

BEANS—A firm tone prevails in the bean market in view of the high prices prevailing in the United States.

Beans,																
	prime														00 07 1	
EV	APO	DRA	TE	D	A	P	P	L	E	5-	_	T	ere	is	S 2	1

good demand for evaporated apples with prices the same as last quoted.

Evaporated apples..... 0 072

BUYERS IN TORONTO.

Among the buyers from the out of town districts in Toronto this week calling on the trade were:

Frank Chapelle, Holt, Ont. E. E. Emmerson, Mongolia, Ont. Wm. Elliot, Gowganda, Ont P. Chapelle, Brown Hill, Ont. Andrew Grady, Castlemore, Ont. Lyman Larway, Wexford, Ont. Mr. Taylor, of Taylor & Marshall,

Mr. Taylor, of Taylor & Marshall,
Huttenville, Ont.
J. McGurk, Mayfield, Ont.
N. A. Malcolm, Malton, Ont.
R. Sterett, Petrolea, Ont.
David Hill, Richmond Hill, Ont.
Jack Naughton, of Naughton Bros.,
Elgin Mills Ont. Elgin Mills, Ont.

B. Ward, Bloomington, Ont.

Jno. Sloan, Galt.

Grauel Bros., who for the past year have conducted a grocery business on Frederick street, Berlin, have sold their business to Eph. Hinsberger and Chas. Hallman.

PORK PACKING IN ALBERTA

The Government to Own and Control Big Establishment—A Much-talked-of Question by Western People—Price of Wheat Going up Has no Effect on Flour.

Winnipeg, March 2.—Another week's markets have come to an end and still the price of wheat soars. May wheat closed Saturday, Feb. 27, at \$1.13½ or 4½ over the close of the previous Saturday and 10½ higher than it was at the first of February. Trading has been active all week; there has been much buying for export. There has been some active speculative buying and taking profits also and it is currently rumored that one of the most successful speculators of the week has been Hon. R. P. Roblin, premier of Manitoba. He is variously credited with a clean up of from \$75,000 to \$100,000 for the week.

There has certainly been a lot of money made in wheat this week. The advance in prices has brought about a noticeable increase of receipts and for the last few days they have been running about double what they were at the same date last year. This rather disposes of the theory that there was no more wheat in the country or rather that there was very little more.

One of the rather surprising things is that with the rapid advance in the price of wheat there has been no corresponding advance in the price of flour up to date, although prices have advanced in the east. Mills are all running full time and millers report a fair domestic demand and a moderate export inquiry.

Apart from the interest taken in wheat there has been little to mark the week.

The Legislature is in session and the two parties continue to belabor each other day after day with short intervals of attending to the country's business.

Monopoly Not Necessary.

The Grain Growers' Associations of Manitoba have presented a gigantic petition asking for the Government ownership of interior elevators and claiming that it is not necessary for the Government to have a monopoly in order to go into the business.

In the meantime companies with Dominion charters are quietly going ahead making preparations for a big season of elevator building.

The indications are that the British America Elevator Company will erect between 50 and 60 elevators in the Canadian West this year. It is known for a fact that they have placed orders for the machinery for a large number.

Alberta Pork Packing Report.

The commission appointed by the Alberta Legislature to inquire into the whole question of the wisdom of the Government establishing pork packing industries reported last week. The report is rather an interesting one, the commission appearing to have gone into the matter with very considerable thoroughness. Among the leading recommendations made were that the Governmendations made were that the

ernment should erect a hog packing plant with a capacity of 300 hogs per day when a sufficient number of farmers were prepared to guarantee at least 50,000 per year to a plant. That the management take in the farmer's hog and pay for them up to 2-3 of the estimated value, and then at regular intervals when sufficient time has elapsed to place the product on the market, pay the producer the balance of the full value less the cost of curing and marketing, and a sum sufficient to pay local working expenses, also less one fourth of a cent per pound live weight to be applied for the creation of a fund for the purpose of paying back to the Government the original investment and interest and at the same time to allow shares to each patron equal to the amount paid into this fund by the assessment of the one-fourth of a cent per pound on his product.

In the matter of freight rates it was recommended that the total of all freight rates paid on the railways be subdivided and charged equally against each pound of pork supplied, and there be regular shipping days and that each patron bind himself to give all the hogs which he wishes to dispose of for packing to the plant, and failing to do so that he be subject to a fine not exceeding \$2 per hog. The Legislature has not yet disposed of the report. distance of Alberta from large markets and the desirability of placing the roughage of their farm on the market in the most concrete form together with the increased easy way with which pork can be raised in Alberta owing to the increase in butter making has led to the packing question being a very live one indeed.

Since then Alberta Legislature accepted and to some extent acted upon the report of the packing commission, there being an appropriation of \$50,000 in the estimates for the erection of the first plant.

The working out of this attempt of Government ownership will be watched with very keen interest all over the West.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thur-day, Merch 4, 1909.)

Business continues to improve, the volume of sales each month showing a big increase over the corresponding month last year. New lines are being introduced by Eastern and foreign manufacturers through local agents and brokers showing that there is unlimited confidence in the immediate future of this market. Strong, and in some cases foolish, competition among local wholesale houses furnishes the only disturbing factor in the local business situation.

SUGAR—The advance in New York has not yet been followed locally, but the market is very strong at the moment and an advance is expected. We quote:—

Montreal and B.C. granulated, in bbls	5 (
" in sacks	4 5
" yellow, in bbls	4 6
" in sacks	4 5
Wallaceburg, in bbls	4 5
" in sacks	4 5
B.C. gunnies granulated, 5-18's to bale, per cwt	4 5
5-20's " "	4 5
" hard pressed lump, 25's, per cwt	6
half bbls., per cwt	6
" icing	5
bar sugar	6
Icing sugar in bbls	5
" in boxes	5
" in small quantities	6
Powdered sugar, in bbls	5
" in boxes	5
" in small quantities	5
Lump, hard, in bbls	5
" in \blackter -bbls	
# " in IOC-In cases	5

SYRUPS AND MOLASSES—There are no new features of interest in the local syrup situation. Prices continue as follows:

Syrup "Cro	wn Bra	nd," 2-1	b tins,	per 2	doz.	CASE		. 1	1 16
11	14	5-1	b tins,	per 1	**			. 1	60
**	11		b tins.		**			. 5	43
**	11		b tins,		- 11			. :	55
11	11		rrel, p				 	. (034
**	**		ar syru						0 034
Beaver Bra	nd. 211	tins. 1	er 2 de	oz cas	0		 	. 1	3 10
11	5	61	1	**				. :	8 60
- 11	10	**		11			 	. 1	3 30
**	20	. 1	1	**			 	. !	3 20
Barbadoes	molass	es in 1-1	obla, pe	er gal.			 	. 1	0 40
New Orlean	ns mola	sses in	1-bbls.	per ll	b		 	. 1	0 03
Porto Rico									0 04
Blackstrap									0 31
11	1 11	", "							0 33
	E cra	. bats							9 95

MAPLE PRODUCTS—Selling very slowly. Prices continue as below:

		ces, ‡s. and ‡s				3 00
Syrup.	gallons.	doz. to case, per	CABO		 	5 65
		doz. to case,			 	6 15
**	3	doz. to case		*****	 	6 55

FOREIGN DRIED FRUITS—The decline in raisins predicted in these columns a month ago has been announced. It is due to a war in California between the growers' association and the selling agents. Owing to local competition peaches are selling now at 7 cents. This price is not warranted by conditions in the primary market and is due entirely to over-stocking by one or two local houses. We quote:

			r lb				0 1	
**		ned,					0	
**	1 lb	pkgs					0	
Table ra	isins, Co	nnoisse	our clusters	per	C880			90
							3	
**			kingham.					00
	Imp	perial l	Russian				5	25
**	Con	noisse	ir clusters,	1 lb I	okgs, per			
	C	аве (20	pkgs)		********			70
"			ir clusters,				0	
Trenor's	Valenci	a raisin	18, f.o.s, pe	r case	, 28's			05
	•		**	**	14'8			00
		"	selects	"				25
		3.55	" .		14'8			15
		**	layers	**	28's			35
	"	**			14's		1	25
Californ	ia raisin		e seeded in					
		pe	seeded in	*****			0	05
**	"	fancy	seeded in	4-lb. 1	packages			
							0	05
"	. "	choic	e seeded in	a 1-lb	packages			
		pe	er package				0	06
"	"		seeded, 1				-	
	_		er package					6.7
Raisins,	3 crown	musca	tels, per ll					05
"	•							06
Prunes	90-100 1							05
	80-90							05
"	70-80							06
**	60-70							07
"	50-60							07
**	40-60							08
	80-40							08
Silver p	runes							09
Current	s, uncle	aned, l	oose pack,	perio				06
	dry cie	aned, I	fillatras, p	er ID.		****		06
**	Wet Cle	saned,	per lb					07
			b pkg. dry					118
Pears, I	per lb		1b					08
Peache		ard, per						
	choice				• • • • • • • • • • • • • • • • • • • •			07
Apricot	s, stand	ard, pe	r1b			****		10
Dlum	black d	perio			*******			11
			er lb					11 09
								07
Dates, 1	new, per	10					U	UI

RICE AND TAPIOCA—Another decline in Japan rice has reduced the price to 4e per lb.; Patna, 4kc.; Rangoon,

re are as folhe dese colounced etween selling etition s. This ions in ntirely ... 0 09 ... 0 102 ... 0 1114 ... 2 90 ... 3 85 ... 4 00 ... 5 25 ... 0 05%

he price angoon,

33c. Tapioca has also been reduced and it is quoted now at 41c per lb. EVAPORATED APPLES-There is a good staple demand at 81c per lb. The market is steady and no change is expected in local prices.
HONEY-Supplies are hard to obtain. Prices are quoted as follows: SPANISH ONIONS-New stock is quoted at \$1.15 per crate. NUTS - Advanced prices on new stock. We quote:

 Shelied Walnuts, in boxes, per lb
 0 28

 " small lots, per lb
 0 30

 " Allmonds in boxes, per lb
 0 82

 " small lots, per lb
 0 30

 ROLLED OATS-Prices are steady at figures quoted: CORNMEAL-We quote the following reduced prices:
 Cornmeal, per sack
 1 91

 " per ½ sack
 0 95

 " per oale (10, 10's)
 2 15
 BEANS-Prices are steady at the recent advance. Hand picked are quoted at \$2.35 per bushel and the three-pound picker at \$2.25. POT AND PEARL BARLEY — Pot barley is quoted at \$2.55 per sack; pearl barley at \$3.75 per sack, and \$1.95 per half sack. BROOMS-Owing to the advance in broom corn all brooms have been ad-

vanced 25 cents per dozen. CANNED GOODS-Canned peas are very scarce and local supplies are nearly exhausted. Owing to the low prices on the local market this winter there has been a heavy demand. The price is likely to be advanced, but there has been no general agreement as yet among the local wholesalers.

FRUITS.

	Group No. 1	Groups No. 2.&3
Apples 3's standard, per case Gallons, standard, per cas		
Cherries Red, pitted, 2's		4.08
" black pitted 2's	4.18	4.08
" White pitted 2's		4.28
Currents-Red 2's	4.18	4.06
" blauk 3's	4.18	4.08
Gooseberries 3's	4.58	4.48
Lawtonberries 2's	4.18	4.08
Peaches-Yellow 2's		
" yellow 3's		
" pie unpealed 3's		
pie, unpeeled, gallons		
" pie, peeled, gallons	3.30	3.27
Pears-Flemish Beauty 2's	3.68	3.58
" Flemish Beauty 3's		
" Globe 1.s. 2's		
" Globe 1.s. 3's		

Plums—Barson 1.s. 2's 2.28 " Lombard 1.s. 2's 2.28 " Green Gage 1.s. 3.08	2.18 2.18 2.98
Raspberries-Red 2's 4.18	4.08
" red, gallons 3.80	3.77
" black 2's 4.18	4.08
DIACK, KRITODS 3.00	3.77
Strawberries-2's 4.18	4.08
" gallons 3.80	3.77
VEGETABLES.	
Asparagus-2's 6.28	6.18
Beans-2's 2.08	1.98
Corn-2's 2.08	1.7
Peas-	
No. 4 standards, 2's 1.88	1.55
Early June, 2's 1.98	1.6
Sweet Wrinkle, 2's 2.18	1.8
Extra fine sifted, 2's 3.08	2.7
Pumpkins-3's 2.14	2.0
Succotash-2's 2.68	2.5
Tomatoes-3's 2.44	2.1
Tomatoes, 2's 2.08	1.7
Tomatoes-gallons 3.70	3.0
MEATS	

Ulark's 1	lb., pork	and bear	is, plair	n, pe	r ca	se		٠.			2
" 2		11	**								2
3											2
" 2	toma	to sauce,	per cas	se			• •				1
11 3	**				• • • •					*	2
5											2
11 0	" Chili	"									
2		"	"					 			1 2
9							٠.				1
Soups, p			2's pe	. de			• •	*/*	*		2
Uorned t	ecr	**	1's	rac	L.				*		î
			18						*		1
Roast be											
- 11		er doz					*.*	 			1
**	2'8.	"									2
		per doz.									0
Veal loa	1 1b., p	er doz						 			1
1.	1 lb.										2
Ham loa	f 1/2 lb.	**						 			1
11	1 lb.							 			2
		11									1
Chicken	loaf * lb	**									
Chicken			•••••								3
•	' 1 lb.	"						 			3
Lunchto	' 1 lb. ngue l's,							 			
Lunchto	' 1 lb.	ef 1-lb.	tins, pe					 			3
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cally at 25 cents per lb. although in some cases as high as 26 cents has been obtained recently. Some purchases have been made on the basis of 24 cents. The top heavy condition of the Eastern market is not without its effect here and prices of creamery are likely to be Owing to the absence of outside de-

Manitoba creamery is jobbing lo-

mand the dairy butter market is also very weak. The prevailing price for round lots is 15c to 15½c. f.o.b. Winnipeg. The butter now being shipped is fodder goods and the quality is not all that might be desired. With the approach of spring the old storage stocks must be cleared out and the price is not unlikely to recede further.

EGGS—For some little time the local

market has been supplied with stock from the south, principally from Minneapolis and other points in Minnesota.

With milder weather, prices are likely to slump heavily during the present month. Sales are being made to the retail trade at 29c. to 30c per dozen. Arrivals of Manitoba stock are almost

TAX ON TRAVELERS.

This Has Been Eliminated in Prince Edward Island-Still in Force in British Columbia.

A Bill has been passed by the provincial government of Prince Edward Island repealing the tax on commercial travelers which yielded a revenue of about \$8,000 annually. The tax on travelers amounted to a yearly fee of \$20. The opposition offered no objection to the measure. Although this bill was passed last week it will take effect from Jan. 1st last.

There was considerable unfavorable comment, according to a despatch from Charlottetown, from the mainland press and the passing of the measure did not tend to make the Island popular with the large business houses.

The government has, however, sued the proper course in repealing the tax so that Prince Edward Island can stand on the same footing as most of the other provinces of the Dominion.

There is no tax imposed in New Brunswick, while in Nova Scotia there is no provincial law imposing a tax or fee, but power is vested in most of the incorporated towns to impose such a Neither Ontario nor Quebec assess the traveler and the same may be said of Manitoba and the other western provinces with the exception of British Columbia.

In British Columbia no commercial traveler, agent or other person not being a resident of the province can solicit orders for goods to be imported into the province without a license therefor and paying the prescribed fee. Every commercial traveler soliciting orders for liquors or cigars, or both, to be imported into British Columbia must pay a license of \$100 every six months. For those soliciting orders for any other kind of goods, wares or merchandise for importation the fee is \$50 for every six months.

It is time the far western province was falling in line too and eliminating the tax on the commercial man and no doubt it will soon come to this.

FISH SPECIALS

You'll want Fish. We've got them, full lines. Look at these prices, and send us your order.

Favorite Cod, 2-lb. blocks, 20-lb. boxes at 63c. lb. Fresh Hallbut—and it is fresh - at 9c. lb. 8kinless Cod - - at \$6.00 per 100 lbs.

No. 1 Labrador Herrings, bbls. at \$6. " half bbls. at \$3. All *F.O.B.* Fort William at \$6.90 per 100 lbs. at \$3.75 per 100 lbs.

CHOCOLATE. We are agents for Lucerna Chocolate and Cocoa for Thunder Bay and Rainy River Districts. Special Price on Lucerna Cocoa, ¼ and ½ and 1-lb. Pkgs. at 32c.

THE JOHN KING COMPANY, Ltd.

Wholesale Grocers and Importers

FORT WILLIAM, ONT.

Latest Happenings in the Grocery Trade

Western Canada Notes

Eastern Oysters to Be Planted at Pacific Coast-Eggs Scarce in Edmonton-Cash System Favorable in Calgary-New Fruit Company Being Formed.

March 2.—A new fruit company, to operate on a large scale, has been organized to do business in this city. It is the Hunter, MacMicking Company, the manager being T. J. Hunter, who has been treasurer of the Vancouver Retail Grocers' Association. W. J. Hunter, the secretary of the Association, has resigned and will also be one of the active members. The company is capitalized for \$35,000 and will compete directly with Oscar Brown & Company and F. R. Stewart & Company, who have had practically a monopoly of the wholesale fruit business here. Present premises will be in the basement of the Leckie building, at the corner of Cam-bie and Water Streets, but an option has been secured on the new Cottrell building on Water Street, which will give five storeys for business purposes, when completed.

The day is now past when Brown & Company and Stewart & Company will be the exclusive handlers of bananas in this city. They have enjoyed that privilege for some time, but a short while ago there was a dispute with the big distributors in Seattle, following which the Puget Sound people shipped in carload lots to the small dealers here. The two big firms were the only ones that received single carload lots, and the small dealers get together and bring in a car among them. For a few week's past, there have been no bananas, as the quality of those being shipped in was so poor that they were dropped for a while. Now, however, they are back again.

Local apples are being cleared up, and the price has advanced, the wholesale quotations being \$175 and \$2 per box. App.es are coming in from Washington

The spring drop in the price of eggs has taken place. Large supplies are coming in from Kansas and California, the former being quoted at 26c by jobbers and the latter at 30. There are only a few local eggs offering as yet, the price of these being placed at 40c.

