

**PAGES
MISSING**

CANADIAN GROCER

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

Montreal: 701-702 Eastern Townships Bank Bldg.

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

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New York: Rooms 1109-1111, 160 Broadway.

Winnipeg: 511 Union Bank Building.

VOL. XXIV.

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NO. 12.



KEEN'S OXFORD BLUE

The only argument necessary to convince your customers of the undeniable superiority of KEEN'S OXFORD BLUE is to get them to try it once—they will buy it always thereafter. That's what you want, steady trade.

FOR SALE BY ALL THE CANADIAN JOBBING TRADE.

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

Agents for the Dominion of Canada

**Canada's
Leading
Starches**

Edwardsburg

"Silver Gloss" Starch

(for laundry purposes has no equal)

Benson's "Prepared" Corn

most perfect for cooking, puddings, desserts, etc.

These brands are found in every up-to-date grocery store. They make satisfied trade.

Demand them of your jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

63 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal

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"THISTLE" Canned Fish

Canned Haddies, Kippered Herring and Tunny Fish packed under the label and brand of "Thistle," come direct from the famous St. Mary's Bay Fishing grounds. The motto of the Packers is: "not how cheap but how good." The verdict of connoisseurs is: "*the finest produced.*"

SARDINES From Norway

Packed in perfectly pure Olive Oil by Olsen & Kleppe at Stavanger, Norway, and packed with wondrous care and skill in the selection. Their special leading brands "Albatross" (small fish) and "Ambrosia" (a trifle larger) command ready and large sales to the most fastidious people.

A
MODEL
Budget

good
for all.

Griffin & Skelley's Dried and Canned Fruits (all packed under the "Griffin" brand) are unique in the possession of that absolute confidence which wins permanent trade—the "Griffin" brand is like the "sterling" mark on silver. Seedless and Seeded Raisins, Sterilized Prunes, Cured Fruits and Canned Fruits.

GRIFFIN'S Dried Fruits

Vermicelli, Macaroni, Spaghetti and Fancy Pastes, bearing the name "Codou" on the package, are accepted the world over as the best of their kind—nothing finer can be produced. Cleanliness is absolute in the factory whence they come—the model factory of national repute. The rigid maintenance of quality is absolute. "Codou" is the name.

CODOU'S Macaroni

ARTHUR P. TIPPET & CO., Agents

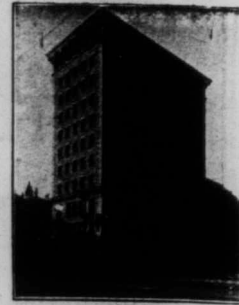
Montreal Toronto



Montreal Office

Manufacturers' Agents and Brokers' Directory

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



Winnipeg Office

<p>R. B. Colwell BROKER HALIFAX, N.S. REPRESENTING LEADING MANUFACTURERS, SUCH AS E. D. Smith Lowneys Toblers</p>	<p>E. H. BOWEN Manufacturers' Agent and Broker SHERBROOKE, QUE. Solicits representation of another first class firm putting up high grade goods. Eastern Townships thoroughly covered by three travellers. Highest references. Write im- mediately if you desire to have your line well introduced.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 77 York Street, Toronto</p>
<p>J. W. GORHAM & CO. JERUSALEM WAREHOUSE, HALIFAX, N.S. Manufacturers' Agents and Grocery Brokers WAREHOUSEMEN can give close attention to few more first-class agencies. Highest references.</p>	<p>E. T. BUSINESS. You, Mr. Manufacturer, can do a good deal larger business in the Eastern Townships, if your lines are pushed by a live representative right on the ground. You want someone who thoroughly knows the field and to whom grocery business is not a Chinese puzzle. 15 Years on the Ground S. ROBITAILLE & CO., Sherbrooke</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>FOR SALE Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order. J. T. ADAMSON & CO. Customs Brokers and Warehousemen — 27 St. Sacramento Street, Montreal TEL. MAIN 778 BOND 28</p>	<p>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, N.B. Open for a few more first-class lines.</p>	<p>JUST ARRIVED IN STORE Shipment from John Gray & Co., Limited, Scotland, of their celebrated Jams and Marma- lade. 1's, glass, black currant, strawberry and raspberry jam. 1's, stone jars, black cur- rant, strawberry and raspberry jam. 1's, glass, marmalade. 7lb. tins Marmalade. We will gladly furnish prices. DOMINION BROKERAGE CO. 73 Front St. E., Toronto</p>
<p>ROBERT ALLAN & CO. MONTREAL General Commission Merchants Representing Morris Packing Co. Pork and Lard—Finest Quality</p>	<p>We are Buyers and Sellers of White Beans W. H. Millman & Sons Wholesale Grocery Brokers TORONTO</p>	<p>WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>
<p>WAREHOUSE ACCOMMODATION IN OTTAWA Largest warehouse in Ottawa Valley, Fireproof; low insurance rates; direct connection all railways. Convenient to navigation. Centrally located. Write for rates. Special rates for large quantities Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful at- tention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>TRACKAGE PROPERTY Storage Warehousemen and Distributors Prout, Simpson & Co. WINNIPEG, MAN. Open for a few good lines</p>
<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manu- facturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Busi- ness solicited. Our position is your opportunity. SASKATOON, Western Canada</p>	<p>G. C. WARREN Box 1036, Regina IMPORTER, WHOLESALE BROKER, and MANUFACTURERS' AGENT</p>	<p>J. W. SNOWDON Manufacturers' Agent 413 ST. PAUL STREET MONTREAL</p>
<p>An inch space in this de- partment costs 77 cents per week or \$40.00 per year.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</p>	<p>Face-to-Face Business Are you satisfactorily represented in this dis- trict? If not, write G. WALLACE WEESE Manufacturers' Representative 30-32 Main East HAMILTON</p>

Are you interested in MOLASSES? We have it.

A genuine

New Orleans—

fine strong bakers'—

in barrels **24** ^{cts.}
imp. gal.

half barrels at the usual advance, 2c. gal.

A sample for the asking.

“ANCHOR” brand

New Orleans MOLASSES

2's cases 3 doz. } **2.85 case**
3's “ 2 “ }

Freight prepaid on 5 case lots.

QUALITY GUARANTEED.

Our new “ANCHOR” label will
sell these “at sight.”

EBY-BLAIN, LIMITED

Wholesale Grocers,

TORONTO

Artful Advertising Often Exalts Poor Quality in Tea

It makes the dealer lose his pride in encouraging a higher
taste for superior tea.

Spread this information amongst your trade and you can
raise them to the level of

“Ram Lal's Pure Tea”

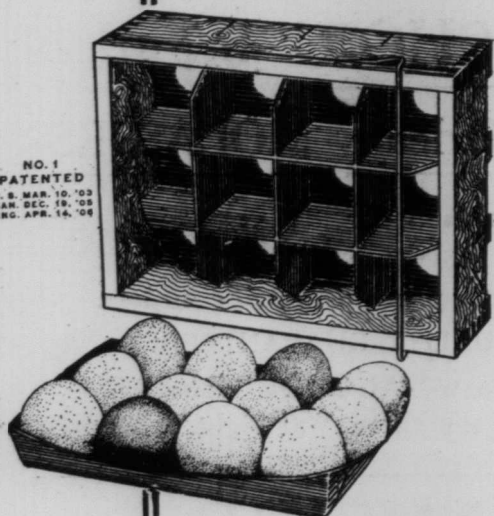
SEND TO US FOR SAMPLES AND PARTICULARS

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

A Broken Egg

means loss of profit, a smeared package,
and a disgruntled customer.

NO. 1
PATENTED
U. S. MAR. 10, '03
CAN. DEC. 19, '05
ENG. APR. 14, '06



STAR Egg Carriers and Trays

assure safe egg delivery,
and absolutely satisfied
customers.

You Cannot Afford to be Without Them

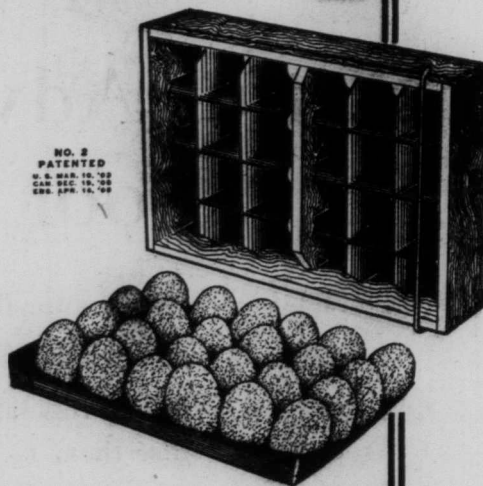
Ask any one of our 200,000 satisfied customers.

STAR EGG CARRIERS AND TRAYS

are ready for instant use—
no setting up required.

They mean a great sav-
ing of time—are filled and
emptied in six seconds.

NO. 2
PATENTED
U. S. MAR. 10, '03
CAN. DEC. 19, '05
ENG. APR. 14, '06



On sale by leading jobbers everywhere.

Star Egg Carrier & Tray Mfg. Co.

Rochester, N.Y., : : U.S.A.

JOHN G. ELBS, Proprietor

MacLaren Imperial Cheese Co, Ltd., Toronto, Canada
Selling Agents

“AYLMER” JAMS, JELLIES PRESERVES, etc.

Every Glass Jar or other package of “AYLMER” Jams, Jellies or Marmalades is Guaranteed Absolutely Pure, put up from FRESH FRUIT when in season and FINEST GRANULATED SUGAR.