Butter, too, is down, the figure being 35c. An explanation is given of the poor quality of butter since the cold snap. It is stated that it got frozen then, and in some instances was thawed out and frozen again, with the result that the quality was greatly deterior-

James Roy will succeed W. J. C. Hunter as secretary of the Vancouver Retail Grocers' Association. Mr. Roy has been an employee of the Telephone

One of the best know commercial travelers in the west, Richard J. Smardon, is dead after a lingering illness. He was traveler for the Royal Soap Company, of this city, and resided here. He was

41 years of age. Not only will be be missed in Vancouver and throughout the province, in which for 15 years he has been a resident, but by a host of friends including the knights of the grip from Vancouver to Montreal. He was form-erly a resident of the latter city, being a son of Richard Smardon, a retired wholesale merchant. His wife, to whom he was married about two years ago, survives him.

At the annual meeting of the Board of Trade of New Westminster, H. Ryall brought up the question of a wholesale grocery business for that city. wholesale houses on the lower mainland are located in Vancouver, Westminster with its growth is stretching out for more business, and mer-chants there are of the opinion that the stores of that city and immediate dis-trict should be supplied from New Westminster. The matter has been brought up on a previous occasion, but nothing

Special displays are being made of the product of the Chilliwack Canning and Preserving Company, a large amount of cherries, plums, apples, having been brought to the city. They compare very favorably with the eastern canned

Capt. Williams, of the West Coast Fishing Company, owners of the oyster beds at Esquimalt, will go east in March to purchase ten carloads of oysters to plant in the beds to increase the supply. There is a very large demand in all the coast cities for the product of the Esquimalt beds, and although there are 2,500,000 now there, the amount planted will be greatly in excess of the quantity usually laid out. It is found that by bringing out the oysters when they are small, the freight is much less than when they are large. More can be put in a barrel, and the growth here is very rapid. The business is a profitable and oyster companies are actively at work at Esquimalt on Vancouver Island, at Boundary Bay, south of the Fraser river on the mainland, and across the border.

Lanning, Fawcett & Wilson are incorporated with a capital of \$40,000, to take over the general store business of Marshall, Smith & Company, at Ladner

CALGARY.

March 3.-During the past few days the weather has turned extremely mild here, and both the wholesale and retail dealers report a steady improvement in

In the produce market prices are slightly easier. Fresh eggs are more plentiful and are to-day retailing at 45c to 50c per dozen; fresh butter is still high, retailing at 30c to 35c; B.C. spuds

are down to \$1.60 per bushel, and Albertas are more plentiful at \$1.20. Green apples are scarce, and to-day's retail price is \$2.50 per box for spies.

The question has often been asked, "Will Calgary become a meat-packing centre?" and present indications are significant of the fact that it will in the very near future be a very important one. P. Burns & Co. have for many years operated an abattoir and cold storage plant of large capacity, many of their products being used locally and throughout Alberta, but the greater portion is shipped west to British Columbia. It is reported that the Morris Company, of Chicago, have acquired the abattoir and retail stores of the Dominion Meat Co., and that it is the intention to largely increase the capacity of the abattoir, which plant is situated some two miles northeast of the city. Some years ago the Swift Co., of Chicago, acquired the packing business of J. Y. Griffin & Co., Winnipeg, along with their branch houses throughout Western Canada, one of which is situated here in Calgary. While the Dominion Meat Co. is said to have sold to Morris, there is a rumor that Swift & Co. are the real buyers. With their immense plant at Edmonton, together with the Calgary abattoir and distributing stores throughout Alberta and British Columbia, this company seems to be preparing to take care of a good portion of the rapidly-increasing meat business.

A great change is being wrought at the present time throughout the West from credit to cash system. Many retail grocery stores in Calgary are to-day doing a strictly cash business, and the public are beginning to realize that it pays to patronize the cash stores on account of the better values given. Competition in the grocery line is very keen, and the credit man will shortly find it difficult to do a profitable trade in the face of the attractive prices offered by the up-to-date cash stores. There are, of course, several large grocery stores which do a large credit business, but the eash trade is what the merchants seem eager to secure and the proportion of credit business is becoming less every

EDMONTON.

March 3.—The fine, almost springlike weather of the past two weeks has been a great stimulus to business. More homesteaders have been coming into town lately to replenish their supplies. Some of the most traveled roads are being worn rather thin on account of the soft weather and several teams have been using wheels. The Stoney Plain trail is especially bad owing to the heavy freighting over it to the G.T.R. camps located there and further west.

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Even if the weather has been mild it doesn't seem to influence the hens of the surrounding country to "loosen up" on their eggs to any great extent. Very few fresh laids have been coming in. Prices quoted on strictly fresh are fifty cents and on fresh local case eggs forty-five. Butter is not so plentiful as it was but no noticeable advance has been reported yet. Choice dairy and creamery retails at thirty-five cents.

A group of three stores, all frame buildings, will be built as soon as the weather permits at the corner of 7th St. and Jasper Ave. on the premises now occupied by Chas. Hall, grocer and confectioner, who will move his present stock across the street into the store formerly occupied by Cook's Meat Market, while the new building is being creeted, and on completion of the same he will resume business at his old stand.

Abbott & Smart, grocers, flour and feed merchants, Namayo Ave., are erecting a one-storey warehouse in the rear of their store, twenty-five by fifty-six feet, to hold their stock of flour and feed.

Potatoes are still very scarce. A little more have been brought in this last week owing to the mild weather. Prices quoted are ninety-five cents and a dollar a bushel and promise to be higher.

Apples are getting scarcer every day. About all the merchants have to offer are Ben Davis', selling at \$2 and \$2.25 a box.

Very little wheat has been brought into town lately, farmers holding back for a higher market. This last week the local mills have had to pay an advance of three and four cents a bushel—and very little to be had at that—consequently they have been forced to advance their prices on flour. The Alberta Milling Co. advanced five cents on all grades and the Campbell and Otterwell Mill ten cents per cwt.

and the demand is better, this stock being used for cooking purposes. As soon as milder weather sets in it is expected that the receipts will increase and the price drop.

dozen. The demand is not very heavy.

Case eggs are selling from 25c to 27c,

ST. JOHN.

March 3.—Business was quiet in grocery circles last week. Manitoba and Ontario flours advanced 15 cents a barrel, and oatmeal advanced 25 cents a barrel, but otherwise the markets are unchanged. January and February are always looked upon as quiet months and this year has been no exception. It is expected that the present month will show some improvement. With the advent of the Lenten season, several of the retail grocers have displayed enterprise in dressing their windows with shredded codfish, bloaters, smoked herring and similar seasonable goods, with excellent results.

The usual spring crop of aldermanic candidates is being talked of and several men well known in the grocery trade are mentioned as aspirants for civic honors. In Victoria Ward, Alderman Pickett has announced his intention of retiring and two grocerymen are in the field as his successors. They are Wellington Green, of Winter Street, and R. R. Patchell, of Stanley Street. Both have opposed Alderman Pickett in previous elections, but this year it looks as if they would light it out between themselves. In Brooks Ward a strong body of ratepayers are trying to induce Israel E. Smith to oppose Alderman Baxter. Mr. Smith has not yet decided whether he will enter into the contest or not, but his friends say he will. He conducts a grocery on Union Street, west end, and, like the Victoria Ward aspirants, was a candidate on a previous occasion. Harry G. Smith, grocer, of Winslow Street, west end, has been in the field for some time as an opponent to Alderman Boskin. who is also a grocer, and Mr. Smith says he has a good organization and feels confident of the result. James Patterson, the wholesale fish merchant of South Wharf, is mentioned as likely to oppose Alderman Christie in Wellington Ward, and George A. Troop, proprietor of Troop's Vinegar Works, is said to be preparing to contest Sydney Ward against Alderman Lewis. Alderman Vanwart, the Charlotte Street grocer. and meat dealer, who has ably presided over the Safety Board for the past few years, is to be opposed by Frank L. Potts, auctioneer, who unsuccessfully tried to oust him last year. Bullock is likely to be returned by acclamation. Elections are held in April.

Harry W. Dykeman, who has been conducting a grocery business at the corner of Orange and Sydney Streets, has purchased the business lately conducted by Charles B. Adams at the corner of St. James and Germain Streets. Mr. Dykeman is a young man who was a clerk for McPherson Bros. for a number of years, and he should make a success of his new venture.

Maritime Provinces and Quebec

Tariff Trouble Between Newfoundland and Spain and Portugal—Movement in Montreal to Hold Big Exhibition—Grocers in St. John Aspiring to Aldermanic Honors.

HALIFAX.

March 2.—The bottom seems to have dropped out of the butter market, and the predictions made by jobbers last autumn, and which appeared in The Grocer, are coming true. Dairy butter of good quality can be bought cheaper now than last November, and this situation is considered unusual, but not surprising. The fact is now quite plain that in some parts of the province large quantities of butter were held back in anticipation of higher prices, and these failing to materialize the stock was marketed. Some dealers who handle only small quantities of butter have recently received as many as one hundred tubs in one shipment. These tubs range from 20 to 30 pounds, and it gives some idea of the quantities of the butter coming in. Of course all these tubs do not contain first-class butter, but the most of it is of fair quality, and the price ranges from 22e to 24c. Creamery butter in prints is in good demand and the price keeps up. There is only a limited quantity coming on the market and it is quoted at 28c and 30c.

The fish markets are now very active, the demand for fresh fish being very heavy. The catch of lobsters is small owing to the rough weather, and the price is advancing. There is a good demand for fish from the American market. Very few Prince Edward Island are arriving owing to the interruptions to navigation.

The annual meeting of the Provincial Dairy Association of Prince Edward Island was held last week. The reports showed that the industry is steadily regaining its lost ground. The milk sup-

plied to the forty-six factories was three million pounds more than the previous year. The gross value of the cheese produced was \$300,000, and of butter \$102,000, an increase of \$39,000. Adding the above amounts to the value of the product of the home dairies the total value of the dairy output will be about one million dollars.

The merchants of the leading cities of Portugal and Spain have come to an agreement to recommend legislation prohibiting the importation of fish from any of the ports of Newfoundland in the event of a prohibitory statute by the Government of Newfoundland barring the importing of wines, etc., into the colony. At a public meeting of the merchants held at Oporto, Portugal, it was unanimously agreed that if Newfoundland passes an act prohibiting the importation of wine and liquors, that the Minister of the Foreign Department be asked to place a prohibitive duty on Newfoundland fish entering the ports of Portugal, or that favorable tariff concessions be granted to other fish supplying countries. The wine growers of Spain met at Cadiz and took similar action. Resolutions were passed asking that the duty be increased on all goods entering Spanish ports from Newfoundland. Such action on the part of these countries would seriously affect the fish trade of Newfoundland. Spain and Portugal import annually about four hundred thousand quintals of fish, valued at over a million and a half dollars. They buy about one-third of the total catch of Newfoundland.

Fresh laid eggs are scarce just at present and they are quoted at 30c per

W. C. Cross, manager of Hall & Fairweather, wholesale grocers, and Theodore H. Estabrooks, the "Red Rose tea man." left on Monday, accompanied by their wives, for a trip to Bermuda.

Arthur P. Hazen and John Jackson have been appointed inspectors in the matter of C. D. Trueman, wholesale grocer, who recently assigned. At a meeting held last week it was decided to dispose of the stock by auction on Tuesday, March 9.

In a fire at Bathurst, N.B., on February 23, the general store of Simon Holdengraber was completely destroyed, his loss being in the vicinity of \$10,000, with no insurance.

Harry G. Smith, the west end grocer, purchased a very handsome stallion last week at the sale of Kentucky thoroughbreds, conducted by the local government. He paid \$575 for the animal.

MONTREAL.

March 4.—A meeting was held at the City Hall last week to discuss prospects of an annual exhibition being established in Montreal, as at Toronto and other Canadian chies. Senator Beique presided and there were also present ex-Mayor R. Wilson-Smith. ex-Mayor Ekers, Henry Miles and Messrs. Ross, Calelli and Ald. L. A. Lapointe.

Speaking of the necessity of holding annual exhibitions in Montreal, ex-Mayor Wilson-Smith said that he was convinced that they would do much to advance the city's progress. They would attract very many visitors to the city, and would be beneficial in other ways. As for the financial aspect of the matter, the city would not lose anything by guaranteeing the bonds of the Exhibition Company to the amount of \$600,000. In the first place, the city would have a first mortgage on the lands, buildings, etc., of the company; this would guarantee the corporation against any loss. In addition to this, there would be founded a sinking fund which would eventually pay off the entire amount in question. In fact, the city was guaranteed in every way against loss. Ex-Mayor Ekers said that the Quebec Legislature was willing to advance \$25,000 towards the project; while the Dominion Government would give \$50,000. While it was true that exhibitions in the past had not been a financial success in Montreal, there was no reason for thinking that the venture, now that the city was so large, would not be all that could be desired. He was convinced that exhibitions would greatly advance the progress of the city. Ald, Lapointe stated he was in favor of exhibitions in the city, and he hoped the Legislature would not object to the city borrowing the amount in question. Other members of the Exhibition Committee agreed with the views. It was finally decided that every effort should be made to get the Legislature to look favorably on the big undertaking.

Chausse & Co., 322 Notre Dame St. East, Montreal, have been appointed

Canadian agents for the Kentucky Refining Company, Louisville, succeeding J. M. Brayley. The firm possesses large cellars at 17 St. Gabriel Street, and will be in a position to give prompt attention to all orders in consequence of their ability to carry a good stock in Montreal. D. L. Macdonald will look after the trade for the firm in this line.

J. Russell Murray, Montreal, has been appointed agent for H. Collings & Co., London, Eng., East Indies spice dealers, and for H. S. Holt & Co., Japan, who are dealers in products of the island country.

The Carsley Food Fair came to a close last Saturday, after a successful month's

The Shredded Wheat Co. are demonstrating at Wilder's, on St. Catherine Street. They have a miniature factory in operation in the window.

Fraser, Viger & Co. are conducting their annual orange drive.

Joseph Leroux, a large boned halfbreed trapper, who has spent the last few years in the Hudson Bay region, visited the city last week from northern trapping country and reports that there is an unusually good catch of the more expensive varieties of fur-bearing animals in the Bay section this season.

"Big Joe," as Mr. Leroux is familiarly called by his associates, arrived at Selkirk, Man., a week ago, after a 1,100 mile trip overland from Fort Churchill by dog sled with a collection of furs worth several thousands of dollars. The lakes and trails are in fine condition this winter, and the long trip can be made in 22 days with a fwo-day rest at Norway House. Large catches made by Hudson Bay Company and independent trappers are arriving daily at Selkirk, where the nearest railway communication is to be had, and every catch shows a large percentage of the high-priced varieties. The

black fox, whose skin is valued at from \$700 to \$900, is much in evidence this season, says "Big Joe," while other fur-bearing animals which have seemed in other years to be diminishing have made their appearance in large numbers. The winter has been ideal for trapping right into the Arctic Circle.

E. J. Clayburn, of Memphis, Tenn.,

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E. J. Clayburn, of Memphis, Tenn., who has been visiting Montreal, in speaking of the tea and coffee business in the United States, stated that the U.S. lead the world in the consumption of coffee and cocoa, while she holds third rank among the nations in her imports of tea. He stated that the habit of coffee drinking had increased.

The following buyers were in Montreal during the week:

G. Racine, Pointe Claire, Que.

M. Osligny, Beloeil, Que. E. Lahaie, St. Eustache, Que.

T. B. Rivet, St. Sulpice, Que.

O. Lacombe, St. Henri de Mascouche. Que.

G. D. Parent, Pointe Claire, Que. N. Monchamp. St. Phillippe de La prairie Que.

J. Tetreault, St. Ceasaire, Que. J. P. Lacroix, St. Lin, Que.

J. A. Lanctot, St. Isidore, Que.

L. Ledue, of Solis & Ledue, Valley field, Que.
G. Lalonde, Point Fortune, Que.

J. B. Lefebvre, St. Therese, Que. A. St. Anvour, Coteau Station, Que.

A. Meloche, St. Genevieve, Que M. Hardy, of Paquette, Ltd., Quebec

N. Barrette, St. Martine, Que. F. Robert, St. Hubert, Que.

J. L. E. Guemond, Beauharnois, Que. Michaeli Girarsdo, Latuque, Que. E. Gravel, St. Rose, Que.

F. Gravel, St. Rose, Que. Barnabe Peters, Cape Chatte, Que. Ildefonso Genetti, Torino, Italy.

J. N. Ledoux, Marieville, Que. P. Gallagher, Moneton, N.B.

From Ontario Correspondents

Belleville Grocers All Handle Confectionery—Dead Beat Question a Live One in Chatham and Brantford—Peterboro Grocers Sell Souvenir Post cards
—Retail Merchants Elect Officers in St. Thomas—Marmalade Oranges Selling Well.

BELLEVILLE.

March 3 .- Without an exception every grocer in this city handles confectionery to a greater or less extent. Some of the leading grocers pay special attention to this department, among them being Wallbridge & Clarke, W. T. Paterson, A. J. McCrodan, John Harker and J. C. Hanley & Co. In these stores the very choicest brands can be found, and your correspondent was informed that the confectionery department was a necessary as well as profitable part of the business. Many of the other grocery stores who cater principally to the farming trade, handle only the coarser grades of candies on which they claim there is little profit, but they have to handle these for the benefit of their customers. Mr. Harker devotes considerable room to this department, which is in full charge of his daughter, and he pronounces the investment a profitable one.

James Hanley, senior member of the firm of J. C. Hanley & Co., sustained a painful accident a short time ago, which will confine him to the house for some time. He had just stepped out of his house when he slipped on a piece of ice. A physician was called, when it was found that he had fractured a bone in his left ankle.

This city has been very fortunate this winter in having such a small amount of destitution reported, there having been no special appeals made for charity as has been the case in former years.

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There were also fewer men out of em-

ployment.

The ice harvest now being taken out of the Bay of Quinte is the largest and best for years. Last summer there was a regular ice famine, but there is no likelihood of a repetition the coming summer. Many merchants this year are putting in their own private supply.

Recent callers on the trade were: John Hodge, the pioneer traveler, representing White Swan spices and cereals; B. McPherson, the McCormick Biseuit Works; J. P. Morrison, Royal and Cleveland's Baking Powder; Mr. Shields, Quaker Oats; G. S. Dunn, of G. S. Dunn & Co., Hamilton; A. W. Cope, Sugars & Canners, Ltd., Montreal; Sam Meyers, Imperial Tobacco Co., Montreal; Mr. Stephenson, Sunlight Soap; D. Moody, of the Alpha Chemical Co., Berlin, and R. Neil, of the J. Bruce Payne Co., Granby, Que. The latter was one of the judges at the big carnival held here recently.

BRANTFORD.

March 3 .- From time to time several different schemes have been tried in this city to get after the "dead beat." Some paid well for a time others did not meet with much success, especially the collecting feature of them. It is some time since any article in The Grocer received more favorable comment among the grocers in this city than the article in last week's issue, relating to the methods of collecting bad debts in vogue at Guelph. Many expressed a desire to see a similar system here, and at the regular meeting of the association last evening this was one of the main topics of discussion. After considerable discussion it was thought that the scheme was a very practical one, and while no definite action was taken, the officers will endeavor to obtain all the information they can so that in the near future some definite action will be taken to put the thing on a systematic basis, and make the path of the "dead beat" anything but pleasant in this city.

A daring robbery took place at Hartlev's grocery store one night recently at the corner of Nelson and West Streets. The entrance to the store was made by breaking in a window. There were enough groceries stolen to keep a largesized family for a month, and a large quantity of meat, ham, and tobacco also disappeared, as well as one dollar's worth of coppers. The police were notified and next morning William Stevens was arrested in connection with the burglary. One of the police dropped in a local hotel and saw Stevens paying for a drink in coppers. The officer at once placed suspicion in his direction and a search of the house revealed part of the stolen goods. He was later sentenced to six months in jail by Magistrate Living-

BERLIN.

March 3 .- An industry which promises to become an extensive one in this section within the next few years is that of tobacco culture. Last year several

Waterloo County farmers each planted several acres of tobacco and so successful was the experiment that this year they are increasing the acreage and other farmers are following their example. The demand is such that tobacco growing cannot fail to prove profitable, it having been demonstrated that it can be successfully cultivated. It was only under pressure that the farmers who did so last year tried the experiment, but now that success is assured and having in mind the enormous quantities of the raw leaf annually, imported from the United States, it would seem a reasonable prediction to make that within the course of a few years tobacco raising will have attained enormous proportions throughout Western Ontario.

Another turn in affairs which promises to better the agricultural interests in this and adjacent counties is the recent purchase of the plant of the defunct Ontario Sugar Co., by the owners of the Wallaceburg Sugar Co., which will mean the revival of sugar beet growing, which was found to be very profitable for the farmers before the Ontario Sugar Co. fell on evil days.

Practically every grocer in town has fallen into line in the liberal use of printers' ink, particularly for the week-ly Thursday "Bargain Day." One coneern uses three full columns in both the local dailies every Wednesday to advertise their bargains for Thursday, and they are particular to carry out to the letter everything they advertise, and the same applies to the others who are not such liberal space users. The result is that Thursday is beginning to rival Saturday as the busy day of the week in Berlin.

LINDSAY.

March 3.—The wheat market has been a centre of interest in this town and vicinity. Being situated in the midst of an excellent farming community, the farmers come to Lindsay to obtain market reports, that is, those who do not take the daily papers. On Tuesday last flour advanced ten cents per cwt. best grades are now selling at \$2,90 and \$3.10. Is it any wonder the tiller of the soil chuckles to himself and feels grateful to the weatherman for giving such ideal weather, as the roads are now in excellent condition for hauling the grain to town. The advance in flour was due to the increase in the price of wheat. Ninety-five cents per bushel is being paid for fall wheat and 90e for spring wheat, while the best Manitoba wheat costs about \$1.20 per bushel laid

It is gratifying to know that despite the fact that winter brings with its cold, chilly blasts a certain amount of poverty, that so far this winter the grocers of Lindsay, have been fortunate in that the collections have been good. is no doubt that the money stringency is loosening up. Even the travelers claim that a general feeling of "better times' pervades throughout the country. Grocers are buying more extensive-

ly and this demonstrates that the people are beginning to buy more of the necessities or the luxuries of life.

The sugar market still remains firm. although a higher price is not wholly unexpected.

The grocers in town are advertising marmalade oranges for sale, and almost every grocery window in town contains large piles of this kind of fruit. Some of them loan their own slicer to their customers, and the slicer has been working overtime this week. A rather amusing story is told by one groceryman, who received a call over the 'phone the other day for the loan of his orange slicer He politely informed the lady that some person else had it. However, when it was brought back during the day the groceryman rang up the lady again and informed her that it was now at her service. He was rather amused as well as surprised when the lady replied that it was not needed, as she had secured her husband's safety razor and had used it as an orange slicer.

The districts surrounding Lindsay give forth abundant potatoe crops, and a carload, or several, can be picked up as a rule almost any time. Especially is the Manvers township district noted for its excellent quality and quantity of potatoes. The other day a large wholesale dealer, all the way from Indianapolis, dropped into town in search He stated that he of "murphies. shipped back to Indianapolis on an average of one carload of potatoes per day. He also buys sweet potatoes. E. Adams, of Adams Bros., stated that they would probably supply the gentleman with three carloads. At present a matter of freight rates prevented the shipment. They were, it is stated, rather excessive.

Harry Abercrombie, the "bard" of the Lindsay Midget Hockey Club, drives the delivery rig for Graham Bros., grocers. "Cab" never misses a hockey game, and his jovial spirit puts life into the team. The Midgets are picked upon to land the championship this vear.

Neil McFadgen, clerk in T. A. Fisher's store, is also a curler, and is to be found quite often in his spare moments placing his curling stones on the "T.

At present Ed. Robson, of the Westend Grocery Store, is conducting quite a beneficient and attractive advertising campaign. It proves profitable.

W. Ayres, clerk for L. A. Primeau, has returned from a pleasant holiday spent with Rochester and Toronto friends.

Wilmot F. Webster, formerly of Lindsay who has for some time been conducting a general store at Dunsford, a few miles from Lindsay, on the C.P.R., has made a splendid success at the business. Just last week he purchased the business and stock of F. E. Gordon, who has for a number of years conducted a general store business at Dunsford. T. Mc. Gordon intends moving with his family to the West.

W. B. Sparling, proprietor of the Lindsay wholesale grocery house, was again elected president of the Lindsay Board of Trade. He now enters upon his second term. Mr. Sparling is a capable and efficient man for the position. Speaking of the Board of Trade, it appears to be the same here as elsewhere, the merchants (the people directly interested) show little interest in the doings of the above organization. No town should be without a live board of trade. Among the important matters brought up for consideration were: The advisability of appointing a trade commissioner for the town; the Wniter Fair; the forming of a mutual life insurance company in the counties of Victoria and Haliburton, etc. The secretary is J. P. Donald.

At a meeting of the Winter Fair directors held recently it was decided to hold the fair next winter on Dec. 15, the week before Xmas. This decision was arrived at after the views of the merchants had been obtained. The majority thought that there was enough business Xmas week without holding a fair.

PETERBORO.

March 4.—The Stroud Tea Co. closed their branch in Peterboro on Wednesday last

A Shredded Wheat banquet was given on Tuesday, by the ladies of the Campbellford Presbyterian church. The receipts amounted to \$200, the affair be-

ing a splendid success.
It is stated among the dealers that there has been a marked falling off in the sale of picture post cards. They are being sold at a lower price than ever before. Many grocers are finding them hard to dispose of, although during the

summer they proved a fair side line.
Grocers state that the Lenten trade is already strong. Codfish is in great demand besides other kinds. Cheese, honey, jams, dried fruits and canned

goods are selling well.

The prices of butter and eggs have not varied to any extent during the last few weeks. Eggs however are on the de-cline. Butter is down to 27 and 28 cents and on Saturday was plentiful at the farmers' market. There are not many complaints from the grocers about the quality of the dairy butter the gen-eral statement being that the farmers here are turning out a good article almost entirely free from rancied tastes and odors.

This is the season when the householder avails herself of foreign fruits, which are now very little higher than our own much prized Canadian apples. Some fine samples of apricots, prunes and peaches are being sold by the grocers. E. F. Mason & Co. are making a specialty of fine marmalade oranges at 40c a dozen. Slicers are supplied free as well as a good marmalade recipe.

R. Dutton is advertising 20 pounds of granulated sugar for a dollar.

Suburban or rural stores will be allowed to sell household remedies if P. H. Bowyer's bill passes the Legislature. In the past only qualified druggists were permitted to handle poisons, drugs or any medicinal remedies. This condition has caused considerable trouble to suburban people who are not fortunate in residing near a drug store.

C. N. Brown intends to open a general store at Kawartha Park, a summer resort on Clear Lake. It is stated that the many cottagers in that vicinity will appreciate this move.

H. Knox & Co. have been knocking on the door of practically every mer-chant. Since opening the 5, 10 and 15 cent store, prices have proven a great lure to bargain hunters and business has not yet shown any signs of ebbing.

Some of the grocers are doing extra advertising to catch the lenten trade. Sea and fresh water fish, sea salmon, halibut, smelts and finnan haddie are leading the select market.

A letter from Frank O'Connor now in Gowganda, contains the following statement, "There is going to be an awful time here in the spring as there is no summer road to drive on, and the people that are coming here are going to be up against it for provisions as they are eating them as fast as they can be brought in." O'Connor and Dave and Frank Conroy were practically first on the scene, having been second to pitch their tent. They have a supply store and from all accounts are doing a good business.

Jas. R. Bell recently celebrated his fifth anniversary of opening up a grocery business.

A WELCOME VISITOR.

Dartmouth, N.S., Feb. 1st, 1909.

The MacLean Pub. Co., Ltd., Toronto, Ont.:

Toronto, Ont.:

Gentlemen,—Enclosed please find P.O. Order for \$2.00, being my subscription for The Canadian Grocer. As you know, I have been taking this paper for a couple of years and would not like to be without it now, as I find it very interesting and instructive.

structive Wishing you every success, I remain, Yours very truly, ANDREW FORSYTH.

TORONTO.

March 3 .- Grocers on Yonge Street who lately became city folks claim that they are entitled to city express delivery.

H. Proctor, 1948 Queen Street East, has installed some new fixtures and the place is exceptionally clean and in good

Stennett Bros. will soon be in their

F. H. Ross, 93 Arthur Street, has sold to Mr. Berry, who will take possession at once.

Fitzpatrick & Doane, grocers and butchers, West Toronto, have assigned to E. R. C. Clarkson.

LONDON.

March 4.-With the advent of the Lenten season fish becomes a chief article of diet and realizing that, London grocers feel it incumbent upon themselves to meet what at this season is a popular demand.

Owing to the indisposition of President Thos. Shaw, the petition of the Retail Grocers' Association for an in-crease in the price of peddlers' licenses was not presented at the council meeting of the city council on Monday night,

The representative of one of the cereal foods adopted a unique method of advertising his goods here last week. He induced the ladies' aid society of one of the Methodist churches to permit him to put on a spread in the Sunday school in all the dishes of which his health food formed an ingredient. The attendance was good, the spread was enjoyed by all present, the ladies netted a goodly sum, and the food man had an opportunity of demonstrating the numerous purposes to which his food can be put and of airing in a speech the many virtues of what his firm manufactures.

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The ice men of London have a good harvest this winter, having their store houses packed to their capacity.

The clerk of the city market has recently received letters from country storekeepers asking the price of butter and eggs in London. In each instance the correspondent stated that he possessed plenty of those commodities and was prepared to unload them on the London public at an opportune time. It is known that some country storekeepers have for some months been buy ing all the eggs the farmers had and have been storing them to unload in the early spring when prices would be very high. It will be interesting to watch how they succeed.

The price of flour was advanced 15 cents on Monday, making an increase of 25 cents per cwt. within a week.

CHATHAM.

Chatham, March 4.-The annual meet ing of the Chatham branch of the Re tail Merchants' Association was held on Tuesday evening last. Though the at tendance was only fair, probably owing to the unfavorable weather, considerable interest was shown. The following offi-cers were elected: President, A. D. Westman; First Vice-President, John McCorvie; Second Vice-President, T. Walter Poile; Secretary, J. W. Power-Treasurer, J. A. Wilson. The new president took charge with an enthusiastic speech. A vote of thanks to Wm Anderson, the retiring president, was tendered. Messrs. McCorvie and Wi son are the grocer representatives of the new executive.

The unique methods employed by the merchants of Guelph in cornering dead beats and collecting bad accounts, as de tailed in a recent issue of The Canadian Grocer, was brought up for discussion by V. J. Bosworth, the William Stree grocer. Mr. Bosworth read the article in toto, and the scheme was the subject of much favorable comment. "If the Retail Merchants' Association did noth ing else, save merely carry a scheme of this kind to a successful issue," marked Mr. Bosworth, "it would still amply justify its existence." V. J Bosworth and H. G. Hodges were ap pointed a committee to look into the matter and report at the next meeting on a feasible system of coping with dead beats and collecting bad debts. A

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ployed by th ornering dead counts, as de The Canadian for discussion Villiam Stree ad the article as the subject ent. "If th tion did noth y a scheme of it would still nce." V. J dges were ap look into the next meeting coping with bad debts. A modification of the Guelph scheme was

strongly favored.

The subject of price cutting brought forth an interesting discussion. J. A. Wilson, who introduced it, remarked that the practice was becoming widespread in the grocery trade, owing to recent keen competition. As illustrating the hardware aspect of the question. Peter Cunningham expressed the opinion that price cutting was the result more of a disposition on the part of the purchaser than on the part of the opposition dealer to crowd the price. "Today," he said, "a man walked out of my store as angry as could be because I would not give him his price. He came back in half an hour and paid what we asked him. The other day, a customer had \$72 worth of material measured out before dinner. In the afternoon he said he could do better somewhere else by \$5. He wanted us to name a better price and we would not do it. Just for the fun of it, I detailed a boy to watch him. That man until nearly dark was dickering at first one place and then another, and finally went home without a pound of stuff. The same man's son has been back and taken out a portion of that order. These are reasons why I say a great deal depends on us, on our being firm and not giving way to the whims of these people.

President Westman said a good, stiff backbone in the merchant was an important requisite. "The retailer ought to have his margin," he said. "As soon as he gives his margin away he must shut up shop. He is entitled to his margin and should have the manhood to

get it."

A committee was appointed to arrange for an address for the next meeting, scheduled to take place on March 9. In the course of the discussions a certain disposition was shown in the direction of cutting loose from the central organization, some members questioning the value of the connection. The workings of the rule forbidding the purchase by merchants of concert tickets were also touched on. One member reported that he had saved a great deal of money in this way. Another said the rule worked well "till these people come back half an hour after I have refused them and tell me that So-and-So, who is also a member, has bought tickets." Evidently, the benefits of backbone are not fully appreciated by some merchants.

The grocery business at 168 St. Clair formerly carried on by the late O. I. Dolsen, was purchased last week by Jas. A. Mackness, the store opening for business under the new management on Saturday morning. Mr. Mackness has been a resident of Chatham for the past four years, having been employed on the office staff of John Piggott & Sons, lumbermen, while outside business circles he is favorably known, being president of the Victoria Avenue Epworth League. Miss Gertrude Barthe, who has been with Mr. Dolsen for the past six months, will remain as Mr. Mackness' assistant.

Potatoes are quite plentiful just now, prices on the local market on Saturday ranging from 75c to 90c a bag. Farmers in the low lands have been compelled to open their pits on account of the high water, and plenty of potatoes with an accompanying break in price has resulted. Butter and eggs are more plentiful, selling in some cases at 24c. Live hogs brought from \$6.50 to \$6.75, and the highest paid for dressed hogs was \$8.50.

Jas. S. Proul, of Oxford, Mich., contemplates establishing a pork packing plant at Leamington. Local men are understood to be interested also. Two parties from Hamilton are also looking over the ground, and the likelihood is that a factory will be erected in the near future.

Nelson Vanidour, formerly of Chatham, has purchased the grocery of Rus Wigle & Co. at Leamington.

Fairbairn & Doyle have decided to locate a creamery at Tilbury this season, though they may be hampered by lack of ice. They seek a lease of the old cheese factory on Young Street.

Last week burglars entered the grocery and general store of J. A. Halliday at Merlin by removing the plate glass from one of the front doors. Nothing was taken, so it is surmised the men were frightened away.

The Erie Tobacco Co., of Leamington, is taking in large quantities of tobacco at 11c and 12c a pound. This is quite a contrast to last spring, when the growers were glad to sell for as low as 3e and 4c.

Mrs. Andrew Heyward, widow of the late Andrew Heyward, passed away last Saturday morning. Her husband was for many years one of the most widely known grocers in Chatham, having come here from Morpeth about 1870. Her son, Geo. S. Heyward, who disposed of his grocery to Harry Andrew a couple of years ago, is now fortune-seeking in Prince Rupert.

J. D. Stark, the St. Clair Street grocer, has returned from a visit to Montreal, where he took in the Winter Carnival.

Raymond Watson has severed his connection with the Dresden firm of Wright & Hughes.

Representatives of the H. J. Heinz Co. are now in Leamington, and are securing contracts for cucumber pickles, cauliflowers, beans, tomatoes and other produce. Arrangements are also being made for the remodeling of the interior of the new factory building. Representa-tives of the company attended the Fruit and Vegetable Institute recently held at Leamington and gave addresses in line with their work.

A tobacco crop of ten or twelve million pounds is foreshadowed this year in Essex county.

BARRIE.

March 4.-The butter question here at present is causing a great deal of discussion. Outside prices are away down even in Toronto good butter can be bought from two to three cents a pound

less than here, and dealers are paying 23c a pound just now. One of our larger grocers who bought very heavily before Christmas for 25c, with an object of making a couple of cents at the present time, can only get in the neighborhood of 21c.

A. G. McNabb, of Elizabeth Street, and E. Budd, of Ward Six, have both taken young men into partnership with them last week. Considering their age, they are both doing well-they each being one week old.

The merchants are now at rest in the matter of the ice question, as all local ice houses are now filled and the ice men are now shipping to outside points.

Will Buchanan left last week for Fort William. His friends wish him all kinds of success in his new field.

Mayor Vair has already got busy in the way of getting new industries for our town, and has negotiations on file for the Webber Gas Engine Company, one of the largest of its kind in the States. We know that if he is as successful in this deal as he is in business, he will succeed in putting it through.

ST. THOMAS.

March 4.-A harmonious and enthusiastic meeting of the Retail Merchants' Association was held in their hall last Tuesday evening, which resulted in the following officers being elected for this

President-W. C. Forbes, jeweler and optician.