The flavor and high quality of “AYLMER” Preserves cannot be obtained in preserves made from pulp.

NO PRESERVATIVES

NO COLORING

At every process cleanliness is reduced to a science.

“AYLMER” New Season's Scotch Marmalade and Orange Jelly Marmalade now ready. Send in your orders at once for stocks of these fine goods.

CANADIAN CANNERS

Limited

HAMILTON, - CANADA

To Win The Trade Of The Particular Home-Baker Just Get Her To Try One Bag Of

PURITY FLOUR

Every particular home-baker would like to improve the flavor, the color and the nutritiousness of her bread, if she knew how to do it.

You are the one who can tell her how to do it. Just advise her to use PURITY flour.

PURITY flour consists exclusively of the high-grade constituents of the hard wheat berry.

The Quality of PURITY shows in the baking.

The flavor of a PURITY loaf is much more delicious than a loaf made of lower grade flour.

The color is more delightful—a beautiful, snowy white loaf.

The nutritiousness—the food value—is greater, as the high-grade constituents of the hard wheat berry contain more nutriment than the low grade.

Of course, such a high-class flour as PURITY costs the customer

more, but PURITY makes up the small difference in price by producing **“More Bread and Better Bread”**

Perhaps your customer may not want to buy a barrel or a 98-lb. bag of PURITY Flour for her first trial. She will, however, be easily persuaded to try a small bag—a 7, 14 or 24-lb. bag—especially when you tell her that PURITY Flour is guaranteed satisfactory or money refunded.



But after she has tried PURITY Flour she will be so delighted with her baking-day results that she will never again be willing to go back to a lower grade flour.

To improve your flour trade become a “booster” for PURITY Flour. Other dealers are finding that a profitable plan. Just send us an order by next mail—and ask us about our plans for helping the dealer increase his sales.

Western Canada Flour Mills Company, Limited

Toronto, Montreal, Winnipeg, St. John, N.B., Brandon

\$25.00

For a Brainy Person with an Idea

"What's In a Name?"

We Think There's a Lot

Suggest a name by which we may call our line of **high class chocolate goods**, and, if it suits us, and we use it, we will pay you \$25.00.

We cannot think of a catch phrase, or better, a word that pleases us—perhaps you can. Try. Read this ad. carefully. Consider what is said, and think of, or create, a word or a short descriptive catch-phrase that will fill the bill.

Pertinent Facts to Guide You:

We are makers of highest grade biscuits and confectionery, and have a reputation from one end of Canada to the other as manufacturers of reliable goods.

We occupy one of the largest and most sanitary factories in the Dominion.

Every step in the manufacture of our biscuits, confectionery and high-grade chocolates is personally superintended by competent foremen, who are under the supervision of our factory superintendent, who has been with us many years.

Scrupulous cleanliness is everywhere observed.

Our chief line is our "Chocolate Bordo" (registered), the premier Bordeaux chocolate—for 25 years the leader.

We make a full assortment of high-grade chocolates and a complete line of confectionery.

Remember it is for our **high-grade chocolate line** we want the name.

The Montreal Biscuit Company.

We prefer one word, but if the phrase is short, explanatory and applicable, it may do.

We desire something that will connect in your mind quality chocolate and the name of The Montreal Biscuit Company.

Competition closes April 25, 1910.

Prize-winning idea and name of winner will be published in this paper on June 3.

Get busy right away. You can use \$25 as well as the next one.

Consult the panel to the left and learn something of the goods for which you are to suggest a name and then put on your thinking cap and see if that head which has successfully directed your affairs all this time will not yield you a money-winning idea.

You ought to pull in that \$25.00.

**Get into the game to-day. Few of us are devoid of at least One Idea—
Perhaps you have a Winner in Your Mind. Let's have it.**

Address: "Competition"

Ask Us for More
Facts about Our
Goods if You want
Definite Informa-
tion.

The Montreal Biscuit Co.

Manufacturing Confectioners

. . Montreal . .

When You Write
Ask Us to Send
You, Free, a Sample
of our "Chocolate
Bordo."

PURE FOOD PRODUCTS

PINK'S Food Products the World Over are Admitted to be the Perfection of Purity

Of the numerous and varied commodities manufactured by the great house of E. & T. Pink, the head and sole proprietor of which is Sir Thomas Pink, the best known and appreciated are Pink's Jams and Marmalade, the annual output of which reaches the enormous figure of 10,000 tons. To make a comparison and in order to demonstrate the magnitude of this output it may be mentioned that if the Jam was packed into one pound jars and the jars set in a straight line they would extend for considerably over 1000 miles.

To obtain the best knowledge of the work entailed in the manufacture of Pink's Jams one must needs visit the factory, to an inspection of which by their patrons, Messrs. Pink extend at all times a hearty welcome, but for those who are denied this highly interesting and instructive pleasure, the few following facts may be of interest:

The factory and stores cover a ground area of 7½ acres and have a floor space of 15 acres.

An army of 2,000 people are employed in making the Jam and operating the various branches of this vast business amongst which may be mentioned the manufacture of Confectionery, Pickles, Candied Peel, Jellies, Potted Meats and other Table Delicacies, Bottled Fruits, Spices, Mustard, etc., etc., the grinding of Pepper and Spice, the furnishing of all descriptions of Canned Goods, Fruits, Sardines, Salmon, Lobster, etc., and in fact all commodities applicable to the operating of a Grocery Store.

To aid the army of workers all kind of labor-saving machines and appliances are called into requisition as well as twelve steam boilers (3,600 H.P.) numerous steam and gas engines as well as electric motors, 100 Vans and Carts, 120 Horses, and in addition a fleet of Lighters, the latter being extensively used in connection with the ever-growing Continental and overseas export business of the firm.

Taking care of the customer and his requisitions are over 100 travelers and agents, which fact will convey to the ordinary commercial man the extent of the operations effected.

In the manufacture of their Jams, Pink's are easily first in the field in having the pick of the choicest fruits grown in the renowned fruit gardens of Kent and all the other fruit-growing districts of England, and thus it is ensured that all the fruit used in the manufacture of their wide-world known and sterling quality jams is freshly gathered day by day from the finest of the English fruit gardens. It may here be mentioned that as much as fifty tons (112,000 lbs.) of strawberry jam alone have from such daily arrivals of freshly gathered fruit been made in a single day.

Immediately upon the arrival of the fruit at the factory it is transported from the vans direct into the reception rooms and at once conveyed therefrom by elevator to the sorting department, where experienced operators remove the stalks and pick out any bruised specimens, the sound fruit being placed in scrupulously clean earthenware containers and therein carried by trucks to the boiling room where with the requisite quantity of the finest refined crystal sugar it is placed in the boiling pans of which there are 75, each having a holding capacity of one hundredweight. After the jam is made it is emptied into spotlessly clean receptacles which are transported by means of conveyances on wheels to the filling room.

In the filling room a large number of hands are employed to ladle the jam into a great variety of different sized glass and earthenware jars, cups, jugs, teapots, butterdishes, tumblers, tins, etc., etc., according to the requisition of each customer. As each container is filled it is carefully wiped on the outside so that any chance splashes may be removed therefrom, cleanliness in this factory being the ever predominant feature from the outset of the process of manufacture to the despatch of the goods; the container is then placed aside for the jam to cool prior to being transported by elevator to the finishing department preparatory to despatch to the customer.

The finishing department consists of three large rooms where about 250 women are employed in covering and labelling the jars, etc. One has to see this process in order to believe that it takes the practised hands so short a time to top, cover, tie and label the container, wrap it up and affix another label to the wrapper. The completed article then being ready for the Grocer's counter.

The rapidity with which the whole process of manufacture and finish is effected, coupled with the scrupulous care in handling the goods precludes the entry therein of foreign or harmful matter of any sort, and ensures the preservation of the aroma and rich flavor of

the fruit for which Pink's Jams are famed.

It will be of interest also to learn that a large percentage of the fruit used in the manufacture of Messrs. Pink's Jam is never touched by hand after it is gathered.

Is it to be wondered at that whilst taking care of the purity and flavor of their products Messrs. Pink are usually enabled, by the immensity of their transactions, embracing as they do the buying of sugar by the ship load and fruit by the million pounds, to furnish their goods at more inducing prices than other manufacturers, and far beyond comparison with the cost to the careful housewife of making jam at home.

The railway facilities making it possible to ensure during the fruit season daily arrivals at the factory of freshly picked fruit, the housewife may have on her table jam, the principal ingredient of which was growing in the fruit garden the previous day.

The floor space required for the manufacture of jam and marmalade is very considerable, but each line of goods manufactured or handled by the house has its separate building or department. In this manner a large building has been erected and fitted up for the manufacture of candied peel of which the firm claim to be the largest outputters in England. The process of manufacture is of very considerable interest. As the reader knows, candied peel is made from citrons, oranges and lemons. Immense quantities of these fruits are imported by Messrs. Pink for the purpose of this trade.

During the process of manufacture of candied peel the juice is extracted from the fruit. This forms a very important branch of business. Very large purchases of this fruit juice in bulk are made by manufacturers of cooling drinks and beverages, who bottle and send same out to their customers under their own labels.

Bottled fruits, of which E. & T. Pink are the largest outputters, bottling as they do from 15,000 to 20,000 dozen per season, may also be instanced as a speciality of the house. The immensity of the output may be taken as an indicator of unassailable quality.