Vice-President-J. A. Stewart, grocer. Treasurer-C. A. Hammond, tobaccon-

Secretary-Lorne Pearson, grocer.

The organization of a grocers' section of the R.M.A. is expected to take place at the next regular meeting.

The ministers of customs, finance, etc., have been written by the grocers requesting that no change be made in the tariff on home-grown beet sugar and that the present duties be renewed for an-

The grocers appreciate the additional profit made on McDonald's tobaccos owing to the recent drop in price, and which was agitated by the association.

The grocers here generally state that their business for February this year is behind last year, but the railroads are now busy and building operations promise to exceed last season.

The tenders for the collections of market fees from March 1, 1909, to March 1, 1910, were opened and awarded to the highest bidders by No. 4 Committee last Wednesday. Thos. Burtch secured St. Andrew's market for \$200. and G. T. Walker, the Horton market for \$510. In consequence the expectation of a free market is lost. The grocers will still be conspicuous by their absence, as the ten o'clock by-law prevents them leaving their stores, and because only the leavings or culls are then

ARE YOUR CUSTOMERS PERMANENT?

Do they come back for the same thing twice? If not, maybe there is something wrong with some lines of your goods. Quality is the one sure thing on which to hold trade.

HEINZ **57 VARIETIES Pure Food Products**

(The kind that contain no preservatives)

bring customers back and they'll get you into no trouble with the food laws. Guaranteed pure and guaranteed to please or money refunded.

Anything that's NEINZ is safe to sell



H. J. HEINZ COMPANY

New York

Pittsburg

Butter

We Buy and Sell

eese

We Buy and Sell

Write Us for Prices

F.W. Fearman Co.

HAMILTON

Plain Figures that prove the Superior QUALITY Quality of



London

Reindeer Milk

Jersey Cream

Butter Fat

Reindeer Milk 8.61 Highest of other Brands

Reindeer Milk 7½% richer

Jersey Cream Highest of other Brands 7.10

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

New Laid Eggs

We are buyers F.O.B. your station. Get in touch with us.

Roll Bacon

Mild cured. Just the thing for breakfast these mornings with New Laid Eggs. Get our prices.

The WM. RYAN CO.

70-72 Front Street East Toronto - Ont.

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Produce and Provisions

The cheese market is firm, and stocks are steadily growing less, with increasing prices. Colored stock is very scarce. Reports arriving from England state that stocks in London are down to 94,000 boxes. Demand there continues good with an upward tendency of the market. The supply of New Zealand stock has been fairly liberal, but it has not adversely affected the sale of Canadian stock. Receipts of cheese since May 1, up to the present have been 1,958,215 boxes, against 2,053,840 boxes for the corresponding period of last year. Prices locally rule, 12½c to 13c for finest Westerns and 12½ to 12¾c for Easterns.

The butter market continues weak, but it is thought in Montreal that prices have gone about as low as they will for some time. Receipts of fresh made stock are not large, and consequently fall creamery is being largely drawn on. Local houses report ample supplies of fresh rolls, and the market for this line is weak. The butter market is in a peculiarly unsettled condition, many holders have become more or less frightened during the week, with the result, that they are now unloading as fast as they can. Those who are holding choice fall creamery, are, as a rule hanging onto their stock, in the expectation of get-ting 25c at least, which represents about minimum figure at which they are willing to talk business. Perhaps one source of the markets weakness is the fact that much butter, which has been held here for outside account is being pressed into the market just now. From the indications it seems as though most of those familiar with the market exof those familiar with the market expect to see prices remain practically where they are now. Some, however, are expecting a rise as they think the market will suddenly find itself short. Receipts since May 1 have been 419,296 packages against 414,687 packages for the seep package of the total statement of the seep packages against 414,687 packages for the same period of last year. In Montreal prices rule for finest creamery 22% to 23c, and dairy at 16 to 17c.

At present so far as Toronto is concerned the butter market is demoralized with entirely too much to meet the demand. As a rule, and under healthy conditions, the hog product and the dairy thrive together, but why so much butter and such a small supply of hogs at the present time? This is owing entirely to the poor quality of butter. Had the butter been carefully and well made, and consequently of good quality, much more would have been consumed, and the accumulation of bad stuff would not have occurred.

Butter is an article supposed to be on every table at every meal, but if it is not good and eatable, it will stay there, and if it stays on the tables, it will also stay in the places where it is kept for sale. It is evident and beyond a doubt, that all the butter produced would have been required to meet the demand, had the article been kept up to a respectable standard. The better butter is made, the better will be the demand, and the better prices will be paid for it. The public may be fooled for a

while, but they will not continue to pay high prices for stuff they cannot eat. At present there are immense quantities of butter in the hands of dealers, which, in order to be moved, have to be sold at a loss of six to ten cents a lb.

Eggs are steady.—Old stock are all sold and the price of new laid eggs varies almost from day to day according to the weather.

The difficulty of securing the required supply of hogs still exists, and many are bought of light weight, before they are in proper condition for the market. It becomes more apparent that the supply of hogs is not sufficient to meet the great demand of home consumption which has so remarkably increased through the excellent quality of our cured meats.

MONTREAL.

PROVISIONS—The live and dressed hog market remains firm. No changes in any hog products have taken place during the week.

during the week.		
Compound Lard— Tierces, 375 los. Parchment lined boxes, 50 lbs Tubs, 50 lbs Wood pails, 20 lbs. net Tin pails, in cases.		0 09 0 09 0 09 0 09 0 09 0 09 0 09
Heavy Canada short cut mess pork, in bbls Selected heavy Canada short cut clear boneless	23 00	23 50
Dork Very heavy clear pork Plate beef, 100-1b bbls 200 " 300 " 300 "		24 50 25 50 7 75 15 00 22 00
Pure Lard— Tierces, 375 lbs Boxes, 50 lbs., grained. Tubs, 50 lbs., Palls, wood, 20 lbs., parchment lined. Tin pails, 20 lbs., gross. Cases, tins, 10 lbs, each		0 12\$ 0 12\$ 0 13 0 13\$ 0 13\$ 0 13\$ 0 13\$ 0 13\$ 0 13\$

BUTTER—The butter market has weakened, owing to free supplies arriving, and storage stock being forced onto the market.

Fail creamery, solids		0 231
Fresh Creamery, solids, 1	0 23	0 23
" " prints, lb	0 24	U 241
	0 16	0 17
Fresh large roll	0 18	0 19

CHEESE—The cheese situation remains firm. Colored is very scarce. Prices have not changed since last quoted.

Oheese,	old		 				 									0	1	51	0	16
"	large		 								. ,								0	13
"	twin				٠.		٠.	٠.		 							٠.		0	13
	smal	1								 			 						0	133

EGGS—An exceedingly good demand keeps the egg market pretty well balanced with ample supplies of fresh stock, which are large. Storage stock is completely exhausted.

POULTRY—Chickens and turkeys continue scarce. Other lines are in fair supply at unchanged prices.

Spring ci ickens, per lb	0	15	0	16
Hens perlo You g ducks, perlb	0	114	C	13
Your g ducks, per lb	0	12,	0	14
Turkeys, par lb	0	19	0	20
Geese, dressed	0	10	b	12
Duoke	0	13	0	14

HONEY—The demand for white clover, has been more active this week, at unchanged figures.

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

TORONTO.

PROVISIONS—The cured meat market is steady and prices are very little affected in consequence of Lent. Trade is satisfactory, and no sign of lower prices for some time, at least in sight.

	111
	11
	14
	134
	13
Shoulder hams, per lb 0 10 0	104
	16
	17
Heavy mess pork, per bbl	
Short out, per bbl	
Tand tieness man lb	101
Lard, tierces, per lb	122
5ups	13
' pails " 0 13 0	134
" compounds, per ib 0 084 0	11
	101
	65

BUTTER—Butter market has reached the point of demoralization which had naturally to result from conditions which prevailed for several months. It is more the quality than the quantity of butter that rules the market, and as the butter this winter was unusually bad, the consumption decreased and now the market is loaded up with a class of butter that is practically unsalable, and in consequence butter has made another drop. Farmers are entitled to good, fair prices, for their products, but when they grow careless and expect high prices for stuff which is practically unfit for human food, then they must suffer the consequences which unavoidably fol-

	Pe	er lb.
Oreamery prints	0 21	0 26
Oreamery solids	0 22	0 24
Farmers' separator butter	0 22	0 23
Dairy prints, choice	0 18	0 20
ordinary	0 17	0 19
" tubs, choice	0 18	0 19
Large rolls	0 18	0 20
Baking butter	0 14	8 16

CHEESE—Those who hold the cheese know that they have a good thing, and are not pushing sales. Stocks are getting very much diminished, and with no likelihood of new cheese before June, prices may advance.

Cheese,	large, primetwins,	0	131	0	13
	twins,	0	134	0	14

HONEY—Very little attention is paid to honey at this time of the year. Orders are only for small lots in glass.

60-lb. tins Smaller sizes, tirs and bottles Combs. doz.	0 101	0 113

POULTRY—Poultry is out of season. Very little is handled, and prices vary according to the quality and the humor of the purchaser.

Spring chicken, dressed	0 16	0 20
alive alive	0 13	0 17
Hens, per lb., dressed	0 13	0 14
Turkays, pay lb. drassad	0 19	A 90

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EGGS—The market is fairly well supplied with new laid stock. The farmers evidently have disposed of all their old eggs, and now the receipts are all the genuine reliable fresh article. Prices are slightly changing from day to day, according to the arrivals and the condition of the weather.

 New laids
 0 26 0 27

 Pickled
 0 23 0 24

SITUATIONS WANTED.

WANTED IN TORONTO. - Young man-exceptionally thorough experience-will be glad to hearfrom manufacturer or specialty house who might wish to appoint an agent or salesman in Toronto. Highest references. Box 294, CANADIAN GROCER, Toronto.

YOUNG MAN, with 12 years' exceptional experience in groceries, both in the city and town, seeks situation after March 1st. Box 295, GROCER, Toronto.

BARRELS

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

H. CARGILL & SON CARGILL, ONTARIO

SALT

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

TORONTO SALT WORKS
125 Adelaide Street E.. Toronto

ESTABLISHED 1892

Rutherford, Marshall & Co.

Wholesale Produce and Commission Merchants, TORONTO, ONT.

Solicit Correspondence. Always buyers of Dairy Products.
Write us before selling.

SPKAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes,

WINGHAM ESTABLISHED 1871



THOMAS BROS., St. Thomas, Ont.

CURING OF CHEESE.

Jarvis Cheeseman Says Cool Curing Rooms Are Necessary for Good Results.

J. J. Parsons, Jarvis, Ont., writing to The Canadian Grocer on the cheese question, says there is no doubt in his mind regarding the truth of Chief Dairy Commissioner Ruddick's statements regarding cheese.

"Now, of course," he continues, "they may not apply to all cases, but I am satisfied he is correct in the main. There are few cool curing rooms in connection with cheese factories in Western Ontario, and the selling of cheese by the great number of factories almost directly from the tub, does not give the cool curing rooms a fair show. Where cheese is sold and shipped out so soon after making it causes carelessness on the part of some makers, because they know such cheese will be away from the factory long before any flavors, etc., may develop.

"All who know anything of the trade agree that the cheese cured in a cool curing room and held there long enough to be cured, are far superior to any others. This I know from experience. We have a plant second to none, and during the hot summer months can keep our curing room down where we want it. The result has been most satisfactory, both at home and abroad. For our own table use we put our cheese away, and do not cut it until it is a year old, when we find it excellent in every respect."

CHEESE FACTORY LICENSES.

A Move in This Direction Favored by Eastern Ontario Dairymen's Association.

The question as to whether cheese factories should be licensed came up for discussion at the first meeting of the new executive of the Eastern Ontario Dairymen's Association at Brockville recently and the affirmative side of the case met with favor. President Dargavel thought the matter should have been taken up before. The suggestion was made that no new factories should be built before the site and surroundings be first submitted to and approved by the chief instructor or some appointee of the Government. The entire committee were of the opinion that legislation should be sought prohibiting the construction of factories unless a certain number of cows are guaranteed and the site approved by official appointed for that purpose. The secretary was instructed to prepare a circular letter for distribution among a large number of dairymen in Eastern Ontario asking for their opinion as to legislation along this

Geo. W. Prout, wholesale produce merchant, Winnipeg, has removed from 138 Princess St. to 248 Princess St., where he has much larger warehouse accommodation.

CATALOGUES AND BOOKLETS.

Manufacturers and wholesalers are requested to send catalogues, booklets, etc., to The Grocer in order that it may be announced to the retail trade that they have been issued. Retailers in sending for catalogues referred to, should mention this paper to show they are in the trade and they should be read thoroughly by them on account of their educative value. Often they may be able to secure new ideas.

Onward Manufacturing Co.—Clearness of type, handsomely colored cuts and short, pointed talks are features of the catalogue recently issued by the Standard Computing Scale Co., Detroit, whose Ontario establishment is at Berlin. The booklet is printed in two colors, with the cuts in three, on fine paper. Each page is divided into two sections, one side giving information about the scale, and the other about the price, making it easily read and giving definite statements. This catalogue is one that can be folded and placed in the inside coat pocket.

Stevens-Hepner Company.-A comprehensive catalogue on brushes, whisks, brooms, etc., has been prepared by the Stevens-Hepner Company, of Port Elgin, Ontario. It is illustrated nicely, Port with cuts of the various classes of goods turned out at the establishment in Port Elgin. The catalogue is divided into six parts dealing separately with paint and varnish brushes, artist fitches, etc.; kalsomine and whitewash brushes; household and stable goods; corn brooms; whisks and toilet brushes. The various kinds of manufactured materials are illustrated with the prices, making a very handy booklet.

Kelly, Douglas & Co.-The 1909 catalogue of Kelly, Douglas & Co., Vancouver, B.C., is a most comprehensive affair. It contains 291 pages, half of which are devoted to enumerating the various articles the company deals in, while the rest are used by advertisers. The introduction to the catalogue shows splendid half-tone cuts of the officers, salesmen, etc., which lend an additional attraction to it. Sketches of each of the officers as well as the history of the company are also given. The articles for the trade are published in alphabetical order beginning with arrowroot and axle grease, etc., and ending with vinegar and washboards. In addition, there are some very useful ideas for the retail grocer and some that will serve him in good stead.

TRADE NOTES.

Mr. Reid, of Reid & Wilson, Seaforth, died on Sunday, February 21st. The business is now being wound up.

Wm. H. Dunn, 394-396 St. Paul St., Montreal, has become representative for the National Licorice Co., in Montreal, Ottawa, the Province of Quebec and in the Maritime Provinces.

Tolton Bros., Guelph, have the following mottos over the door of their office: Be sure you are right, then go ahead; Plan your work then work your plan; Let your motto in future be—Hustle; Time is money, don't spend too much in one place.

The makers of "Gillett's Goods" started business over 50 years ago in a modest way. To-day they operate the largest factory of its kind in the British Empire, and their goods are sold all over the world. Only good goods, upright dealing and continued improvement could have obtained such a result.

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Persumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1852.

Merchants should recommend food products that are produced in CLEAN factories.

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

CLARK'S PORK AND BEANS

- " POTTED MEATS
- " CORNED BEEF
- " OX TONGUE

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

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

WM. CLARK

Manufacturer
MONTREAL

YOU NEED NOT LOSE TRADE IN

BOVRIL

for full stocks of

Bovril
Bovril Cordial
Johnston's Fluid Beef (Vimbos)
Johnston's Fluid Beef Cordial

are held by

R. S. McIndoe, 54 Wellington St. East, Toronto

W. L. MacKenzie & Co., 306 Ross Ave., Winnipeg

A. G. Urquhart & Co., 524 Hornby St., Vancouver

A. B. Mitchell, Mitchell's Wharf, Hallfax

BOVRIL Ltd.

27 St. Peter St.

MONTREAL

Courant

CAKE ICINGS

are steadily growing in popularity, as Canadian women find out how easily used,

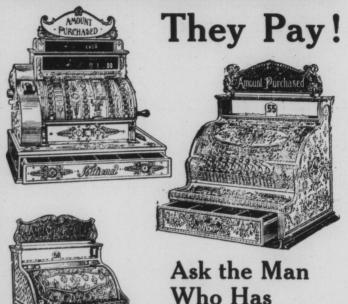


how attractive in appearance and flavor, and how altogether satisfactory they are.

Of course you handle them, but are you getting all you might out of this trade?

The Cowan Co., Ltd.

Toronto, Canada



One!

Guaranteed the Cheapest Registers on Earth

THE NATIONAL CASH REGISTER CO. Corner Yonge St. and Wilton Ave., Toronto, Ont. F. E. MUTTON, Canadian Manager

PURE SOLUBLE COCOA

WE ARE MAKING A SPECIAL OFFER OF HIGH GRADE PURE COCOA POWDER, EITHER IN BULK OR BARRELS OR IN 1-lb., 1/2-lb. and 1/2-lb. CANISTERS, WITH LABELS BEARING YOUR OWN NAME OR BRAND.

FROM OUR WHOLESALE AGENTS:

A. B. LAMBE & SON, 27, Wellington St. East, Toronto. H. & A. B. LAMBE, Hamilton. C. A. PARKER, 10, Albert Street, Ottawa.

CHAS. DUNCAN, P.O. Box 22, Winnipeg. MITCHELL & WHITEHEAD, 92, St. Peter St., Quebec. A. E. CURREN, 54, Bedford Row, Hallfax.

GEORGE PAYNE & CO., Ltd.,

Wholesale Tea, Cocoa and Coffee Merchants,

LONDON,

WE ALSO SELL CHOCOLATE COVERING AND COCOA BUTTER.

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THE FLOUR AND CEREAL MARKETS

Flour Market Still Unsettled—Advances in Some Brands—Two Advances and Two Declines During Last Ten Days—Feed in Good Demand.

March 2.—The flour market during the past ten days has been very unsteady. Toronto dealers report an advance, a decline, another advance and a second decline back to former prices. This has been due to keen opposition existing and price-cutting which has the millers guessing as to what they will have to do next. The export demand from the Old Country has been good. It will be observed that the change in wheat prices has not much influence over the flour market.

During the week a good demand has existed in rolled wheat and rolled oats, the prices being firm. Bran and shorts are also called for freely.