Another important department is that appertaining to pepper and spice. This department is under the personal direction of Mr. Leonard Pink. But in order to demonstrate what is done in this section it will suffice to mention that "Pink's Perfect" is the recognized household pepper, and that of pepper alone the nominal weekly output of the mills is 15 tons. Visitors should not miss seeing and having explained to them the highly interesting process of pepper and spice grinding and mixing.

At the branch establishment of the firm, at 6 and 5 Eastcheap, London, E.C., are the city offices and sale rooms. Here an up-to-date assortment of inducing samples of the principal commodities offered by the firm are displayed for the convenience of its customers.

And so one might continue elaborating upon the ramifications of this beehive of industry, and thus fill a large volume with but a scant description of the manufacture of a few of the very many articles manufactured by Messrs. Pink, but space precludes this being done. In passing however mention may be made of the immense pickle factory from where it has aptly been said, is drawn the world's supply of pickles. Here the pickles are not only packed in bottles and similar containers, but also in casks, the latter being for customers who buy their pickles from Messrs. E. & T. Pink in bulk, and bottle them for sale to their customers.

The confectionery department also cannot be passed over without mention, employing as it does a very large number of hands, and turning out hundreds of tons of different sorts of delicious sweetmeats, too numerous to enumerate. But it can only be hoped that the reader may at some future time be fortunate enough to make a personal acquaintance with the factories of this very important business where the minutest detail in fabricating its manufacture being taken care of, the acme of perfection in the outturn of the commodity under fabrication is assured.

In the meantime if a word of advice is acceptable it is "Switch on to success by going into business with E. & T. Pink" and, as a preliminary, write to them for a price-list wherein is sure to be found offering just the right article at a price which fits the requisition of your customer.

The business from its modest inception has been steadily built up to its present great magnitude by scrupulous attention to the unrivalled purity of its Pure Food Products, the name of E. & T. PINK on any article or package of food being the recognized guarantee of perfection in taste, quality and purity.

E. & T. PINK, London, England

WRITE FOR PRICE LISTS TO THE FOLLOWING AGENTS:

EDGAR J. FRANKLIN, care The Montreal Star, Montreal

HERBERT J. CAVE, 413 Hastings St., Vancouver, B.C.

FRED COWARD, 1 Grandview Ave., Toronto

A WARNING

appeared in last week's issue of this Journal, as follows:

All dealers selling Maple Syrup labelled "Beauce Brand," not put up by us and bearing our name, will be prosecuted, as we have the sole right to the use of the said name, as per our Trade Mark registered at Ottawa, in the Trade Mark Register No. 58, Folio 14255.

IMPERIAL SYRUP CO.,
MONTREAL, QUEBEC.

In this connection we wish to advise the trade that we are the originators and the first to use this Brand

"BEAUCE" BRAND

A short time ago we were approached by the Imperial Syrup Co., claiming that they were entitled to use this Brand as it originally belonged to them. We immediately invited them to test the issue in a Court of Law. So far they have not seen fit to accept our invitation.

In the meantime, we wish to advise the trade that we will protect them in any proceedings that may be taken against them by handling our

"BEAUCE" BRAND

MacLAREN IMPERIAL CHEESE CO., LTD.
TORONTO, - CANADA
AGENTS

THE CANADIAN GROCER

The W. A. Freeman Co., Limited

MANUFACTURERS, MERCHANTS

Phones

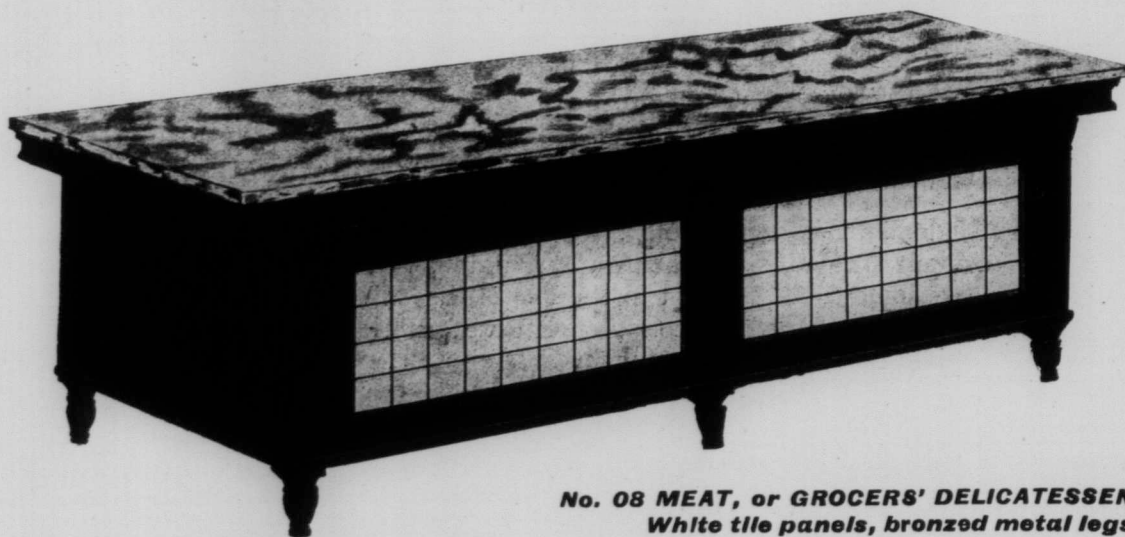
1475

1476

1477

537

597



Cable

Address

"FREEMAN"

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

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

HAMILTON, - - - CANADA

"Keep up with the Twins"



"Keep up with the Twins"

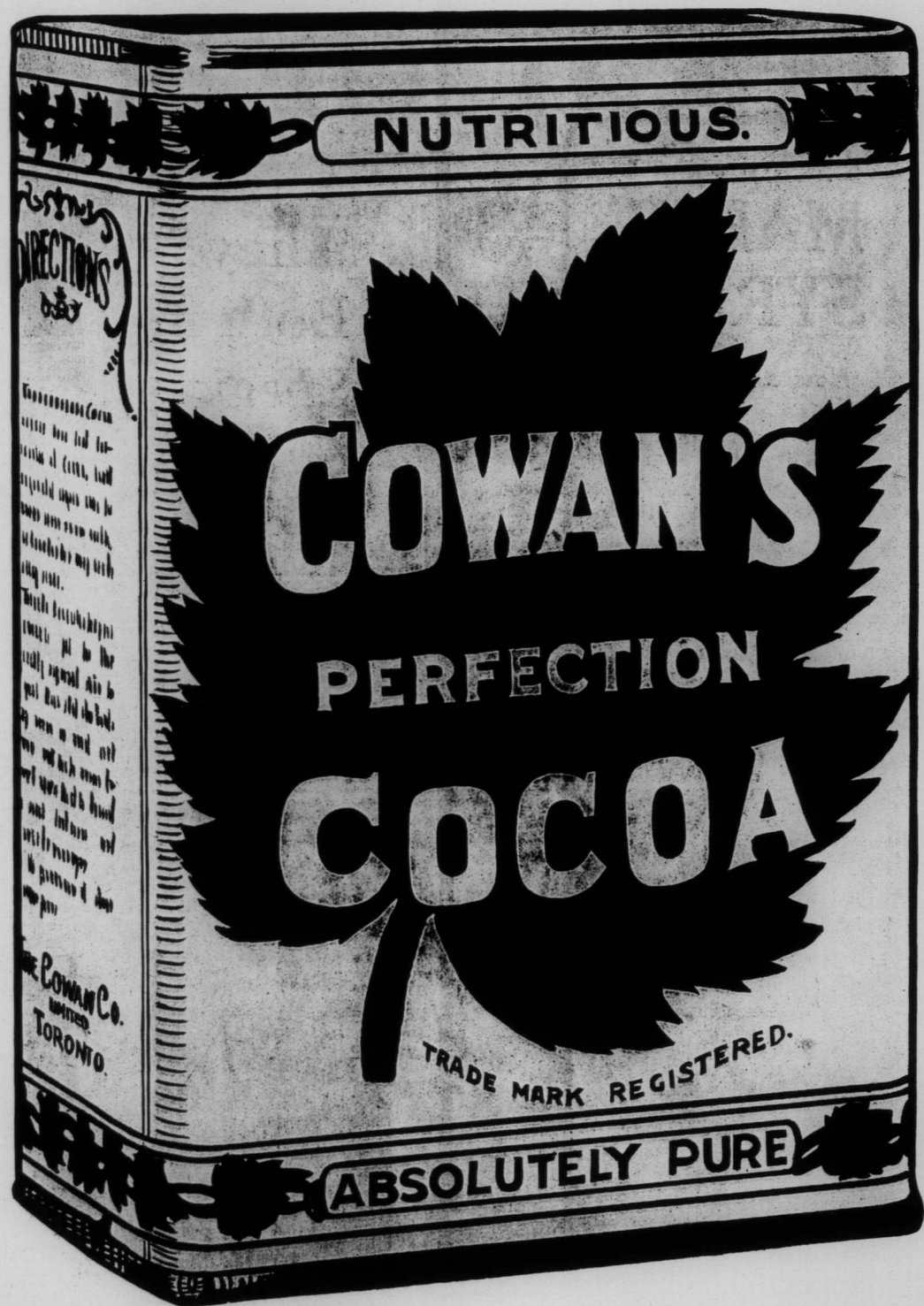
Handle

GOLD DUST WASHING POWDER

*It will give satisfaction to your
customers and satisfactory profits
to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal



When you induce a customer to try a brand of Cocoa or Chocolate—that is better than the kind she has been using, you are taking a long step towards winning her confidence and her steady trade.

You'll find it pays to recommend COWAN'S Cocoa and Chocolate to those who are using ordinary brands.

The Cowan Company,
LIMITED

Toronto - - - Canada



NEW
MAPLE SYRUP

Now Arriving

New Season Pure Maple Syrup, Direct from the Famous Bushes of the Eastern Townships, is now Being Received by us. This District is the Most Reliable and Most Widely Known in Canada. All of Our Syrup is Guaranteed to be ABSOLUTELY PURE, the Sap of the Maple Trees ONLY, Scientifically Evaporated by Experts who Have Been All Their Lives in the Syrup Business.

"PRIDE OF CANADA"

is What We Call Our Maple Syrup, All of Which is Put Up Under this Label in Attractive Bottles and Packages of Tin.

NEW MAPLE SUGAR,

Also "Pride of Canada" Brand—Carrying the Same Guarantee, Now Coming in Daily.

Order Immediately. We are Quickly Disposing of All We Receive.

The Maple Tree Producers Association, Limited

Waterloo, Que.

Montreal Office—58 Wellington Street
Toronto Office—512 Dundas Street



They
Both
Speak



For
Them-
selves

PROPRIETORS:

ROWAT & CO. GLASGOW, SCOTLAND

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

BIG SALE OF TEAS

Over 20 tons to dispose of within the next thirty days. Bought previous to the advance.

Nice Japan Teas
at 16½c. to 18½c. per lb.

Choice Ceylon Green and Black
Teas, in half chests and chests,
at 16½c. to 18½c. per lb.

Large Assortment Young Hyson
Teas. Good style and cup qual-
ity, at 12½c., 14c. and 16½c.

Gunpowder Tea in caddies of
about 30-lbs. We are offering
something very special at
12½c., 14c. and 16½c.

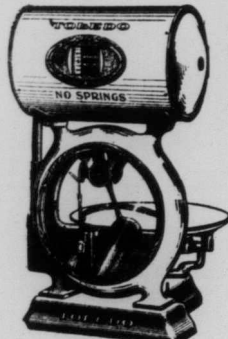
Orders taken from Standard samples for import. Special prices in jobbing quantities. If interested, ask for samples and see our travellers. Special attention given to enquiries and mail orders.

ROBERT SIMPSON & CO.

COR. MAIN AND HUGHSON STREETS, HAMILTON, ONTARIO

Telephone 3541

(Formerly of Guelph)



Customer's Side

**ATTRACT TRADE
TO YOUR STORE
BY USING
TOLEDO SCALES**

**NO SPRINGS
HONEST WEIGHT GUARANTEED**



Customer's Side

Made in Canada
105 Styles and Sizes
Adapted to all kinds Stores
PRICES \$40 UP

THE HIGH PRICES OF EATABLES

I have caused the consuming public more closely than ever to observe the scales used by the grocer and butcher. People lack confidence in Spring Scales, Beam and Even-Balance Scales. But they like to buy over Toledo Scales, because they can see the beautiful Toledo Springless Mechanism which automatically does the weighing; the scales show them the exact weight of their purchase; they see on the scales the signs, "No Springs," "Honest Weight," and have full confidence that their purchases are weighed correctly.

NO WAITING—NO ERRORS

There is no waiting for a salesman to find a balance or to figure what to charge. The Toledo itself does the weighing and calculates the exact value mechanically, instantly and accurately. Thus time is saved, errors avoided, profits assured, customers pleased. Any customer prefers to trade where his purchases are weighed by the most modern, automatic, reliable weighing machine than to buy supplies over old-style scales.

YOU CAN GET THESE ADVANTAGES

Write us and learn how profitable it would be to you to get a profit-increasing and trade-bringing Toledo Scale. We make allowances for some scales in part payment for Toledo. Tell us what you have. We guarantee a better computing scale for less money than you can get from any other source. Write for our Book 3, showing scales and prices.

CANADIAN FACTORY, WINDOR, ONT.

TOLEDO COMPUTING SCALE CO.

Makers of Honest Scales, TOLEDO, O., U.S.A.

Offices in all Large Cities,
Look in Telephone Directory

COUNTER CHECK BOOKS

F. N. BURT COMPANY, Limited

Successors to

THE CARTER-CRUME COMPANY, LIMITED

Better Service.

No Advance in Price.

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

TORONTO

and

MONTREAL

Phone Main 2511

Phone Main 2512

All The World Loves a Winner

With the advent of warmer weather the demand for Sauces and Catsup increases. How about the line you are handling?

Have you got wise to the profit in selling

"STERLING" BRAND?

Sterling
BRAND
Tomato
CATSUP

is made of the freshest and choicest tomatoes only, with the addition of pure spices and condiments. The flavor is unique, and the profit for you "well worth while." Try a case!

The T. A. LYTLE CO.
Limited
Sterling Road, - TORONTO

The West Indies

If you have anything to ship to the West Indies we will handle it promptly and get you the top price.

If you are a manufacturer and wish to place your goods on the West Indian markets our travellers will do it for you.

If you want information of any kind about the West Indies do not hesitate to write us for it.

T. Geddes Grant

Port of Spain - Trinidad

Redpath

Extra Granulated and other grades of Refined Sugar represent perfection in Sugar refining, and are the result of experience and modern machinery.

Manufactured by

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



HAVE A CARE

that your stocks of a staple article like marmalade are right. Be on the safe side by handling

Shirriff's Imperial Scotch Orange Marmalade

It is made solely of luscious Seville Oranges and highest grade sugar, and in flavor is unapproachable.

SEE TO YOUR STOCKS

Imperial Extract Co.,

8, 10, 12 Matilda St
TORONTO.

ESTABLISHED OVER 200 YEARS

CHAMPION'S

MALT VINEGAR



LONDON, ENGLAND

IS THE BEST

Commands a Preference over all others.

Made from the finest malted barley.

AGENTS

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

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

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

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

We are open to do business on easy consignment terms

Write our Agents for Particulars

SOAP SENSE

is a sense that comes to every grocer after a while, and which tells him his best interests are served by selling an honest soap—a soap of absolute purity, retailing at a moderate price. Such a soap is

ASEPTO SOAP POWDER

"The enemy of dirt."

It is invaluable for every purpose in the house, and will be found more economical than any other soap. It is a sure seller and makes repeat orders a certainty.

Order from your jobber.

ASEPTO MFG. CO.
ST. JOHN, N. B.

Agents: ROSE & LAFLAMME, Limited
Montreal and Toronto

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East



THERE'S a reason why

Canada First Evaporated Cream

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

Order from your wholesaler

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

**Tartan
BRAND**

**The Public Demand
WAGSTAFFE'S GOODS**

Sell the line of least resistance. Pays you a good profit. We have Wagstaffe's full assortment of Jams, Jellies and Sealed Fruits. Also Wagstaffe's new season's Marmalade.

SEE OUR TRAVELLERS OR 'PHONE 596 FREE TO BUYERS

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

St. Lawrence

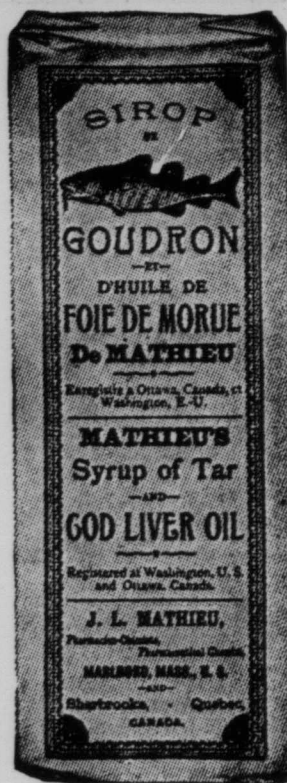
GRANULATED

and

GOLDEN YELLOWS

Made only from Pure Cane Sugar

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



**MATHIEU'S
SYRUP**

of Tar and Cod Liver Oil
AND

**MATHIEU'S
NERVINE POWDERS**

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

The sale has increased enormously—

Thousands of testimonials attest their wonderful value—

They never become dead stock—

They afford dealers a good profit—

Those who once use them make them a household remedy—

Dealers who do not carry them simply lose sales that go elsewhere.

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

Sold by all wholesale dealers.

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

Distributors for Western Canada:

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

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

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.

S. H. EWING & SONS, Montreal and Toronto

Are You Carrying The Empress Brand?

Coffees, Spices, Flavoring
Extracts, Pure Jams
and Jellies

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

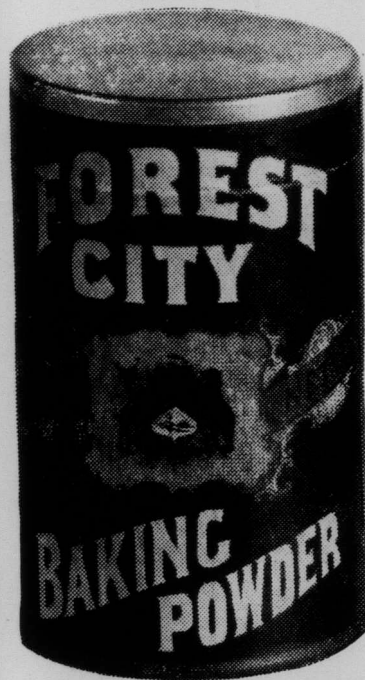
WRITE US

Empress Manufacturing Co.