MONTREAL.

FLOUR — Royal Household and Strong Bakers have each advanced 10e. The strained relations between the big millers still exist to some extent. Reports state that dealers are well filled up.

Winter wheat patents	5 50
Straight rollers 4 70	4 80
Extra 4 00	4 10
Royal Household,	6 00
Glenora	5 40
Manitoba spring wheat patents	5 90
strong bakers	5 50
Five Roses	5 80
Harvest Queen	5 30
Sovereign, anchor brand	5 80
Manitoba Patent, anchor brand	5 30

ROLLED OATS—The rolled oat market has advanced 30e on barrels and 15e on bags. The advance is due to the strong position of the raw market, and large demand.

Fine oatmeal, bags	2 721
Standard oatmeal, bags	2 60
	2 60
Golddust cornmeal, 98-lb bags	2 10
white cornmeal 9 00	2 05
Rolled oats bags	3 55
" bbla	FOF

FEED—The bran market continues strong, owing to active demand, and limited supply. Shorts and middlings are very firm, owing to good demand, and light stocks held. Advances in the feed market are highly probable soon.

Ontario bran	21 50	22 (0
Ontario shorts. Manitoba shorts.		25 00 24 00
Mouillie, milled		22 00
Feed flour	1 50	1 60

TORONTO.

FLOUR—Although during the past week the price of flour has gone up and down and up and down again, the figures as quoted last week remain constant. Inquiry from the Old Country is good, as well as from the Maritime Provinces. This is probably due to the restless condition of the market, in view of the keen opposition among some millers.

Manitoba Wheat.

1st Patent 5 70 2nd Patent 5 40 8trong bakers 5 20	5 80 5 59 5 30
Winter Wheat.	
Straight roller. Patenta 4 90 Sended 5 20	4 80 5 00 5 25

CEREALS—The demand for cereal products during the past week has been good, the prices remaining firm on account of the high prices of wheat and oats. The probability is that advances will take place in the near future.

Rolled wheat in barrels, 100 lbs	 2 85
" oats in bags per bag 90 lbs	 2 60
atmeal, standard and granulated, in bags 98 lbs.	 2 85

EXPECT WAR IN CORN FLAKES.

The New York Journal of Commerce of Saturday last hints that a corn flake war may be expected, resulting from the fact that the Kellogg Toasted Corn Flake Company offered a bonus to such jobbers as would confine their sales to brands which were sold exclusively through jobbers—presumed to be aimed at "Post Toasties."

In an interview with Mr. Garretson, of the Postum Cereal Co., that gentleman stated that if any jobbers show a disposition to accept the offer so as to deal unfairly with his company, they may expect "something," just what, he does not say.

DR. WILEY MAY RESIGN.

Report of Referee Board on Benzoate of Soda Accepted.

Washington, March 3 .- Dr. Harvey W. Wiley, chief government chemist, was officially over-ruled to-day in the matter of his scientific conclusions as to the alleged deleterious effects of the use of benzoate of soda in the manufacture of food products. In an official bulletin signed by Secretary Cortelyou, Secretary Straus and Secretary Wilson, the report of the Remsen Board of Scientific Experts was adopted as the future rule of action for the department in administering the food laws, and all bulletins and orders of the department will be amended to conform to the new order.

The Remsen board, of which Professor Ira Remsen, of Johns Hopkins, is president and Professors Herter, of New York, Chittenden, of Yale; Long, of Northwestern University, and Taylor, of the University of California, are members, was appointed by President Roosevelt a year ago to settle the long controversy over the use of benzoate of soda.

After nearly a year of experiments they decided the salt was harmless. Dr. Wiley threatened to resign if the board's conclusion were adopted by the department. The order was made to-day declaring that the use of benzoate of soda would be permitted in the future.

It is believed Dr. Wiley will shortly sever his connection with the bureau of chemistry.

You Realize Their Superiority When Eating Them

The quality of other makes may vary and the taste differ but with our output of cream sodas you always find

MOONEY'S PERFECTION

of the same, even, uniform, high standard that causes them to be so well spoken of and so thoroughly appreciated for their excellence.



The Mooney Biscult & Candy Company,

STRATFORD, - CANADA



COX'S
INSTANT
POWDERED
GELATINE

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

Canadian Agents:

G.B. Golson & Son, Montreal B. Masson & Go., " A.P. Tippet & Go., " J. & G. COX

CANADA

No better Country



No better Choco!ate

A good time to push Cocoa and Chocolate.

> This is the time when people use Cocoa and Chocolate more freely than ordinarily.

"Diamond" and "Elite" brands of

hocolate

Best in Canada-Best for your customers.

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

SELLING AGENTS:

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

By Royal



Letters Patent

Nelson's Opaque, Brilliant,
Isinglass, Leaf,
Gelatine

NELSON'S

Granulated Jellies, Tablet Jellies, Creams, Custards, Fruit Puddings, Bottled Jellies, Lemonade Crystals, and Baking Powder.

Gelatine

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Liquorice NELSON'S SOUPS

(SIX VARIETIES)

Sole Proprietors and Manufacturers of GORDON'S GRANULATED GRAVY

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK The above can be had from any of the following agents:

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

GRATEFUL AND COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

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

NUTRITIOUS AND ECONOMICAL

POT and PEARL

FOR CLOSE QUOTATIONS WRITE

JOHN Mackay Caledonia BOWMANVILLE, ONT.

BARLEY and FEED

SUCHARD'S COCCA

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

French Vermicelli and Macaroni

The only factory in Canada producing these goods. H. CONSTANT

Manufacturer
Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

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

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

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

The Oakville Basket Co., OAKVILLE, ONT.

OPEN TO BUY

From 5 to 10 Cars Choice Cooking Peas Clean and White Quebec's leading Flour and Grain

C. A. PARADIS, Dalhousie St., Quebec

THE CONDENSED ADS of The Canadian Grocer are what you should use if you wish to secure a clerk, a traveler or a situation. you wish to secure a clerk, a traveler or a situation.



Your best trade

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will thank you for drawing their attention to the superior quality of

Carr & Co.'s Biscuits

The richness, purity of ingredients and keeping quality of Carr's Biscuits is making them favorites with those who know what biscuits should be

Write our agents in Canada -

CARR & CO.,

AGENTS:

Wm. H. Dunn,
Hamblin & Brereton,
"T. Mewburn & Co., Ltd.
The Standard Brokerage
Co., Ltd.,
Wancouver, B.C.,

Eastern Provinces Port Arthur to Alberta Province of Alberta

CARLISLE, **ENGLAND**

British Columbia

The Leading Corn Food is

KORN KINKS

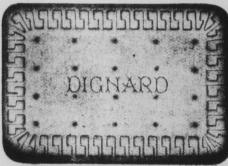
the only malted Corn flakes

Honest advertising backed up by sound quality and moderate price has put KORN KINKS permanently in the lead. Our "square deal" policy with the trade helps too. Our trade price is the same to you as to every other dealer, and yields you a good big profit.

Have You an Adequate Stock?

THE H-O MILLS Hamilton - Ontario

DAILY CAPACITY 30,000 LBS.



Dignard Limited

BISCUIT MANUFACTURERS

MONTREAL



DRY GOODS REVIEW

10 Front St. East TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, \$2.00 a year. Sample copies, 25c.



SOFT MINTS—50. boxes.

ACME PELLETS-5-Ib. tins.

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

and a complete line of

LOZENCES, ETC.

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery and drug trades.

Price Lists and Illustrated Catalogue on request

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto PROVINCE OF QUEBEC and MARITIME PROVINCES W. H. Dunn, 394 St. Paul St., Montreal

> MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg VANCOUVER, J. F. Mowat & Co., 354 Water St.

FRUIT MEN WANT REDUCED RATES

Express Companies Claim They CannotAccept Proposals—Conference at Hamilton—Companies Willing to Meet Shippers on Some Questions -Some Stormy Passages During Meeting.

Editor Canadian Grocer:

At a joint meeting held between the fruit growers, shippers, etc., and the express representatives at Hamilton, Feb. 25th, the shippers put up a stiff argument for a modification of the present contract, in which the express representatives admit of no liability, except in cases where gross negligence or fraud can be proved. In either case this would be an extremely difficult matter to prove and we propose to bring that matter before the notice of the Board of Railway Commissioners once more, and to ask that the express companies be made liable for loss of goods, damage, delays or misconnections in transit. There was also a stiff argument put up for reduction in rates, and a settlement of claims within thirty days and if unsettled, claims to bear interest at 8 per cent. per annum until paid.

Along these two lines the express representatives urge that they settle up claims promptly, and that there is no general desire for a reduction in rates, and that the same are not regarded as excessive over the greater part of the

My object in writing to you is to have this matter brought before your readers and to ask for an expression of opinion, and to have the presidents or secretaries of the Retail Growers' Associations throughout the country take this matter up and discuss it, and the result stated to the writer who is chairman of the fruit growers' committee, so that we can bring this in at the next hearing before the commissioners in rebuttal to their statement that claims are paid promptly, and that there is no general desire for a reduction in rates. I trust I need not here enlarge on the utmost importance which both these matters bear on the fruit industry and shall be glad to have your co-operation in the matter to give the same all possible publicity.

A. E. KIMMINS.

March 1, 1909.

Hamilton, March 2.-The conference held here last week between the Niagara District Fruit Growers' Association, shippers on the one hand and the express companies' representatives of Hamilton on the other proved at times somewhat stormy. A. E. Kimmins, Winona, was the chairman. J. Bryce, vice-president and general manager of the Canadian Express Company; W. Williamson, superintendent of tariffs; E. Allan, superintendent; G. W. Hickey, route agent; J. F. Bryce, assistant to the general manager; R. G. Wilson, general agent at Toronto; W. Walsh, of Toronto, and C. A. Dobson, agent at this city for the Dominion Express Company, were the representatives present.

Major Roberts, for the association, wanted to know what the companies intended to do for the fruit growers. Mr. Bryce, speaking for the represen-

tatives of the companies, said that he did not like the demands of the fruit growers, but they had come together for the purpose of conferring with them, and to that end he asked that the proposed clauses be read separately.

The contract was then read, and Mr. Bryce took a strong objection to the changing of the existing agreement, as any alteration might be considered a

discrimination.

Mr. Kimmins wanted to know who owned the Canadian Express Company, and Mr. Bryce said that most of the stock was owned by the Grand Trunk Railway. He said that the express companies have no control over the operation of the fruit trains, and it was a responsibility that the express companies were not ready or willing to accept. It was a legal point, that would have to be decided by the Railway Com-

Shelving the Claims.

The fruit growers proceeded to go after the officials and a stormy time resulted for a while, many of the members of the association taking a crack at the officials. Some thought that the companies did all they could to shelve claims made by the growers.

The officials of the company took strong exception to these statements, especially Mr. Walsh, of the Dominion Express Company, who defied any man to prove that his company had ever shelved any reasonable claim. He said that he personally went over every claim presented to the company, and if the claim was reasonable it was promptly paid and no questions asked.

Some of the growers said that they had claims against the company which dated back some years, and they had not been able to get a settlement as yet, and some of them even went so far as to state that they had seen baskets of fruit stolen by employes of the com-

Mr. Bryce said he had no control over the private actions of the individuals. In 1907 the Canadian Express Company had 706 claims and paid out \$1,638.12 on them. He would not state, however, how many other claims the company received. He charged the shippers in many instances with carelessness in the putting up of the fruit and the flimsy construction of the baskets. He said that the company had always had to keep a supply of baskets on hand at the different centres, for the purpose of putting the fruit in when the baskets became broken. Yet the fruit growers were not willing to make any acknowledgement of that fact.

In reply to Major Roberts, Mr. Bryce said that the companies would not consent to confining the settlement of claims to 30 days, and having interest accrue at 8 per cent. for all time over that period, for at the present time the

contract covers all classes of merchandise and cannot be confined to fruit growers alone.

The Conference Resumed.

When the conference opened in the afternoon of the same day, the proposed clause relating to the improvement of facilities at the important shipping points was first taken up.

Captain Murchison said that a shelter was badly needed at Oakville instead of the small platform there now. Mr. Allan, one of the officials, stated that the present Grand Trunk shed was not the best in the world, but intimated that something better might be expected.

H. S. Rittenhouse, Jordan, complained of the rain coming through the roof of the shed there and running into the wagons while unloading. Mr. Bryce gave assurance to Samuel Culp that the sheds at Beamsville would be attended to. Complaints came from Grimsby, Burlington, Bronte, Lorne Park, and Carleton and it was decided to leave the matter to be settled between the two

Need Extra Train.

The question of train service was next taken up. The fruit growers con-tended that, in the Niagara district, there should be two trains a day to pick up all the fruit. It was also suggested that the Toronto and Montreal consignments be kept separately. Mr. Allan and Mr. Bryce said that it would be too great an expense to the companies to put on two trains. This matter could be adjusted, however, if the rates be increased. The train service question was left in the hands of a committee composed of Messrs. Preston, Oughtred, Kimmins and Major Roberts. This committee will meet the officials and go into the question thoroughly.

A Troublesome Question.

The last question taken up was that of rates, and this left the fruit growers and the officials farther apart. A. E. Kimmins read the draft of rates that had been approved of at the recent meeting of the committee, as follows:

30c per 100 lbs. for 50 miles. 40c per 100 lbs. for 100 miles.

5 cents per 100 lbs. increase for each additional 50 miles.

20 cents per 100 lbs. from Clarkson to Toronto was also asked for.

Mr. Williamson, for the Canadian Express Company, stated that the company could not accept such terms and expect to make the business from the Niagara district pay. Even at the present time the fruit growers in the Niagara Peninsula were enjoying a better rate than is given any other distriet which the company covers.

Mr. Walsh, for the Dominion Express Company, said that he could not accept such terms, and Mr. Bryce stated that the fruit growers evidently did not know of the accommodation the express companies had afforded the buyers of their products at such points as Montreal and Toronto.

The conference was then brought to a close, but it is probable that something definite will be arrived at in the near

ReBuilding
That Flour
Trade



E WAS a big success, was P. T. Barnum. People went to Barnum's to be tickled; they did laugh - then went away telling all their friends what a side-splitting success P. T. was. He was advertised by his loving friends, but he gave his loving friends a square deal—that's the Barnum success secret.

¶ There were cheaper shows than his—there are cheaper flours than FIVE ROSES. You have keen competition—so had he; but he gave his people something they couldn't get elsewhere, genuine satisfaction.

¶ Your neighbour may give a customer better prices, but not better value than FIVE ROSES flour. Every order you fill not only makes a lifelong customer, it makes two customers grow where only one grew before.

¶ Once you have sold FIVE ROSES and your customer discovers how really good flour can be, she not only wants it because of the exclusive FIVE ROSES goodness but she gets used to FIVE ROSES, and your opposition couldn't persuade her to use "near good" flours again—her taste is cultivated—she's "more particular."

To know good flour is only half the winning; to sell FIVE ROSES the other half. The sooner you handle it the quicker you'll lay the sure foundation of a big flour trade—you'll have something "the store across the street" hasn't got!

We ask you to push FIVE ROSES for its selling qualities—for the customer's confidence—the profit there's in it. Don't let the "other fellow" corner the good trade; don't let him send his order first!

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Five Roses Flour

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office -

Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B.

FLORIDA STRAWBERRIES

Celery, Cabbage, Tomatoes, Cauliflower and Head Lettuce.

Also California Celery, California Oranges—Rose, Volunteer and Extra Choice Brands.

Fruit is now ingfine shape.



25-27 CHURCH ST. - TORONTO

CHASE & CO.'S

pack of

Sanford Celery

is coming

FRANC TRACUZZI'S

"St. Nicholas"

and

"Home Guard"

Lemons and Bitters

are fine and going fast
Buy quick from your
wholesaler.

J. J. McCabe

Ages

32 Church Street

Toronto

FRUITS, VEGETABLES AND FISH

Toronto Requires From 16 to 20 Carloads of Oranges Each Week—Advance in Bananas—Lenten Season a Stimulus to Fish Trade.

MONTREAL.

GREEN FRUITS—The medium sizes of California navels are 10c easter this week. Valencias are 50c higher per box. Bananas have advanced for the best grades of stock. Pineapples are cheaper by 50c, the best grade selling for \$4.50 instead of \$5. Other lines are unchanged under fair demand.

Almeira grapes, catra cuoice	B 00
California navels, 96, 126, 200, 288 size	2 75
" 150, 17, 200, 216 size	2 65
Floridas, 126, 15, 176 200	3 00
Mexican oranges, 176, 200, 216, 250 size	2 25
Valencia ' 420 size	4 00
Extra sweet Jamaicas 2 00	2 25
Bitter oranges	2 E0
Grape fruit	3 75
Jamaica grape fruit, extra heavy	3 00
Lemons, choice, 300 size	2 50
Bananas crated 1 75	2 25
Pineapples, extra fancy, 24 size 4 00	4 50
	10 00
Spies, XXX	6 00
Baldwins, Greenings, Russetts, XXX	
Stra berries	0 50
	-
TIEGER A DI EC MI	

VEGETABLES—The vegetable market is practically unchanged. Stock from Florida, and other parts, is arriving in fair supply. Locally, demand is good.