Limited

VANCOUVER, B.C.

FOREST CITY BAKING POWDER



THE STANDARD
FOR 25 YEARS

6 oz. tins, 75c. doz.
12 oz. " \$1.25 "
16 oz. " \$1.50 "

Manufactured By
**GORMAN,
ECKERT &
CO., Limited**
London & Winnipeg

Is there any reason
why

Kandy Kid

Should not have attained
the largest sale of any five-
cent Pop Corn Confection
in Canada?

The More You Eat
The More You Want

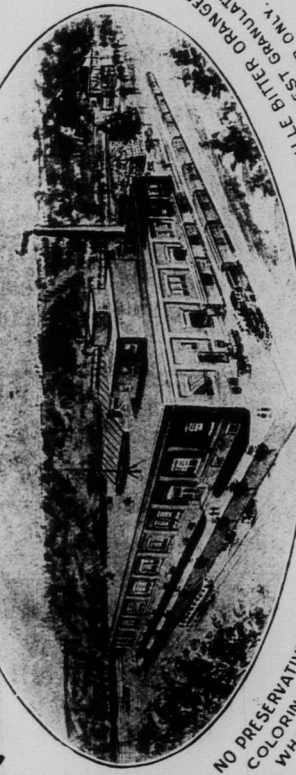
Made Only By

Clyde Fuller & Bro.

WINDSOR : : : ONTARIO

WAGSTAFFE LIMITED, HAMILTON

WAGSTAFFE'S FINE OLD ENGLISH NEW SEASON MARMALADE 1910
NOW READY



NO PRESERVATIVES OR
COLORING USED
WHATEVER

Exact Reproduction of

The Most Modern & Up-to-date Fruit-Preserving Factory in Canada

STILLE BITTER ORANGES
AND BEST GRANULATED
SUGAR ONLY

That Quaker Salmon!

Try a can of **QUAKER SALMON** yourself. If you do not find it the best you ever ate, do not buy it. If you DO—

MATHEWSON'S SONS
WHOLESALE GROCERS
202 MCGILL STREET, MONTREAL

You have found

the most effective means of preserving your perishables in the hot weather if you have been induced to install a

"Eureka" Refrigerator

The "EUREKA" provides a continuous supply of cool, pure air, so long as any ice remains, and is, moreover, very economical in ice consumption.



Investigate the merits of the "Eureka" carefully.

SEND FOR PARTICULARS

Eureka Refrigerator Co.

Noble St., : Toronto

You Must Realize

that an article which has a huge amount of consumer advertising behind it to pull it through the stores, as has

2 in 1

The World's Best Shoe Polish

must be a profitable and quick-selling line to handle.

But, in addition to this ad-pulling force, "2 in 1" has sterling merit behind it. It preserves the boots and makes them pliable; is waterproof; shines quickly and lasts a long time; does not soil the clothes or clog the brush, and is just now in increasing demand.

You can't afford to be without "2 in 1" on your shelves.

The F. F. Dalley Co.

LIMITED

Hamilton, Canada, and Buffalo, N.Y.

JAPAN TEAS

Always best value at

S. T. NISHIMURA & CO.

MONTREAL AND JAPAN

If it's **BUSINESS** you want, Sir, **H. P. SAUCE** will surely bring it along.

H. P. is no shelf-warmer, it's no sooner on than it's off again—off again to good purpose, too, to your customers and to you.

Don't **TRY** to do without

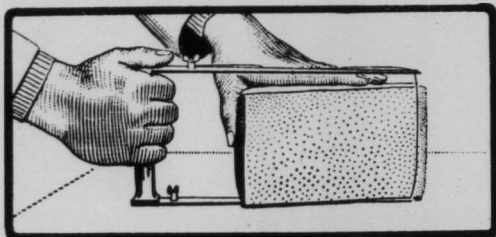
H. P. SAUCE

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

The Perfect CHEESE CUTTER

(Made in England)

A real time-saver, will cut three pieces of cheese whilst you'd be cutting one in the old-fashioned way—and cut them better.



Patent 13713

Carriage paid **\$1.50** to any part of the country.

The arms are of spring steel screwed into a heavily silver-plated handle. Strong steel wire, instantly readjusted or replaced. Clean and attractive. A handsome, practical money-saving addition to your counter.

Every Grocer, Restaurant, and Hotel Keeper should have one.

E. MORRIS & CO.

KING'S LYNN, NORFOLK, ENGLAND



WE WANT YOUR ORDERS FOR BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada



Branch: Sault Ste. Marie

BIGGER and BIGGER SALES

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

AURORA COFFEE

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

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

We make a specialty of

Maple Flavor

For Manufacturers of Extracts
Syrups, Biscuits and Confectionery

STUART BROTHERS

Distillers Essential Oils, Etc.

NIAGARA FALLS CANADA

Get Wise to the Profit Problem

KITCHENER BRAND

PORK AND BEANS

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

THE OSHAWA CANNING CO., Limited
OSHAWA, ONT.

Some Dollars for You



Does \$500.00 a month look good to you? That's what one of our operators is taking in from his route of Red Star Sanitary Vending Machines. Get into business for yourself. Ask us to make you the same proposition that we made this man. One of these marvelous little machines is a little store that pays \$1.50 clear profit every week. At this rate forty machines would give you an income of \$60.00 a week. Write for our proposition to-day. Remember the Red Star Sanitary Vending Machine is positively the only rust-proof vending machine made. Write to-day.

H. E. Winters & Company
73 Sandwich St. Windsor, Ontario

The White Mop Wringer

SELLS AND KEEPS SELLING

Because it never disappoints.
Because it does what we say it will.
Because it does what no other machine does.
Because it does perfect work; wrings drier and easier than any other device.
Each one sold is YOUR advertisement, creating more sales.



Every one **TRADE** and that it **par excel-**

Write for **particulars.**

Made in Canada.
WHITE MOP WRINGER CO., : Fultonville, N.Y.

BRITAIN'S BEST JAM.

£250 CHALLENGE



Issued in "The Grocer" (London), August 14 1909, (repeated October 2, 1909), which did not elicit a single response.

"We are prepared to deposit £250 against a like amount that our New Season's Vacuum-Bottled Jams, as sold by grocers to the public, will surpass in excellence of quality and flavor any Jams made by any other firm in the United Kingdom, as sold by grocers to the public, which are free from Chemical Preservatives, artificial flavoring or coloring matters.

"Samples to be drawn from actual stocks held by grocers.

"This challenge remains open until Saturday, October 9th, 1909."

First British Vacuum Jam Factory.
Duerr & Sons, Old Trafford, Manchester, Eng.

"An ounce of caution is worth a pound of cure"

By handling an article with a 15 years' reputation for quality, you are showing a wise caution that is bound to make for success.

McLean's White Moss

Cocoanut

is made only from the finest selected Jamaica cocoanuts, and cleanliness and purity are essential features of its manufacture. Sold through jobbers only. We also handle all kinds of supplies for bakers and confectioners.

The CANADIAN COCOANUT CO., Montreal

PRESERVE your PERISHABLES

during the hot summer months by installing an

ARCTIC Refrigerator



The 'Arctic' will keep your stock in tip-top condition, and will not swamp your profits by excessive ice consumption. Made for all purposes.

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

BUTTER IN TINS

"BLUENOSE" BRAND

For miners, prospectors, sportsmen, it is the only kind. All butter, carefully packed so as to retain its flavor and to keep any length of time in any climate. Put up in 1lb. and 2lb. tins.

EVERY GROCER SHOULD HAVE ONE CASE AT LEAST

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

BRIGHT YOUNG MEN WANTED

to learn the publishing business. Start will be given on subscription staff. Straight salary and expenses.

MacLean Publishing Company
LIMITED
10 FRONT STREET EAST, TORONTO



White Dove Brands

It always pays best to sell goods the people know and can ever depend upon.

"WHITE DOVE" brands are known because they have made good for years.

W. P. DOWNEY
MONTREAL



TRADE MARK

(REGISTERED)

MAPLE SYRUP

Six Common sense established truths why grocers may handle Small's Maple Leaf Brand only with advantage and satisfaction to all.

1st. Good. Packers claim and give written guarantee on every package that materials used are of highest quality obtainable.

2nd. Better. Claims are substantiated by expert Judges, and awards given from every important Country.

3rd. Best. Its standard character has been maintained in verdict handed down by Judge Trenholme, in Canada's High Court of Appeal Nov. 4th, 1908. (No Government Inspector to fear.)

4th. It is the original Maple Leaf Trade Mark. Registered 1891, therefore you are free from trouble often caused by selling under an Illegal or stolen Trade Marks.

5th. The Exchange does not sell to Peddlers, Convents, Factories, Departmental Stores; neither your competitors, but to recognized wholesalers only.

6th. Prices are within reach of all consumers, made possible only by long experience and large connections.

Jobbers supplied from stock carried at our brokers in Toronto; Nicholson & Bain, Winnipeg, Regina, Calgary, and Edmonton; Standard Brokerage Co., Vancouver, and T. M. Duche & Sons, New York, and Manchester, Eng.

We pack two (2) grades only. SELECTED PURE and STANDARD MIXTURE. Following prices are for local points:

SELECTED

Tested and marked Pure Maple Syrup	
No. 1. Quart bottles	12 to case, \$3.50
" 2. Pint tins	Wine 24 " 4.00
" 3. Quarter gallon	" 24 " 7.25
" 4. Half gallon	" 12 " 7.25
" 5. 1 gallon	" 6 " 6.60
" 6. 2½ gallon, Imperial	2 " 6.60

STANDARD

Untested and marked Maple Syrup Mixture	
" 8. Quart bottles	12 to case, 2.40
" 9. Pint tins	Wine, 24 " 2.50
" 10. Quarter gallon	" 24 " 4.80
" 11. Half gallon	" 12 " 4.80
" 12. 1 gallon	" 6 " 4.50
" 13. 2½ gallon, Imperial	2 " 4.00

5 gallons tins are cumbersome. Put up to order only. 5 cts. less than Nos. 6 and 13. Nos. 4, 5, 7, 11, 12 and 14 are square and include patent sealers.

TERMS

Freight prepaid on lots of 5 cases or over, assorted as required, to any point in Ont., Que., N.B. and N.S.

CANADA MAPLE EXCHANGE,
Montreal

(See Order by List and Case Nos. only)

What we say regarding Small's Maple Leaf Brand Syrups are facts; what our friends are saying, may be.

Canada Maple Exchange, Montreal

BASKETS

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

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

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

The Oakville Basket Co.,
OAKVILLE, ONT.

THE PEOPLE OF JAMAICA

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

KINGSTON

"GLENER"

might bring inquiries. Better write for rates to

I. C. STEWART, Halifax



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

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

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



CHINESE STARCH

The Real Thing in Starch.

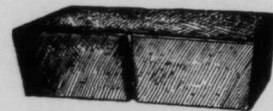
Always gives Satisfaction.

Get Prices

OCEAN MILLS
MONTREAL



MAPLE Syrup and Sugar



Twin Block Maple Sugar
\$3.00 a case.

We do not supply peddlers, who sell to consumers throughout Ontario, Manitoba, Saskatchewan and Alberta. In placing your orders buy brands put up by us which you can procure through your jobber.

Our standards are: **Silver Sheaf, Diamond** and **Shanty Maple Syrups; Golden Drips, Silver Drips** and **Plantation Brand Molasses.**

New crop now being received

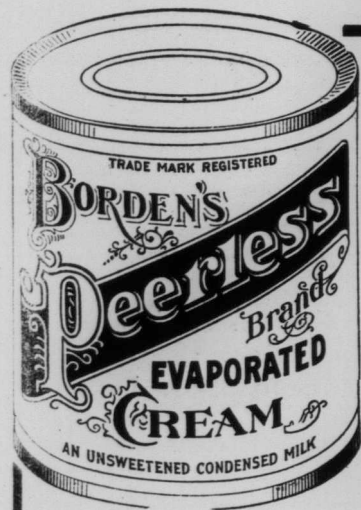
Sugars & Cannery, Limited

MONTREAL

Quality begets the confidence of both dealer and consumer. If you sell your customers Chase & Sanborn's High-Grade Coffees, you can feel certain that you are giving them the highest quality that money can buy.

CHASE & SANBORN

MONTREAL



UNSWEETENED

Borden's Brands Do Build Trade—

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

Always keep Borden's Brands to the front.

Borden's Condensed Milk Co.

WILLIAM H. DUNN - Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

Mason & Hickey, Winnipeg, Man.

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



~ PERRIN'S ~

Our latest delicacy

ORANGE



NECTAR

BISCUITS

LONDON

Ask traveler for sample

CANADA

Are Your Customers Permanent?

Do they come back for the same thing twice? If not, 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  is safe to sell.

H. J. HEINZ COMPANY

Pittsburg New York Chicago London



QUALITY

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

Sold by leading hardware dealers, or write to us.

HAM & NOTT CO.,
Limited
BRANTFORD CANADA

Never had a can of milk returned to us yet

Banner and Princess Brands of Condensed Milks—and two brands of Powdered Milk—manufactured by J. Malcolm & Son, St. George, Ont., are the best brands that skill and science can produce. No dead stock on your shelves if you handle these lines.

Write for prices

John Malcolm & Son,
ST. GEORGE, - ONT.

Say, brother Grocer, are you carrying

SNAP?

We don't claim for SNAP that it will do everything from washing a baby to cleaning a frypan. but we do claim that for chasing grease, paint, dirt and tar from soiled hands it is absolutely without a rival.

SNAP SELLS AT SIGHT

and leaves you a good margin of profit.

Order from your jobber.

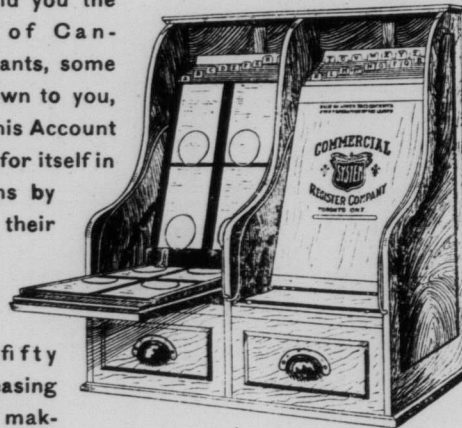


Snap Co.
Limited

Montreal

Commercial Account Register

Let us send you the testimonials of Canadian Merchants, some of them known to you, telling how this Account System paid for itself in a few months by cutting out their book-keeping, increasing their collections fifty per cent. Pleasing their old and making new cus-



tomers, and in other ways, what these merchants say is more convincing than anything we can write. Address

COMMERCIAL REGISTER CO.

Successors to R. B. Belden & Co.

178-180 Victoria Street - - Toronto, Ont.

THE CANADIAN GROCER

MELAGAMA

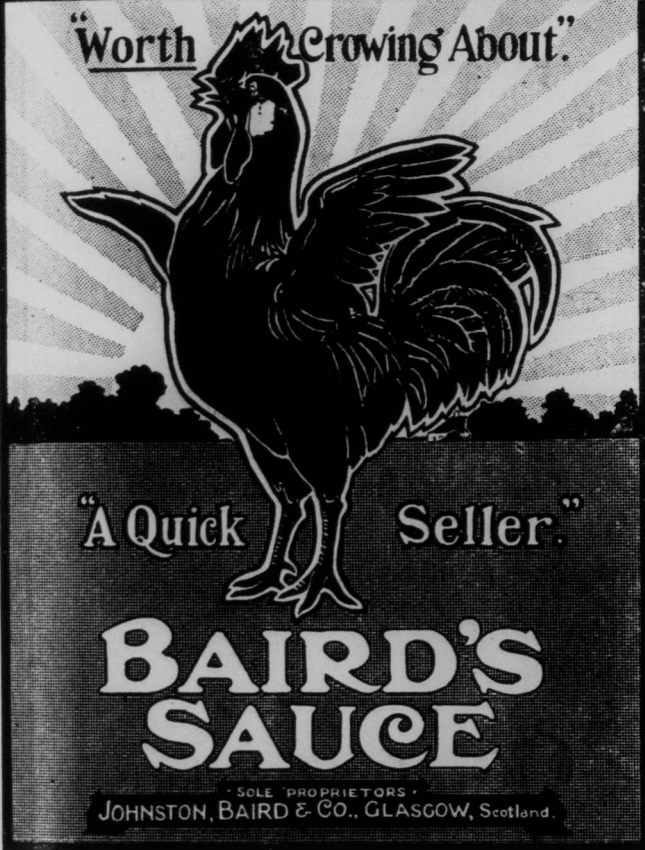
There's a reason why **MELAGAMA** Tea and Coffee have won popular favor wherever they have been introduced. High Quality is the keynote of their wonderful success. Our Bulk Teas and Coffees are business-getters and holders.



We shall be pleased to send you samples and prices

MINTO BROS., Toronto and Buffalo

"Worth Crowing About."



"A Quick Seller."

BAIRD'S SAUCE

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

GINGERBREAD

BRAND

MOLASSES

THE KIND THAT SELLS

This well-known Molasses is packed in tins—2's, 3's, 5's, 10's and 20's; in pails—1's, 2's, 3's and 5's, 10 gallon kegs, half-barrels and barrels.

When ordering from your wholesaler mention the above brand.

The Dominion Molasses Co., Limited

HALIFAX

NOVA SCOTIA

No Automobiles, Tin Spoons, or Crockery Culls

Given Away With

Made of Pure Grape
Cream of Tartar



Contains no
Alum

It's all quality

The Only Baking Powder of Established Reputation Selling at a Moderate Price.

W. D. McLAREN, LIMITED, Montreal

Practical Methods Used in Retail Grocery Stores

Keeping Lemons Fresh With Wet Cloth—Value Montreal Grocer Places on Metallic Ceilings—Stratford Grocer Gets General Public to Write Advertisements for Him—Show Cards Increase Sales—Price Tickets Appropriate for St. Patrick's Day.

Wet Cloth Keeps Lemons Fresh.

Vegreville, Alta., Mar. 23.—H. A. Meredith has been using a simple plan to keep lemons from drying up too rapidly and which may be used with scarcely any trouble.

"We had been greatly troubled with lemons drying up," said Mr. Meredith, and going bad in a very short time.

"For the past three months I have been experimenting with them by placing a clean, wet cloth over the basket or bin and I have discovered to my entire satisfaction that the rind now keeps soft and the lemons retain their usual fresh looking appearance."

An Electric Easter Design.

Chatham, March 23.—The local branch of S. H. Knox & Co. had a striking Easter window this week. The window display was devoted to Easter cards, candy and novelties. In the centre stood a large cross several feet in height and completely covered with artificial (purple) violets. In the frame of the cross were set a number of incandescent lights about eight inches apart, there being five lights on the cross bar and seven on the upright, the common central light being the third from the top of the upright which was also the middle light of the five on the cross bar. As electric designs rarely appear in the windows, this one, particularly in view of its appropriate nature, attracted much attention.