Mushrooms, lb...... 0 75

New carrots, bunch
Oyster plant doz 2 50 Artichokes, bbl. 2 50 Leeks, dozen. 0 90 Sweet Fotatoes, basket 0 90 Sweet Fotatoes, basket 0 50 Marrows, dozen 0 crates, double Parsley, box 6age, per doz Savory, per doz 0 50 Can celery, bunch 0 50 Celery, crate 0 70 Water cress, large bunches, per bunch 8 gpinach, barrels Green peppers, crate 0 70 Spanish onions, large cased 1 Lettuce, early Lettuce, sarly 1 Lettuce, sarly Lettuce, sarly 1 Lettuce, large, doz Horse radish, per lb 1 50
Artichokes, bbl. 2 50 Leeks, dozen. 90 Parsnins, bag 090 Sweet Potatoes, basket. 090 Marrows, dozen cal. Call Glowers, crates, single. 090 Parsley, box crates, double. 090 Savory, per doz. 090 Savor
Leeks, dozen
Parsins, bag 0 90
Sweet Potatoes, basket Marrows, dozen Cal. Cauliflowers, crates, single. Parsley, box Sage, per doz. Savory, per doz. Cal. Cauliflowers, crates, double. Parsley, box Savory, per doz. Can. celery, bunch Colery, crate Water cress, large bunches, per bunch Spinsch, barrels. Green peppers, crate Reets, bag. Carrots, bag. Car
Marrowa dozen Cal Caulidowers, crates, single. Parsley, box Sage, per doz. Sayors, per dos. Can. celery, bunch. Osn. celery, bunch. Osn. celery, bunch. Osn. celery, crate Water cress, large bunches, per bunch Spinach, barrels. Gereen peppers, crate Beets. bag Carrots, bag Osnolis, large cased. Lettuce, early Lettuce, Boston, box Radishes, doz. Horse radish, per lb. Cabbage, bbs 150
Marrowa dozen Cal Caulidowers, crates, single. Parsley, box Sage, per doz. Sayors, per dos. Can. celery, bunch. Osn. celery, bunch. Osn. celery, bunch. Osn. celery, crate Water cress, large bunches, per bunch Spinach, barrels. Gereen peppers, crate Beets. bag Carrots, bag Osnolis, large cased. Lettuce, early Lettuce, Boston, box Radishes, doz. Horse radish, per lb. Cabbage, bbs 150
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Paraley, box
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Qelery, crate Water cress. Large bunches, per bunch
Qelery, crate Water cress, large bunches, per bunch Spinach, barrels Green peppers, crate Beets. bag Carrots. bag Carrots. bag Carrots. bag Lettuce. early Lettuce. Boston, box Radishes, doz. Horse radish, per lb. Cabbage, bbls 150
Water cress, large bunches, per bunch Spinach, barrels. Green peppers, crate. Beets, bag 0 70 Carrots, bag 0 70 Spanish onions, large cased. Lettuce, sarly. Lettuce, sarly. Lettuce, Boston, box Radishes, doz. Worse radish, per lb. Cabbage, bbls 1 50
Spinach barrels Green peppers, crate Beets bag 0 70
Beets. bag
Carrote bag 0 70
Carrote bag 0 70
Spanish onions, large cased Lettuce, early Lettuce, Boston, box Radishes, doz Horse radish, per lb. Cabbage, bbls 1 50
Lettuce early
Lettuce. Boston, box
Radishes, doz Horse radish, per lb
Horse radish, per lb
Cabbage, bb's 1 50
" new, crates
Montreal potatoes, bag
New Brunswick potatoes. 2 50
Onions large hag
Red onions, barrel
Turnips, bag
Pompkins, doz
Squash, doz
Brussels sprouts, quart
String beans, basket
New hests, crate
Trem Debug, Clare
FIGH The Lenten demand for fis

FISH—The Lenten demand for fish is good. Haddies in 15-lb. boxes are a half-cent stronger now, being quoted at 6½c to 7c. Labrador herrings in half-barrels are 25c cheaper this week. Large green cod in 200-lb. bbls. has declined 50c, now being quoted at \$6 instead of \$6.50. Other lines are steady and unchanged.

Fresh and Frozen Fish.

Oodfish	. 0104 0 04
Qualla salmon	. 0 07 0 07
B.C salmon, frozen	. 0 09 0 10
Haddock, per lb	. 0 044 0 95
Fresh halibut	
Mackerel, "	
Dore, "	. 0 074 0 08
Steak ond	. 0 054 0 06
Frozen Grass Pike	0 044 0 05
Whitefish, lb. Tullibees	
Lake trout	. 0 094 0 10
Sea trout. lb	0 10
Flounders, lb	
American live lobsters	
Bullheads (dressed)	0 10
New amelts	
Sea herring, per 100	
Large sea harring	
Tom cods, bbl	

Smoked—			
Haddies (exp) 15 lb. bxs., per lb	0.064	0 (07
Bloaters, per box, large, Yarmouth	1 10	1	25
Smoked herring, per box			
Prepared— Skinless cod. new, 100 lb. cases		5 5	30
Shredded cod, & lb. cartons, 2 doz. cartons		0 1	20
		1 8	en.
Dry od, in bundles 112 lb., per pound		0 0	
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes		0	
Boneless cod, 20-lb. boxes		0	
Boneless cod, 20-lb. hoxes		0	
Boneless fish, 20 lb. bxs., 2 lb. blocks		0	
Boneless fish, 25 lb. bxs., loose		0 (
Pure cod in crates, 1 and 2 lb. bricks		0	05
Salted and Pickled —			
No 1 Labrador harring hels		5 1	50
No. 1 Labrador herring, brls		3	
Large green cod, 200 lbs. bbl		6	
Oysters, bulk, per gallon		1	
Standards, bulk		i	
" quart tins, sealed		0	
Paper pails, per 100 qt. size		1	
Live lobsters, lb		0	
		6	
Standards, 4 gals			60
Selects "			00

TORONTO.

GREEN FRUIT—Apples are getting scarcer, and higher. Very ordinary apples sell at \$5 a barrel and the best as high as \$6.50. From 16 to 20 carloads of oranges are required for the Toronto market each week. The quality is excellent and prices are firm, with an upward tendency. Pineapples are arriving in good condition and change hands at \$4 to \$4.50 a case. Bananas are very scarce, and higher and will likely remain high for several months. Two carloads arrived but as the stock was completely sold out, these will all be readily picked at good prices.

Grapes, Almeria, keg	7 00	8 00
Apples, Spies		6 50
" Russets	3 50	4 00
" Baldwins	3 50	4 00
" Greenings	3 25	4 00
" Tolman Sweets	3 (0	3 50
" Ben Davis		3 95
Oranges, Valencias, case	3 50	3 75
" Large		4 50
" California navels		3 25
" Mesaina bitter oranges		2 75
Lemons, Messina		3 25
" California, box	3 25	3 50
Bananas		2 25
Grape Fruit, Florida, box		4 00
Pineapples, Florida, crate		4-50
Strawberries	0 60	0 65

VEGETABLES—It seems a remarkable fact that from four to five carloads of potatoes are consumed in Toronto each day and yet the price has not varied five cents a bag for several months. This year the entire demand of the city is supplied by the Ontario product, which is of exceptionally good quality. Turnips are sold at \$8 per ton. Florida celery is now on the market, and the quality is splendid. The packages are about half the size of the California cases and sell at about half the price.

Beets, Canadian, bag	 0 45	0 50
Potatoes, Ontario, per bag	 0 75	0 80
" sweet, hamper	 	2 00
" Bermuda, per bushel	 	3 00
" per harrel	 	9 10
Lettuce, Boston head doz	 	1 25
Onions, Canadian, dried, bag	 0 75	0 90
" Spanish, crate	 4 75	5 0
" Bermuda, per case	 	4 50
Tomatoes, California, small basket		1 00
per case	 2122	6 00
Carrots, per bag	 0 35	0 40
Cabbage. Florida, new	 3 25	
Cauliflower. per case	 	6 50
California celery, per case	 	3 25
Florida celery, per half case	 0.05	0 40
Turnips	 0 40	0 45
Radishes, per dozen	 0 40	1:00
Spinach, per bushel	 ****	1 00

Egg plant, p Green peppe Oucumbers,

FISHharvest, can atte and no f ket. Al frigerate Perch, large Harring, m

Perch, large
Herring, me
Beak
Whitefish, frout,
Whitefish, frout,
Cod, fresh of
Halibut
Haddook, fr
Sea salmon,

Pike Pickerel, ye Herring, Di Mackerel, pe Smelts, per Oysters, Lo

" she Ciacoes, har Finnan Hu Boneless oc Arcadia, 24 and 1 Acadia cod " tabl. Bloaters... Qualla Catish, dre Gold eyes

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88 per e mar of the it half

 Egg plant, per doz.
 3 00

 Green peppers. per doz.
 1 00

 Oucumbers, per dozen
 2 75
 3 00

FISH-The fish dealers are in their harvest, and have all the business they can attend to. Prices are unchanged and no fresh caught fish are on the market. All the stock was held in refrigerators and is in good condition.

Perch, large, per lb 0 0	
Harring, medium, per lb 0 0	4 0 05
" sea, per 100	. 2 00
" lake, per keg 4 0	0 4 25
Whitefish, frozen	9 0 10
Trout. " 0 w	0 10
Whitefish fresh caught 0 1:	0 14
Trout, " 0 1	3 0 14
Trout, 0 11 Cod	7 0 (8
Cod, fresh caught	0 071
Halibut 0 00	0 013
Haddock, frozen, per lb	. 0 07
" fresh caught	
Sea salmon, Silverside	0 10
ti Greelbood	0 10
" Steelhead	. 0 13
Pike	5 0 06
Pickerel, yellow 0 0	81 0 09
Herring, Digby, smoked, bundle 5 boxes	. 0 85
" Kippered, 15-lb. box	. 1 25
Mackerel, per lb	. 0 10
Smelts, per pound No. 1 0 0	
extra 0 1	2 0 14
Oysters, Long Is'and	. 1 50
medium selects	
extra	. 185
shell, per 100	1 50
Ciacoes hauket	0 1 10
Finnan Haddie, smoked, 15-lb, package 0 U	71 0 08
" 'mperial	. 0 05
Break	. 0 07
Shredded cod, doz	a 90
Arcadia, 24 packages, 1 lb. box	. 3 12
12 packages, 2 lb. box	2 40
Acadia cod, cra'e	2 40
" tablets, box	. 1 60
Bloaters 1 1	5 1 25
Qualla	. 0 09
Catfish, dressed	0 10
Gold eyes 0 (. 0 10
0 (5 0 051

In their weekly bulletins or price lists which White & Co., fruit, produce and fish dealers, Toronto, are issuing each week they contain a suggested advertisement to be used by the retailer to help advertise his goods. Publicity Sells the Goods. Yet this firm believes that it should not end with the goods leaving their hands, but that the retailer should be assisted in disposing of them with a neatly worded ad., put up in coneise form. If they don't use it word for word, it gives them a fresh idea each week with which to work out an ad. of their own. A great many dealers have taken up the idea and are using it to advantage in their weekly talks.-Advt.

TRADE NOTES.

J. St. Jacques & Co., grocers, Montreal, have registered.

W. Bernier, grocer, Fraserville, has assigned to V. E. Paradis.

The assets of D. Lauson, general merchant, Breboeuf, are to be sold.

The assets of R. Grenier, grocer, of Quebec, were to be sold on Feb. 8.

J. P. Rivard, general merchant, Chicoutimi, has assigned to V. E. Paradis. J. E. Benoit, general merchant, St. Helene, Bagot County, has assigned to Chartrand & Turgeon.

V. E. Paradis has been appointed eurator of F. Trudel, general merchant, St. Leonard De Port Maurice.

Geo. St. Hilaire, general merchant, New Liverpool, has made a voluntary assignment to V. E. Paradis.

The Weir Specialty Co., 561-63 Yonge St., Toronto, have been appointed Ontario agents for Brand & Co., London, Eng., makers of A1 Sauce. H. Hub-

California *, Florida CELERY

Florida Cabbage Lettuce

Strawberries, Pineapples, Tomatoes, Parsley, Endive, New Beets and Carrots

Everything from all parts of the South in FRUITS and EARLY VEGETABLES

Also a full supply of FISH for the Lenten Trade

WHITE & CO., Limited

TORONTO and **HAMILTON**



265/8 x 131/8 x 103/4

Measurement of a Standard sized Lemon box containing

"BUSTER BROWN" BRAND LEMONS

Compare with others, the verdict is in our favor. 300s are 300s and 360s as large as many 300s in other packs. There are none "just as good"; insist on having Buster Brown and Mercury, primes and seconds. Ask the

W. B. STRINGER

TORONTO

Canadian Agent

The Best Grown in California

"Golden Orange" Brand Navel Oranges

"Squirrel" Brand California Lemons

We control these two brands for Ontario. One car each just unloaded. Also one car Extra Fancy

"Camillia" Brand Navels, from Redlands

All Sizes, and at Rock Bottom Prices

Hugh Walker & Son Guelph, Ont.

Canada for the firm.

A meeting of the creditors of J. E.

bard, Montreal, is general agent for Benoit, general merchant, Ste. Helene, Bagot Co., Quebec, was called for Feb.



Labr:



ALL WE NEED IS A NIBBLE and

with our prices and quality we'll

LAND YOUR ORDERS

GET OUR Special Lenten Prices

The F. T. JAMES CO., Limited FISH and OYSTER Distributors

Church and Colborne Streets,

Toronto

How a Modern Factory Contributes to Brunswick Brand Quality

It is very difficult to do good work in poor surroundings. This we early recognized.



So we built a modern factory, up-to-date in every respect, large, roomy, properly ventilated, sanitary, well-lighted, and equipped with the most modern machinery adapted to our business.



Such a factory enables us to work comfortably. Our skilled help can turn out a maximum amount of work, and each worker can put a whole heart and soul into his work. All this helps in the turning out of perfect Sea Foods, and further explains the wonderful and growing popularity of Brunswick Brand.

Your Interests, Mr. Grocer, Demand That You Sell Brunswick Brand.

CONNORS BROS., LIMITED

BLACK'S HARBOR, N.B.

AGENTS-Grant. Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec: Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

Grocer TI

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FISH for LENT!

SECURE SUPPLIES NOW. DEMAND WILL BE HEAVY.

FROZEN SEA HERRING

OUR LEADER

Halibut Salmon

Haddock

Pike

Pickerel

Whitefish

Haddies

Bloaters

Kippers

Labrador Herring - Boneless Cod - Skinless Cod.

"Sealshipt" and Bulk Oysters

ALL OTHER KINDS IN SEASON

Low prices-Best quality-Fair dealing. Our new price list now ready. Copies mailed on request.

"The largest Fish Warehouse in Canada."

LEONARD BROS.

(Near Customs House)

MONTREAL

ESTABLISHED 50 YEARS

Anything and Everything in

FISH for the Fish Season

We are busy supplying the Lenten demand, but your order will receive prompt attention.

O'CONNOR

Guarantees satisfaction in quality, price and delivery.

GET OUR PRICE LIST

O'Connor's Fish Market

St. Antoine Market

(Between the 2 Depots)

Montreal

For Lent Sell

Quaker Salmon

The best on earth

Talls \$2.00

Flats \$2.15

Mathewson's Sons

Wholesale Grocers

202 McGill Street - -

Montrea

MALT MADE VINEGAR UPHELD

Contrasted with the Acetic Acid Variety Correspondent Says it is Like Raw New Spirits Compared to Ripe Old Whisky—Says Acetic Acid Vinegar is Harmful to Health.

Editor of The Canadian Grocer :-

Dear Sir,-With reference to your recent article on the subject of vinegar made from acetic acid, we feel that this does not altogether do justice to the article known as malt vinegar, which is a product of grain, and which is recognized in the United Kingdom as the finest vinegar which can be produced. As English malt vinegars have come to the front in Canada of recent years and the consumption is rapidly increasing, we think it would be of considerable interest to the grocery trade, as well as in justice to the brewers of this class of vinegar, if further reference be made in your valuable journal and we, there-fore, take the opportunity of enclosing a paper on the subject.

> H. GILBERT NOBBS, Manager Holbrooks Limited in Canada & U.S.

Toronto, March 2, 1909.

The correspondent who writes on this question in your publication of January 29th, is so palpably interested in the sale of pyroligneous acid, colored to represent a malt vinegar, that it would perhaps be as well to allow his statements to pass but for the possibility of some unwary traders being deceived by his specious arguments, and so finding themselves in difficulties with the authorities who take a kindly interest in

the purity of foods, and in fair trading.

The only questions that appeal to the public and retailer alike are: (1) Is this diluted acetic acid harmful to health? (2) Is it fair dealing to sell it colored to imitate an entirely different and more expensive vinegar?

In answering the first, it is a fact that notwithstanding repeated distillations the acetic, or pyroligneous acid is never wholly freed from the empyreu-matic odor and flavor which arise from the tarry matter originally distilled from the wood; and although the opinions of medical experts differ as to the effect of this on the human machine, the balance of those opinions is that it is harmful.

Vinegars Contrasted.

The contrast between this acetic acid and a malt vinegar may be likened to that between raw new spirit and a ripe old whiskey, yet alcohol is the predominating constituent of these latter, as acetic acid is of the former.

In answer to the second question, your correspondent is not content to

claim a right to sell this acetic acid vinegar under its proper description, and as a water white liquid—its na-tural color; but, "to suit the popular fancy," that it may be colored, and then sold under the same general name as the product from malt or grapes. Here, surely, we get an immoral position, for if the "popular fancy" requires a particular color, it is by reason of that color being associated with vinegar of a definite origin-malt, cider, wine; to substitute a different article

colored to match any one of these is clearly a fraud, both in intention and effect. In emphasis of this fraud the price charged for the imitation, a less costly article, is frequently as much as for the vinegar it is colored to imi-

The fact is that the public will not have this pyroligneous acid when offered to them in all its nakedness, hence the endeavor of those interested to make out a case in favor of faking.

Vinegar from grain or fruit in its patural condition has a certain food value, by reason of the phosphates, nitand extractive matters present. The food value is small certainly in the quantities in which it is consumed, but none the less it is there, whereas the pyroligneous acid has none what-

Contention Ridiculous.

Again, the flavor of a well made malt wine vinegar is immeasurably perior to that of the imitation article; as well might one distill beer, little coloring and hop substitute to the distillate, and claim a right to sellsuch a concoction as beer. Indeed your correspondent virtually does so, for he argues that pyroligneous acid is better than malt vinegar because the deleterious grain extractives are not present. Transfer the argument to beer, which has more of these grain residues, and it is at once apparent how ridiculous is such a contention.

On the same lines it might be contended that turnip pulp with a few gritty "seeds" made from wood, flavored with an ether, colored with a coal tar dye, and the whole sweetened with sugar, might legitimately be handed to a customer who asked for strawberry

Many instances might be added of the frauds against which legislators, whether in the Old or New Worlds, find it necessary to protect both traders and the public from the plausible arguments of manufacturers of spurious articles.

Let us hope that the regulations to such end will be strengthened rather than otherwise, and in the meantime traders can fully protect themselves by dealing with firms of undoubtedly good reputations, whether it be for vinegar, jam, butter, or any other commodity."

Mr. Grouchy will never get more than seventy-five cents' worth of work out of his help for each dollar invested. Be as pleasant to the clerks as you would have them be to you.

WANT LOWER DUTY ON EGGS.

United States Citizen Adopts Endless Chain Post Card Plan to Bring it About.