Favors Metallic Ceilings.

Montreal, Mar. 23.—It is the opinion of a Montreal retailer that interior store appearance cannot be too highly emphasized. He maintains that perfect sanitation is an important feature and by having spotlessly clean silent salesman, counters and shelves and metallic ceiling and walls he aims to run a store which is as sanitary as careful attention can make it.

He takes great pride in his ceiling and walls. Being of the metallic variety they are easily kept perfectly clean and they present an appearance which cannot, he says, be obtained from wood or plaster.

"They can always be made to look attractive by having them redecorated and this can be done at little expense. They keep the store bright even on dark days and I know they always appeal to the eye of the particular customer as soon as she enters."

Is Your Staff an Asset?

Chatham, March 23.—As a rule merchants seem to prefer to sink the personality of the individual clerk in the general business, the contrary policy has on quite a few occasions been adopted by C. Austin & Co., who have the distinction of being the largest advertisers in Chatham.

Last Christmas, for example, the firm's entire half page of advertising space on Christmas Eve was devoted to wishing the customers and public gener-

ally a Merry Christmas from the employees of the store. The names of all employees, numbering 75, were given in the advertisement.

On other occasions prominence has been giving in advertising to the names of department heads.

Merchants rarely give their employees prominence of this sort. The impression seems to be that to thus advertise an employe will give him or her a prestige which later, in the event of a change from one store or another, will prove detrimental to the original employer. Nevertheless, the example of the Austin company would indicate that the policy of introducing the individual employe to the public in this fashion possesses some advantages.

Introducing a New Store.

Stratford, March 23.—A local firm some time ago adopted a scheme of introducing their newly established store to the general public.

Shortly, after setting up in business, the announcement was made through the press and otherwise that the firm wanted the public to write its advertisements. Prizes of \$10, \$5 and \$2.50 respectively were offered for the three best "write-ups" of the store and its advantages (not over 1,000 words in length) handed in by a certain date. In order to induce people of no literary pretensions to compete, the stipulation was made that professional writers were ineligible to enter the contest. Emphasis was placed on the fact that a plain, business-like write-up of the store and its methods was desired, and that in prize contests inexperienced writers frequently carried off the biggest money. Would-be contestants were cordially invited to visit the store and look it over and secure any desired information from the clerks.

Several hundred competing manuscripts were sent in, the prizes were duly awarded and the winning write-ups were published in the city papers. In the meantime, in addition to the general publicity the store secured through the comment aroused by the contest, not only the actual competitors but a large number of other people who contemplated competing but ultimately did not, visited the store, looked over the stock, and became acquainted with clerks, proprietors and business methods, thus giving the new business a good foundation upon which to build.

Show Cards Add to Sales.

Calgary, Alta., Mar. 23.—"I find that people like to know what an article is going to cost," said a retailer the other day, "and that is the reason why you always see price tickets and display cards in my windows."

He explained that often these cards sold the goods themselves. A purchaser frequently comes into the store and says that she wants a dozen of those 50 cent

oranges, a dollar's worth of some particular sugar or two bottles of a jam that happens to be on display, without asking the price.

"I know that the show cards and price tickets sold the goods because the customers were new," he said.

Price Tickets Shamrock Shaped.

Lindsay, Ont., March 23.—The maple syrup season is just about to hand and already the first consignments of the delicious liquid has been offered for sale by Lindsay grocers. A good display of the jarred goods and also of the sugar cakes in a window at this time of the year tempts the onlooker to step in and buy. W. E. Baker dressed such a window to attract the Saturday buyers and reports excellent results.

St. Patrick's day saw many bright and catchy windows here. Some of the grocers had windows for the occasion, one of the prettiest being that of A. L. Primeau. The display was well arranged while everything was ticketed with the prices, the tickets being cut out of green cardboard and formed like shamrocks.

No Limit to Possibilities.

Montreal, March 23.—"Possibilities of the grocery business," said a Montreal retailer to a Grocer representative, "why they are so far reaching and numerous that it would be hard to list them. One thing is very sure, no man has ever entirely exhausted the possibilities of the grocery trade, and it has been a road to wealth and prominence to many."

"The greatest stumbling block to the average grocer, is his own inability to see the roads lying easily within his reach. The man who is ready to meet any sudden demand of his trade, to see a new popular line before others, and is generally wide awake, will find a sure road to success in the business, while the man who says it is all humdrum tediousness and sits down to wait for wealth, somehow seems to keep sitting there."

EMPLOYEES AS SHAREHOLDERS.

Hamilton, March 23.—Considerably over one-quarter of the employees of the Stanley Mills Co., are now shareholders in the concern. The co-operative system whereby employes may become financially interested is being received with increased interest. During the coming year a plan will be worked out whereby a number of the preferred shareholders will be admitted to the directorate of the company. In his annual report, Stanley Mills, the president, stated that the actual business of the company since they moved into their present building was in excess of three and one-half millions.

An Address on Meeting Mail Order Competition

Western Merchant Points Out the Discrimination Made by Some Manufacturers and Jobbers—Farmers Forget the Harm Done Their Communities When They Order From the Catalogue House.

Winnipeg, March 23.—About one hundred retailers of the Western Retail Association met in the banquet hall of the Travelers' building on March 17. Although it was the regular monthly event yet the meeting proved to be of special importance as was outlined by President Devlin in his opening remarks.

A. E. Hill, Griswold, Manitoba, spoke on the subject: "How to deal with the mail order house."

Mr. Hill had experienced mail order competition in the early days of the retail business of the west, when eastern Canadian houses circulated catalogues throughout the west. But now the competition had become more serious since it was centered in Winnipeg.

"The difficulty should be dealt with,"

he said, "from the manufacturers' standpoint. The retailer is being eliminated by the excessive low rates that are given to the mail order house. It costs about 20 per cent. of the turnover to run any business, and the mail order houses have heavier expenses than small retailers. Their business is secured by the attractive prices which they offer to the consumer, made possible by the low prices which they purchase the goods.

"The variation between some prices quoted to the country retailer and the mail order house is too great for the retailer to tolerate. We should say to manufacturers and jobbers that are cutting prices that we will not buy from them and I would like the city merchants to join the country merchant on that stand.

"We have been planning further west to unite our buying forces in order to secure the quantity. The price will depend to a great extent upon the quantity, and the quantity will depend upon the combined efforts of retailers.

Where Prices Come in.

"The mail order house lacks the personal touch which belongs to a business and the retailer of the right sort should get a hold upon the people. Sentiment, however, is not strong in business and the price of the article must of necessity enter into the case.

"When the farmer sees a list price in the catalogue he does not consider that the freight must be covered, and to that extent he is not getting value for his money, nor does he consider the wrong he is doing the local retailer and the community. It is the price that speaks.

"To meet the price I have taken the idea of the catalogue in offering combination list prices. For instance, there appeared in one catalogue a combination grocery offer. The order cost \$4.15 and sold for \$5.00. I advertised the same

Things That Shouldn't Be



Grocers and Their Clerks in Selling Cheese, Cooked Ham, Etc., Frequently Cut off a Slice for Eating Themselves. It Does not Look Well for a Salesman to Have His Mouth Full When Talking to or Serving a Customer.

goods at the same price and succeeded in selling a good quantity.

"The lack of good advertising of the country retailer's goods is a severe handicap, and advertising is of unspeakable importance."

In closing, Mr. Hill urged the attention of the association to the discrimination against them by the manufacturers and instanced a case where grain bags could be purchased for 1½ cents less from city retailers than the country retailer can purchase from the wholesaler. He thought that such matters should be rectified at once.

(Edit. Note)—Other addresses given will appear in later issues of The Grocer.

HOW THE NUTS WERE CRACKED.

Two would-be wags entered a grocer's shop the other day, and noticing a bowl of shelled Barcelona nuts on the counter thought they saw their way to a little joke.

"I've just been having an argument with my friend here, about those nuts," said one of them. "He says that you keep a squirrel to crack them, and I say that it is a monkey. Which is right?"

"Neither," smilingly answered the grocer. "We keep an ostrich to hatch 'em out."

Then they shut up.

FROM CASH BOY TO MILLIONAIRE.

"Every man should try to save at least one-fourth of what he earns," is the advice of Jacob L. Kesner, who recently retired from the position of general manager of one of Chicago's famous "big stores" to look after the millions he has accumulated. Mr. Kesner is one of the largest owners of down-town realty in Chicago. His entire fortune, he says, has come through strict attention to business and the savings out of his earnings.

Born in London forty-five years ago, he was brought to America by his parents when three years old. His parents were poor, and it was necessary for him to go to work at an early age. He had very little schooling, but at night he put in his time at a business college.

At twelve years of age he obtained employment in a Chicago department store. The store is now one of the largest retail mercantile establishments in the world, but in those days it was a comparatively small affair. After working several years as a cash boy, Mr. Kesner became a salesman. In 1881 he was given the management of one or two departments of the store, and as the establishment increased in size he was given added responsibilities.

Never satisfied with merely making good to the extent of holding his job, Mr. Kesner made his departments known over the country for their vast business and he became known as one of the shrewdest buyers and managers in the business. In the course of time he was made assistant general manager, and in 1895 when only twenty-nine years old, he became general manager of the entire establishment.