Chicago, March 3.—Believing that the removal of the duty on Canadian eggs would go far toward reducing the cost of the United States product, Arnold Brennan of this city has adopted an endless chain post card system to accomplish such an end.

The primary purpose of the endless post card system is to bring the matter forcibly to the attention of Sereno E. Payne, chairman of the ways and means committee of the lower house of congress Mr. Brennan finds room for all this on a postal card:

"Endless chain postcard; mail one to each of three acquaintances, with re-

each of three acquaintances, with request that they do likewise.

"Hon. Sereno E. Payne, chairman ways and means committee, house of representatives, Washington, D.C.:

"Inasmuch as the present price of eggs (40 cents per dozen) is prohibitive to the average wage earner, I (or we) respectfully petition congress to remove the duty of 12c a dozen on Canadian eggs, in order that the New York and other eastern markets may be supplied other eastern markets may be supplied from that source, as before the duty was imposed. Your petitioners believe that a reduction in the price of eggs would force the beef trust to reduce the price of its products."

Predicted colder weather, light re-

ceipts, and a general desire on the part of dealers to build up their holdings resulted yesterday in an advance cents in the price of eggs, quotations being elevated to 33 and 35 cents for "firsts" and "extras." There were comparatively few eggs to be had at the

V. E. Paradis has been appointed curator of U. Tremblay & Co., general merchants, St. Simeon.

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1880

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

DAWSON'S Banner Brand of Jams, Marmalades and Jellies is the very best. THE DAWSON COMMISSION CO., TORONTO The 1

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THE GROCER'S ENCYCLOPEDIA

The Development of the Manufacture of Maple Syrup From Its Primitive Stages—How Modern Appliances Have Aided the Industry—What Penalties May be Incurred for Making or Selling the Adulterated Article-Must be Properly Labelled.

MAPLE SYRUP AND MAPLE SUGAR-The time has once more come round when the minds of the farmers and their sons turn to thoughts of maple sugar making. This work on the farm is perhaps the most attractive of any during the year and no matter what other work is shunned everybody-even the farmers' wives and daughterswants to get out to the woods for the sugar making.

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IRCULAR

Grocers are particularly interested in the maple industry and if possible should take a jaunt out into the country to visit a maple sugar camp in the woods and thus get more intimately acquainted with the manufacture and incidentally with some of their customers.

Rapid Development.

The maple industry is an old and long established one. It had its origin with the Aborigines of Canada-the Indians who employed only the most primitive and of course wasteful methods. Later on the early white settlers, copying, but improving on the methods of the Indians, began by making use of wooden spouts fashioned to fit the holes that they bored in the trees with an auger. The auger-hole took the place of the gouge in previous use. For receptacles, wooden troughs were roughly gouged out; some nearby basswood or pine tree furnishing the material.

The gathering was mostly done by hand or by main strength and when the sap was collected it was boiled into sugar in large iron kettles, strung sometimes three or four on a large pole. On account of the great amount of sparks falling into the boiling contents of these kettles, and the fact that it was boiled altogether in an iron vessel, the result was that the finished product was often of a very dark and uninviting appearance.

As "commercial" sugar was rather a luxury in those days and money was proportionately scarce, the maple product supplied the wants of the settlers very acceptably. But, as those who had been making it in a larger way and who sold their surplus make, began to see the possibility of making their maple bushes a source of profit and an additional revenue to their farms, they began to look about for more improved methods of handling the sap. At this point the passing away of much of the romantic part of the industry is noticeable, where the young people of the settlement were accustomed to gather around the camp fire and enjoy to the full, the fun of the old-fashioned "sugaring off."

Shanty in the Woods.

Then came the shanty or camp with its brick or stone arch and chimney

and large pans and heaters, buckets or tin hung from metal spouts, more trees being tapped, gathering being done by horse and sleigh, syrup being manufactured as well as sugar. As a ready market was found for the product, the business rapidly grew until now there are in many parts in Canada, and especially in Quebec and Eastern Ontario, large sugaring camps where the sap, from in some instances 6,000 to 8,000 trees, is rapidly converted into the delicious sugar and syrup of the most beautiful and attractive appearance and flavor.

This could never have been possible without the advent of the modern and up-to-date evaporators and appliances now used. The business has lost much

of the hard, toilsome work. In the old way the sap was poured into a kettle at one end of the row and dipped from one to another, gradually becoming stronger as it reached the end of the line. To-day manufacturers have tinned spouts, tin buckets, tin gathering tanks, and storage tanks of the same material. The sap never touches wood from the time it leaves the tree. It comes into the evaporator by the force of gravitation from the storage tank and gradually working its way by means of the same force from one compartment of the machine to another until at the far end of the machine it is finished and drawn off as the pure, beautiful and delicious maple syrup.

Owing to the fact that there is only a comparatively small amount of sap over the fire and that for a short time only, the result is a much superior article both in flavor and in appearance.

Adulteration a Drawback.

The greatest drawback to the sugaring industry to-day is the adulteration of the pure product which has been resorted to by some dealers and in some instances by makers.

Maple sugar makers can never hope to compete with other manufacturers of syrup and sugar in the open market nor do they need to do so. Theirs is an altogether different and superior article. It is the maple flavor that people demand and which they ungrudgingly pay for once they are satisfied they are getting a pure and unadulterated arti-

The consumer should know that it costs much more now than of old to produce a gallon of pure maple sugar; fuel, labor, camp and all necessary utensils are so much more expensive.

The total pure maple product at the present time is only some three or four pounds per head of the population. As has been stated, one great drawback to the industry is the amount of "com-

pound" and adulterated stuff put on the market, some of which has not a drop of pure maple whatever in it but is flavored with a preparation called "Maple Flavor." With this adulterated article bridled by suitable legislation, the pure maple product as manufactured by modern means in a properly equipped sugar camp should enjoy a wider reputation and be more eagerly sought for by the consuming public, to the mutual advantage of producer, retailer and consumer.

Standard Syrup.

Standard syrup weighs 13 pounds two ounces per gallon and will register 218 to 220 degrees F. when boiling. After reaching that temperature it should be removed from the evaporator, strained through a flannel or felt strainer into a large settling can and allowed to settle for at least 48 hours. It will then be ready to put into cans or bottles for the retail trade. For wholesale trade syrup is usually put into five-gallon tin cans and wooden kegs holding from 15 to 30 gallons each.

Pure maple syrup or maple sugar is made, of course, from nothing but the sap of the sugar maple tree. If anything is added it must be labelled as a mixture or compound. H. J. Dager, food inspector for the Dominion of Canada, explained to The Canadian Grocer that it was a violation of the law to add "and contents" to a label in such small letters that the words are not readily

The Penalties.

Every grocer knows that maple syrup is often adulterated and how. One who adulterates or orders anyone else to adulterate such a food by using something injurious to the health shall for the first offence be liable to a penalty not exceeding \$500 and costs or imprisonment for six months or both, and not less than \$50 and costs; for each subsequent offence the penalty shall not exceed \$1,000 and costs, or one year imprisonment or both and not less than \$100 and costs. If the ingredients added are not injurious to the health but are added chiefly to increase the bulk the penalty for the first offence shall not exceed \$200 and costs or three months' imprisonment and for each subsequent offence \$500 and costs or six months' imprisonment or both is the maximum penalty, and the minimum \$100 and

3 Important to Retailers.

For selling or offering for sale, adulterated food injurious to the health the maximum is \$200 and costs or three months in jail or both for the first offence and for each subsequent offence the fine is placed at not more than \$500 and costs or six months in jail or both. and not less than \$50 and costs.

If the adulteration is not injurious, the penalty imposed for selling shall not exceed \$100 and costs and shall not be less than five dollars and costs. latter, if anything, is added, must bear a notice on the label in a conspicuous place stating that such is the case.

TOBACCO IN ONTARIO.

In Fourteen Years Value of Production In Essex and Kent Amounted to Over \$3,000,000.

Chatham, March 2.—The following statistics in regard to the extent of the tobacco industry in Kent and Essex for the past 14 years have been furnished by W. T. Gregory, the widely known tobacco man, and should prove of more than passing interest, as showing the amount of tobacco these two counties are producing, and the value of the industry

From present indications the crop of 1909 will exceed that of any former year. The largest quantity was grown in 1906, but the highest price was paid in 1904

1895—60,000 lbs. Value\$ 3,900
1896—80,000 lbs, 5,400
1897—600,000 lbs 66,000
1898-4,750,000 lbs 273,150
1899—2,000,000 lbs 130,000
1900—3,250,000 lbs 186,875
1901—2,500,000 lbs 187,500
1902—1,500,000 lbs 142,500
1903—3,250,000 lbs 357,500
1904—5,500,000 lbs 605,000
1905—6,500,000 lbs 552,500
1906—7,500,000 lbs 562,500
1907—3,000.000 lbs 165,000
1908—510,000 lbs 45,000
Total, 41,000,000 lbs \$3,282,825

The marked drop in quantity in 1908 was due to the "big break" in price the previous year, consequent on the heavy production of 1906, when in point of productiveness the industry reached its zenith—for the time being. The industry has suffered from the same trouble which prompted the organization of the Kentucky "night riders"—uncertainty of price.

THE LAW IN GERMANY.

A merchant in Germany possessed besides his main store, a branch in another town. He advertised the sale of this branch "on account of giving up the business." As the main store was still running and intended to be kept going he was proceeded against under the law and condemned to pay a fine.

He appealed against this judgment at the Court of Rensin at Karlsruhe, and this tribunal reserved the decision of the lower court, the court holding that it was legal to advertise the sale of the limited business of the branch. It was not against the law to hold a union of interests between the main business and the branch, although the goods in both stores were the property of one and the same concern. A branch business occupied a certain independent position in that it is through its location separated from the main store, requires a separate staff and separate management, it owns and controls its own stock, appears before the public as an independent business and is looked upon by everyone not aware of its connection with any other concern, as a self-supporting business. It was natural then that such a business can undertake a disposal sale and to advertise it as such, in so far as pertains to the goods of the branch.

The supplying of stock from the main store is only not allowable when same overstep the actually necessary point of assistance to the disposal sale. It is allowable to supplement the stock of the branch store with desirable and necessary goods to assist the disposition of the goods held in store at the branch.

In the case before the court there was no evidence that unnecessary goods were supplied by the main store and the judgment against the merchant cannot therefore be maintained.—From Die Kolonialwaren Wache.

NO ADULTERATED HONEY.

Production or Sale as a Compound Absolutely Prohibited.

The Department of Inland Revenue at Ottawa has issued an important circular dealing with the adulteration and sale of honey. At the present time it is represented that there is being placed on the market considerable quantities of a mixture labelled in large letters "pure honey" with the addition in small letters of the words "and contents." The contents have been determined by analysis to be nothing but invere sugar.

The following circular has been sent to The Canadian Grocer in order to acquaint the grocers of the Dominion of the law respecting the sale of the adulterated article:

"Under section 30 of "The Adulteration Act" the manufacture, sale or offering for sale in Canada of any imitation of honey or sugar honey or other substitute for honey is strictly forbidden. The provisions of section 24 of the said act respecting the use of the word 'mixture' does not apply to honey and any production or sale of this article as a compound is absolutely prohibited.

"The punishment for any offence against the provisions of section 30, above referred to, is determined by section 164 of the Criminal Code and consists in the liability to a term of imprisonment of one year."

Tell Your Customers
That:

SHAMROCK

BIG PLUG

SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scot.

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS, BISCUITS AND CONFECTIONERY from

COTT

JOS. COTE

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

Office & Store Warehouse

188 St. Paul St. 19 St. Andre St. 79 St. Joseph St. no Pr

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im

Tel. Up 2076
YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada 506 Lindsay Building, MONTREAL.



The Canadian Hardware Jobbers

Use Large Space in Our Annual Spring Number each year. Last year during depression

Lewis Bros., Montreal, used 5 pages
Hobbs Hardware Co., London, 2 pages
Caverhill, Learmont & Co., Montreal, 2 pages
H. S. Howland, Sons & Co., Toronto, 2-page insert
Wood, Vallance & Co., Hamilton, 1 page

Frothingham & Workman, Montreal, 1 page
Rice Lewis & Son, Toronto, 1 page
D. H. Howden, London, 1 page
Kennedy Hardware Co., Toronto, 1 page

These firms have travellers covering the country thoroughly and are in a position to know whether or not this Number is read by the hardware trade throughout Canada. Practically every article sold through the Canadian Hardware Trade will be advertised in it. It will, therefore, be used for months as a Directory by Wholesale and Retail Dealers. Our Annual Spring Number will be published March 20-just when Spring trade is opening up. An immense amount of Hardware is shipped to the West as soon as navigation opens. The end of March is, therefore, a most opportune time to make good, strong bid for business.

WE GUARANTEE TO SEND A COPY OF THIS NUMBER TO EVERY HARDWARE, STOVE AND TINWARE DEALER IN CANADA RATES: Full Page, \$35.00 Half Page, \$20.00 Quarter Page, \$12.00

Advertising Forms Close March 16

HARDWARE AND METAL

MONTREAL **NEW YORK** 622-624 TRIBUNE BLDG.

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Scot.

si-IS.

TORONTO

CHICAGO 933-935 MONADOCK BLOCK

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 Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited HAMILTON, CANADA

THE WALKER BIN SYSTEM OF GROCERY STORE EQUIPMENT

has become a large factor in meeting the demand for pure, clean food products and the public is not slow in showing its appreciation. A Walker Bin installation will mean a great deal to your regular and transient customers and to you it well mean LARGER BUSINESS—BETTER SERVICE—REDUCED EXPENSE and LARGELY INCREASED PROFITS.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

Representatives :

Manitoba: Stuart Watson & Co., Winnipeg, Man. Saskatchewan and Alberta; J. C. Stokes, Regina, Sask. Montreal; Kenneth H. Munro, Coristine Bldg

The Walker Bin and Store Fixture Co., Limited Designers and Manufacturers of

Modern Store Fixtures

Berlin, Ontario



Elgin National Coffee Mills

40 Sizes and Styles

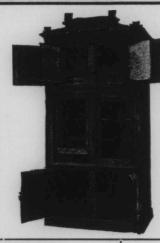
They are the Fastest Grinders Easiest Runners

Ask any wholesale grocer, tea and ceffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS ELGIN, ILLINOIS, U.S.A.





Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces-Ryan Bros., Winnipeg

Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited TORONTO, ONT.

WRITE FOR CATALOG



"I can draw an accurate gallon of oil without soiling my 5 hands in the least with my



That's because the Bowser pumps the oil right into the customer's can,

and measures it, all in one operation.

There is no need of funnels; no use for measures. It's all done in an instant and all the oil goes on the inside of the can.

Send for our latest Bulletin No. 5057. There is something in it for you.

S. F. BOWSER & CO., Ltd.

66-68 FRAZER AVE., TORONTO



Now, what do you know about Allison?

Of course you've heard of the famous, flawless, universal Allison Coupon System. But what do you KNOW of this remarkable system in its application to your business? Here's a brief explanation.

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 tencent coupon, and so on until the book is used up. Then, he pays the \$10 and gets anoth book. No pass books, no charging, no lost time, no errors, no disputes.



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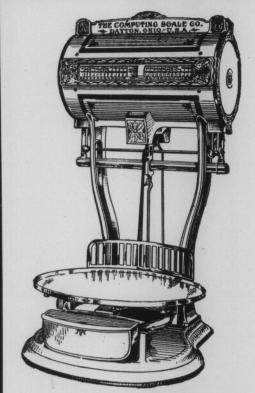
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19 W.

Allison Coupon Books

Manufactured ALLISON COUPON CO., INDIANAPOLIS.

Order them from your jobber.



DAYTON MONEYWEIGHT SCALE

NOTE THE LOW PLATFORM

Overweight Problem

Solved!

With this 1909 visible, self-weighing, self-computing, Automatic Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate form of

Automatic Weighing Machine

-accurate, reliable, durable.

Gives the exact weight for the exacting dealer. Gives the exact weight to all customers. True as steel and built for a lifetime of exact weighing.

Weighs to an ounce, computes to a cent.

Low platform—only 6½ inches from the counter.

Our Automatic scales are equipped with a thermostat, like a watch,

which makes them weigh with absolute accuracy in any temperature.

No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE.

Drop us a line for full information.

The Computing Scale Co.

of Canada, Limited

164 W. King St., Toronto, Ont.



✓ Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue If you want something, say so in a few well-chosen words. Readers like that sort of straightfrom-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

"NO SPRINGS"

The Toledo Automatic **Computing Scale**

"The Scale with Brains"

All Sizes. Prices from \$40 to \$175

Suitable for Groceries. Meats, Fish, Delicatessen and Confectionery

We Invite Comparison

Toledo Computing Scale Co.

335 Yonge Street -Toronto, Ont.

55 Notre Dame St. East, Montreal, Que.

Write for illustrated booklet. Remember: The Toledo is Absolutely "Springless"

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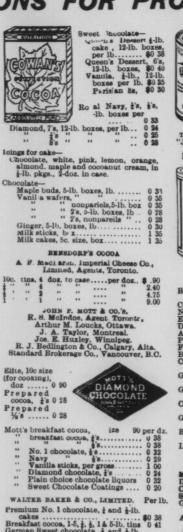
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TATIONS FOR PROPRIETARY ARTICLES

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4-dux. 10c. \$0.85 3-dcz. 6-oz. 175 1-doz. 12-oz. 3 50 5-dc. 12-oz. 3 40 3-doz. 241b. 10 50 1-doz. 51b. 19 75	Diam
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CLEVELAND'S BAKING POWDER. Per Doz.	Kilte, le (for coo doz . Prepa cocoa Prepa ½ s . Mott's
T. KINNEAR & CO. Jrown Brand- 1 lb. time, 2 doz. in case	WALT Premiu cak
Blue. \$0 17	Germa cale Caraca cale Auto i 3 a Varillie 6-li Soluble 1-li Cracke Caraca per
WHITE SWAN SPICES AND CERBALS LTD. White Swan Breakfast Food, 2-doz. in case, per case, \$3.60. The King's Food, 2-doz. in case, per case, \$5. White Swan Barley, Orispa, per doz., \$1. White Swan Self-rising Buckwheat Flour, per doz., \$1.20. White Swan Self-rising Pancake Flour, per doz., \$1.20.	Packag packed 1 lb. lb
Pancake Flour, per doz., \$1.40. White Swan Wheat Kernels, per doz., \$1.40. White Swan Flaked Rice, per doz., \$1.40. White Swan Flaked Peas, per doz., \$1.40. White Swan Flaked Peas, per doz., \$1.40. White Swan Flaked Peas, per doz., \$1.40. Ghocolate: ard Gocoav Chocolate: ard Gocoav Chocolate: ard Gocoav Chocolate: ard Gocoav Chocolate: ard Gocoav Perfection, \$1.10. per doz. 10. size: 0.90 10. size: 0.90 Condensed cocos, cream and sugar, doz 2 25 Soluble, bulk, per lb. 0.50 London Pearl per lb. 0.15 London Pearl per lb. 0.15 London Pearl per lb. 0.15 London Pearl per lb. 0.20 Per lb. 1.10. Plain Rock, \$1.10. cakes, 12-10. boxes. 0.40 4.10. 0.40	Best Spec Ribt Macc Desi White Feat Shre In p

EPPS'S.



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Mott's	breakfast o	ocoa,	ize	90 per	38
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"	Vanilla stic Diamond cl Plain choice	nocolate,	8	0	24
"	Sweet Choc	olate Coa	tings .	0	20
WAL	TER BAKER	& CO., L	MITEL	Pe	r lb.
Premi	um No. 1 ch	ocolate, ‡	and 1		
D	kes	*****		\$0	38
Germ	fast cocoa, 1 an Sweet che	ocolate, 1	and 2	lb.	41
Carac	kes, 6 lb. bo as Sweet oh	ocolate,	and }	lb.	28
Auto	Sweet choc	olate, 1-6	lb. cak	08,	35
Varil	and 6 lb. bo: la Sweet cho	colate, 1-	i-lb. cal		35
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1-	b. tins			0	38
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P	he above qu	otations a	re f.o.b	3 Mon	00 real
	C	ocoanut			

CANADIAN COCCANUT CO., MONTREAL.
Packages—5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases. Per 1b. 1lb. packages. 0 26 lb. 0 27 lb. 0 28 land \$b. packages assorted 0 26 and \$b. packages assorted 0 26 and \$b. packages assorted 1b. boxes 0 28 lb. 1b. 1b. 1c. 5, 10, 15 lb. case 0 30 and 5 lb. 1c. 1c. 1c. 1c. 1c. 1c. 1c. 1c. 1c. 1c
Bulk—In 15 lb. pails and 10, 25 and 50 lb. hoxes. Pails Tins. Bbia.
Best Shredded
WHITE SWAN SPICES AND CEREALS LTD.
White Swan Cocoanut— Featherstrip, pails
Condensed Milk.
BORDEN'S CONDENSED MILE CO. Wm. H. Dunn, Agent, Montreal & Toronto. Cases. Doz.
"Eagle" brand (4 doz)
"Gold Seal" brand (4 doz) 5 00 1 25 "Challenge" brand (4 doz) 4 00 1 00 Evaporated Cream—
"Peerless" brand evap. cream 4 70 1 20 hotel size 4 90 2 45
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TRURO CON			
per case (4 Reindeer"	doz.) brand per	case (4 doz	\$4 80
Remade	— po	Caso (1 doz	.,







Mo-Ja, 1-lb.tins Mo-Ja, 1-lb.tins 28c. lb. Mo-Ja, 2-lb.tins 28c. lb.

Cafe des Epicures—1-lb. fancy glass jars, per doz., \$3.80.

Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.

Presentation, with rumblary \$10 per 40. with a rumblersi. \$10 per dos

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



Individual size jars,... per doz...... 1 00 Imperial holder-Large size,doz. 18 00 Med. size " 17 00 Small size " 12 00

Large size, doz. 2 40 Small size, " 1 40

Roquefort-



Peanut Butter.

MACLAREN'S IMPERIAL CHEESE CO. LTD. Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons..... \$3.50 each Small " 50 " 3.68 " Assorted, cases, 26 small, 12 large 3.55 " Net 30 days.

Confections

THE COWAN CO., LTD.			
Cream Bars, 60's, assorted flavors, box	1	80	
Milk Chocolate Sticks, 36 in box, "	1	35	
" 10c cakes, 36 in box "	2	55	
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0	33	
	0	25	
Maple Buds, 5-lb. boxes, lb Nut Milk Chocolate, ½-lb. cakes, 12-lb.	0	36	
box, lb	0	40	

Coupon Books-Allison's.

For sale in Canada by The Eby Blain Co Ltd. Toronto. C. O. Beauchemis & Fils. Montresl \$2, \$3, \$5, \$10, \$15 and \$20. All same price one size or assorted.

Under 100 bookseach 04
100 books and over each (81
500 tooks to 1000 books (8
For numbering cover and each coupon
extra per book ½ cent.



Wholesale Agen

Cleaner.

The Davidson & Hay, Limited, Toronto

Extract of Beef.

Vita" P	ast	euri	zed Ext	tract of	f Beef. P	er case.
Bottles	8 1	-OZ.,	case of	2 doz		83 20
**	2	44	66	1 "		3 00
**	4	66	**	1 "		4 50
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Infants' Food.

Rob neon's	patent	barley	I-lb.	tins	. 81	25
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		1.	1 lb	ins	. 3	25

"Mephisto" and "Purity" Canned

Lobsters.





flats												٠.	2	40 30	4 2	10
"													1	40	1	50

1 oz. (all flavors), doz. 1 00 2 " " 1 75 2 " " 2 00 5 " " 3 75 5 " " 5 75 8 " " 10 00 18 " " 18 00



Jams and Jellies.

BATGEE'S WHOLE FRUIT STEAWBEERY JAM Agents, Rose & Lafianme, Montreal and Toronto. 1-ib. glass jar, screw top, 4 doz., per doz 2 20 THOMAS J. LIPTON Prices on application.

T. UPTON & CO.			
Compound Fruit Jam			
12-oz. glass jars, 2 doz. in case, per doz.	51	00	
2-lb. tins, 2 doz. in caseper lt.		071	
5 and 7-lb. tin pails, 8 and 9 pails in			
grateper lb.	0	07	
7 wood pails, 6 pails in crate, per lb .	0	07	
	ñ	061	
30-lb. wood pails	•		
Compound Fruit Jellies—	1	00	
13-os glass jars, 2 dos. in case per dos		07 1	
2-lb. tins, 2 doz. in case per lb			
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Classified Advertising

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

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

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

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

Yearly Contract Rates.

100	words each	insertion,	year months		
**	**	44	months		
50	**	44	year		
***			months	00	
25	**	**	year	00	

PERIODICALS.

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

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

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

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

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

FOR SALE.

FOR SALE-Town, city, rights for preserving eggs. None better; fortune builder. Start this spring. W., care GROCER, Toronto. (14p)

DUPLICATING DEVICES.

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

SITUATION VACANT.

TORONTO wholesale produce firm has an opening for responsible youngman with knowledge of the produce trade and possessed of good selling ability. Box 293, CANADIAN GROCER, Toronto. (10p)

BOOKS FOR THE GROCER

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

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

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

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

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

SITUATIONS WANTED.

CLERK desires engagement in general store, capable and reliable, North-West preferred. Box No. 291 CANADIAN GROCER, Toronto.

TEA TASTER, BLENDER, Coffee, Cocoa and Chicory manufacturer, advertiser with 16 years' experience seeks engagement as buyer and manager of department with wholesale company. Address Stirling, 37 Jameson Ave., Toronto.

Wanted - By young grocer, position in Cobalt store or vicinity. Thoroughly experienced. Open to buy interest in business. Reasonable salary to commence. Address Box 292, CANADIAN GROCER, Toronto. [10p]

SUCCESSFUL store manager desires change; high grade expert, excellent testimonials. Correspondence invited. Box 296, CANADIAN GROCER,

WANTED.

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

AGENT WANTED.

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

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

MISCELLANEOUS.

DDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, 129 Bay Street, Toronto.

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

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

7,217 National Cash Registers were sold during May, 1908. That's more than were sold during May, 1907. The National Cash Register Company, F. E. Mutton, Canadian Manager, corner Yonge street and Wilton avenue, Toronto.

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

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

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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

DAVID SCOTT & CO.

Established 1878. 10 North John St.

LIVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

Salesmen Wanted!

Be a high grade Traveling Salesman and earn from \$1,000 to \$10,000 a year and expenses. We will prepare you by mail in eight weeks to be one and assist you to secure a good position. Hundreds of our graduates now holding good positions we secured for them, with reliable firms. Many who had no former experience now earn \$100 to \$500 monthly and expenses. If you want to secure a good position and increase your earnings our Free Book, "A Knight of the Grip" will show you how. Send for it today. Address nearest office. Dept. 287 NATIONAL SALESMEN'S TRAIN-ING ASSOCIATION, Chicago, New York, Kansas City, Minneapolis, San Francisco.



WITH EVERY EMPLOYEE from end to end of our immense factory doing his utmost to produce a uniformly high grade of goods, each individual package just right-means that our goods will be right when they reach you and your customer-result, storekeepers are our friends and push both RISING SUN Stove Polish in Cakes and SUN PASTE Stove Polish in Tins everywhere. Second Result-the storekeeper makes his friends our friends-enormous sales for our goods; just the facts, that's all.

MORSE BROS., Props.

Canton, Mass., U.S.A.



BLACK KNIGHT

These words are familiar to newspaper readers in every centre. We are doing extensive advertising to make this name still more widely known. We thus assist you materially in selling this superior

STOVE POLISH

which possesses more points of precedence and popularity than any other on the market. Brilliant, durable, quick and easily applied—four strong talking points.

THE F. F. DALLEY CO., Limited, HAMILTON, CANADA - - BUFFALO, N.Y., U.S.A.



Canada's Leading **Metal Polish**

Contains no acid or grit. Preserves metals. Works easily and quickly. Imparts brilliant and lasting lustre. Will not injure the hands.

Royal Polishes Company, Montreal

Ottawa: General Supply Co., of Canada, Ltd Winnipeg: H. W. Glassco & Co. Vancouver: Wm. Erichsen & Son Halifax: J. C. Calder Sherbrooke: E. H. Bowen And all dealers.

BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE



SOLD BY ALL JOBBERS

34-lb. tins-3 doz. in case.

Worms in Horses and All Live Stock

The eradication of worms from horses and other animals is one of the most striking features of Molassine Meal, and is proof of its unique properties. When

MOLASSINE MEAL

is used regularly—although it is quite free from arsenic or drugs—in consequence of its antiseptic properties, all foul or putrid matter is evacuated, worms cannot live, and are naturally expelled.

A tood which has effects like this must command the attention of all persons interested in the feeding of horses and cattle.

Sole Importer

ANDREW WATSON

91 Youville Square

MONTREAL



TRY IT.

CAPSTAN BRAND PURE MINCE MEAT

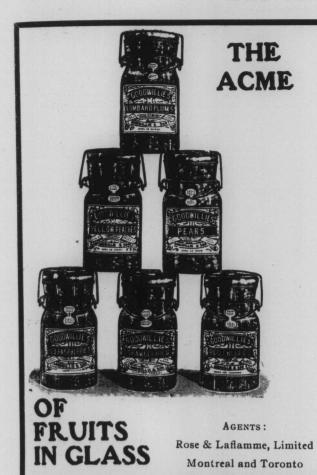
Package Mince Meat Put up in 1/4 gross cases

> Bulk in 7-lb. Pails, 1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour. Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.



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WAGSTAFFE'S

Fine old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and Sealed Fruits

> are better than the imported. Once tried always used.

WAGSTAFFE, LTD.

Pure Fruit Preservers

HAMILTON

-lb. wood palis. per lb. 0 07 ure assorted jam, 1-lb. glass jars, 2 doz in case...

Jelly Powders



Assorted flavors—gross 10.75.





THE ROBERT GREIG COMPANY.

Li price.

Lye (Concentrated)

Marmalade. WINDSOR, MONTREAL



Marmalade, 1 and 2 lb. glass jars and 7 lb. tins.
Jelly Marmalade, 1 and 2 lb. glass 5 and 7 lb. tins

T. UPTON & CO.

THOMAS J. LIPTON
CILLETT'S PERFUMED. Per case

Prices on application



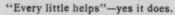
PRICES:

Mustard COLMAN'S OR KEEN'S
D.S.F., 1-lb. tins....... per doz. \$ 1 40

1-lb tins	2 50
4" 1-lb. tins "	5 00
Durham 4-lb. jar per jar	0 75
" 1-lb. jar "	0 25
F.D. \flacktop -lb. tins per doz.	0 85
" -lb. tins "	1 45
Olive Oil	
LAPORTE, MARTIN & CIE., LTD.	
Minerva Brand—	
Minerva, qts. 12's	\$ 5 75
" pts. 24's	6 50
" i-pts. 24's	4 25
Sauces	
PATERSON'S WORCESTER SAUCE	
Agents, Rose & Laflamme, Montre Toronto	al and
i-pint bottles, 3 & 5 doz., per doz	. 0 90
pint " 3 dez	. 1 75
Prices on application	
gode	



LITTLE HELPS or GREAT HELPS?



But this generation moves very rapidly; more business can be done in an hour than in a day a few years ago.

However many "little helps" a grocer may have, Great Helps are a necessity to establish and round out successful trade; and to the latter belong

WOOD'S COFFEES

-greatest helps for the beginner, greatest for the ripe trader.

"WOODS," as applied to Coffees, means the BEST of the world's products graded and classified.

Canadian Factory and Salestooms:
No. 428 St. Paul Street, - MONTREAL



JAMES DOME BLACK LEAD Per gross \$2 40 1 2 50	Brown Label, 1's and a's	Orange Label, "60c Control of Con
THE "SALADA" TEA CO. Wholsal's Retail. rown Label, I's and i's \$0 25 \$0 30 reem Label, I's and is \$0 27 0 35 ine Label, I's and is \$0 30 0 40 af I shal I's and i's \$0 90 0 40 af I shal I's and i's \$5 50 ed-Gold Label ½'s 0 55 0 80	THATE MARK RAM LAL'S PURE INDIANTEA HARMATER ASSOLUTED PURE LA MARIANCE PURE LA MARIA	PURE PACKAGE Montreal and Boston
EMPIRE PACKAGE TEA Clas's 30 and 50 los each— Black, Mixed, and Green Ceylon. 25c. ls, 20c.; is, 21c. 30c. ls and is, 23c. 40c. ls and is, 23c. 50c. ls and js, 35c. 75c. ls and js, 35c. 75c. ls and js, 00c.	Pink Label 1's and 3's Soc. 40c. 40c. 30cd Label 1's and 3's Soc. 50c. 50c. Lavender Label 1's and 3's 42c. 50c. 60c. Canisters Gold Tins, 5's Soc. 1.75 Soc. 2.50 Gold Tins, 1's Soc. acab Soc.	Wood's Primrose, per lb.
Thomas J. Lipton 75 Front 8t. East, Toronto. Event Hockstricky Extra Croscar ELECKTRIC Cryston and male Links Packed in air-tight time only.	### TEA. MINTO BROS., 55 Front St. East Wholesale Retail. Black, green, mixed, is. 0 70 1 00 1 5. 0 55 0 80 1 1bs. 4 is. 0 40 0 60 1 1bs. 4 is. 0 38 0 50 1 1bs. 4 is. 0 30 7 40 2	Currency 5½s. and 10s. 38 Stag 5s. 38 Old Fox 12s. 44 Pay Roll Bars 7½s. 55 Pay Roll 7s. 56 Pug moking—Shamrock 5s., plug or bar 4 Rosebud Bars 5s. 45 Empire 5s, and 10s. 35 Amber 8s. and 10s. 35 Starlight 7s. 55 Cut Smoking—Great West Pouches, 7s. 57 JOS. COTE, QUEBEC. Cigars St. Louis (union), 1-20. \$33 St. Louis 1-40. 35 Champlain, 1-30. 35 Champlain, 1-30. 35 Champlain, 1-40. 36 El Sergeant, 1-40. 55 El Sergeant, 1-40. 55 El Sergeant, 1-40. 55 Cl Sergean
Since label is and is wholesale retail prange if it is and is 0 24 0 80 prange if it is and is 0 30 0 40 prange if it is it is 0 35 0 50 prange if it is 0 35 0 50 prange if it is 0 44 0 60 prange if it is and is 0 50 0 70	We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices. Ceylon Tea, in 1 and 1-lb. lead pure Crylon Tea, black or mixed. Black Label, 1-lb., retail at 35c	El Sergeant, 1-30. 55 00 El Sergeant, 1-40. 55 00 El Sergeant, 1-100. 55 00 Cut tobaccos. Petit Havana, 3, 1-12-1-5. 0 4 Quennel, 1-4, 1-3 0 6 " 1-9 0 6 " 1-1b " 0 7 " 1-1b " 0 7 Veterinary Remedies. W.F. YOUNG Absorbine, per dos. 918 0 Absorbine Jr., per dosen. 90

For charges for inserting quotations in this dept. apply to Adver. Manager, The Canadian Grocer, at our nearest office.

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THE CANADIAN GROCER



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All the particular of the first of the particular of the first of the particular of

Capital Household, I's and § s 0 30 Old Country, I's and § s 0 35 5 o'clock, I's and § s 0 42 H M. B, I's and § s 0 75 Ridgway's Standard Bulk Blend in at all our branches in Oanada.

The Completion of the Completi

18.

Stummer Home to Cor's

336

118 c : : 5

> Barrels, 336 lbs. Bags, 234 " " 112 " 119

Casks, 560 lbs

100 "

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PARTIES NOT BENEDY STOR

OF CANADA

40 35 30 7rades

0 50 0 50 0 40

ontreal and Boston THOMAS

ches, 7s

lug or bar

For best values in

Ger quotations on fruit exported by

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Cleaners and Experience Dec. 1878

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st office 81 10 \$18 FS lies.



Do not let your stock get too low!

VERRET, STEWART & CO.

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Spring Sorting Order

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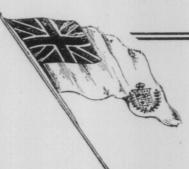
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Give us your list.

Let us quote you.

J. H. WETHEY, LIMITED

ST. CATHARINES



A SPECIAL SPICE OFFER

Empire Brand

Free Phones
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You cannot afford to miss this. See our travelers or write or phone us. Our **EMPIRE TEA** Sales increasing daily. Try them.

When in a hurry phone us, prompt attention, quick despatch.

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