Though his friends regard his career as extraordinary, Mr. Kesner does not look upon his success as in any way phenomenal. "There are just as good opportunities now," he says.



VALIDITY OF VERBAL ORDERS.

Editor Canadian Grocer,—In a recent issue I noticed an item referring to the liability of a merchant in the case of a signed order. Can a merchant be compelled to accept a consignment of goods if a verbal order is given to a traveler?

RETAILER.

Ottawa, March 24, 1910.

ANSWER.—Business men who have made a study of this, claim that in Ontario a merchant must accept all verbal orders for goods up to \$40 purchased from a traveler, providing the goods are according to sample or representation. In Quebec, British Columbia, Manitoba, Alberta, Saskatchewan and Northwest Territories the limit is \$50, while in Prince Edward Island it is \$30. If the merchant admits that he gave an order for goods under the above-mentioned limits he becomes liable, beyond dispute, they maintain; if he won't admit it, then it is a case for the courts to consider his word against the salesman who claimed to have taken the order.

If, however, a merchant gives a traveling salesman an order and the traveler states he will submit it to his house for acceptance, that merchant can cancel the order at any time before the house accepts it, providing notice of cancellation is in the hands of the house before acceptance is posted.

Another important point in this connection is that every agreement, no matter how small the sum involved, not to be carried out within a year must be in writing.

FOR DESTROYING RATS.

Editor Canadian Grocer,—What methods are to be recommended for destroying rats?

A. K. L.

Edmonton, March 22, 1910.

ANSWER.—There are many different poisons recommended for destroying rats. Barium carbonate, strychnine and arsenic might be suggested. Phosphorus is not recommended by some chemists, in view of its inflammable character.

Barium carbonate is represented as being one of the cheapest and most effective poisons for rats and mice. This mineral has the advantage of being without taste or smell. It has a corrosive action on the mucous lining of the stomach and is dangerous to larger animals if taken in sufficient quantity. In the small doses fed to rats and mice it would be harmless to domestic animals. Its action upon rats is slow, and if exit is possible they usually leave the premises in search of water. For this reason the

poison may frequently, though not always, be used in houses without disagreeable consequences.

Barium carbonate may be fed in the form of dough composed of four parts of meal or flour and one part of the mineral. A more convenient bait is ordinary oatmeal with about one-eighth of its bulk of the mineral, mixed with water into a stiff dough. A third plan is to spread the barium carbonate upon fish, toasted bread (moistened), or ordinary bread and butter. The prepared bait should be placed in rat runs, about a teaspoonful at a place. If a single application of the poison fails to kill or drive away all rats from the premises, it should be repeated with a change of bait.

Strychnine, say some chemists, is too rapid in action to make its use for rats desirable in houses, but elsewhere it may be employed effectively. Strychnine sulphate is the best form to use. The dry crystals may be inserted in small pieces of raw meat, Vienna sausage or toasted cheese, and these placed in rat runs or burrows; or oatmeal may be moistened with a strychnine syrup and small quantities laid in the same way.

Strychnine syrup is prepared as follows: Dissolve a half ounce of strychnine sulphate in a pint of boiling water; add a pint of thick sugar syrup and stir thoroughly. A smaller quantity may be prepared with a proportional quantity of water and syrup. In preparing the bait it is necessary to moisten all the oatmeal with the syrup. Wheat and corn are excellent alternative baits. The grain should be soaked overnight in the strychnine syrup.

The following is an old formula adopted from an English source: Take a pound of oatmeal, a pound of coarse brown sugar, and a spoonful of arsenic. Mix well together, and put the composition into an earthen jar. Put a tablespoonful at a place in runs frequented by rats.

Another method is to mix twelve parts by weight of cornmeal and one part of arsenic with whites of eggs into a stiff dough.

Don't growl about the cost of food.

When prices upward roll,
Though for a nickel you may get
Less doughnut, just remember yet
You always get more hole.—Anon.

G. W. Hatfield, general merchant, Middle Simmonds, N.B., died recently.

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The Canadian Grocer

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JOHN BAYNE MACLEAN - - - PRESIDENT

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PUBLISHED EVERY FRIDAY

TIME FOR MAPLE SYRUP.

The wise grocer is now engaged in buying and marketing new crop of maple syrup and sugar. Consumers will buy more syrup when it is fresh from the boiling pans than at any other time of the year.

For one thing, sap season is rather looked forward to by the average consumer in Quebec and Ontario, and he expects to buy.

When consumers do buy it is a general rush for the man who has the best syrup, and consequently a wide-spread advertisement for him. With proper care the effects of syrup selling can be felt by the store throughout the year. The main things to remember are: get your stock early, get the best, whether pure or compound, and let it be known that you have the first and best.

There is only one time to sell maple syrup to the best advantage and that is now.

SEEDS TO THE FRONT.

April will soon be here and the grocer who is on the alert will make his plans to have ready seasonable goods for that month. The window and advertising space in the newspaper should work in harmony to bring the best results.

With the advent of spring every grocer should display his garden and flower seed samples prominently. During the next couple of months everybody who has any available space for gardening purposes will stock up with a supply of seeds and though the sales

may be small they carry a good profit with little trouble.

The goods should be brought to the attention of the customers reminding them of the season in which they should obtain their supplies. A display of attractively colored envelopes in which the seeds are usually packed can easily be made and every grocer should make up his mind to increase his seed sales over last year.

B. C. COMPANIES ACT.

It was confidently expected that a change would have been made in the British Columbia act respecting the licensing of Extra-Provincial Corporations so as to make an exception in favor of business done through commercial travelers.

In fact it was circulated that the amendments to the act allowing this exception had been passed, but in the closing days of the Legislature the proposed new act was amended in committee by striking out the clause which exempted from the operation of the act all business done through travelers.

There was every prospect that the Bill would go through, but according to latest advices, the situation in respect to the licensing of Extra-Provincial Corporations remains unchanged.

BULK SALES ACT WITHDRAWN.

Nothing will be forthcoming during this session of the Ontario Legislature from the Bulk Sales Act which was introduced some days ago. After a few minutes adverse criticism when it came up for discussion it was withdrawn, but the member who introduced it declares that he will bring it forward again next session.

It was intended as a protective measure in the interests of purchasers of stocks or goods in bulk, and of the creditors of the vendors.

Had this act gone through and been properly enforced, it would have meant the elimination of fraudulent practices to which unscrupulous debtors have had recourse in order to shift their obligations by transferring their stocks to another party, who in turn has too often found it possible to evade all responsibility.

Creditors have frequently felt the need of some such measure, requiring parties interested in the sale to take precaution whereby liabilities may be properly provided for. The purchaser, at the same time, should be placed in a position where he can demand a verified statement as to liabilities outstanding against the stock he is purchasing in bulk. It would simplify the machinery, whereby

he might assure himself that he is starting with a clear slate.

Provision was also made for such disposition of the purchase money as would make it available for the satisfaction of claims.

DEAR BACON IN ENGLAND.

That the present hog scarcity in the North American continent is making itself felt in the Old Country, may be observed from the existing high price of bacon in Leeds and Hull.

Canadian Trade Commissioner J. M. Mussen states that the scarcity of bacon there is a pronounced feature in the provision trade and that it is to be regretted that Canadian shippers are seemingly not in a position to profit by the opportunity in sending forward supplies.

On an average, bacon is costing the English housewife three to four cents per pound more than the price usually charged for this commodity. According to one authority, prices ruled higher during last year than they have done for the past forty years.

The increase in price is not only caused by the decrease in the raising of hogs in the Old Country, but is also due to the shortage in the supplies forthcoming from the United States and Canada, largely owing to the increase in population, and also to the high price of feeding stuffs. In short, there are not enough hogs from which to make bacon, and, as far as can be seen at present, the scarcity and dearness is likely to continue.

The imports of bacon into the United Kingdom during January of this year were only 331,493 hundred weights, whereas they amounted to 421,968 and 176,594 hundred weights in the same month of 1909 and 1908, respectively.

GROWTH OF MACARONI BUSINESS

It is not so many years ago when macaroni and vermicelli were practically unknown in this country. When any did come in, it was regarded more in the light of a curiosity than in any other way. The only consumers were emigrants from Italy, who brought the taste for it with them. Gradually it has become a common table article in almost every household, combining, as it does, economy with considerable food value, being made from goose wheat.

Eventually the demand became sufficient to warrant the opening of factories in this country. During the past year our total production amounted to almost one-third of our consumption. The latter has reached the large total of 9,000,000 lbs. per year.

Moreover it is a line worth selling. Margins are good and sales, once well under way, perpetuate themselves.

Natural Trade Channel to Get to the Consumer

Seattle Visitor to Vancouver R. G. A. Banquet Gave Talk on Trade Ethics—Thinks Retailer, Jobber and Manufacturer Necessary—The Treatment of Travelers—Relation Between Wholesaler and Retailer—The Question of Fair Profits.

Vancouver, B.C., March 23.—Good-fellowship and solid trade ethics were the themes at the second annual banquet of the Vancouver Retail Grocers' Association, which was held on the 15th instant. There was a large attendance, and the speeches were along practical lines, with enough of the humorous to give a Worcestershire relish to the substantial portions. Wholesalers were invited, and among the guests outside the city was: Lovett M. Wood, editor of the Trade Register, of Seattle, who recently returned from the east. Mr. Wood passes out straight trade common sense, which applies directly. The management of the event was in the hands of R. D. Dinning, secretary, and the other officers of the association, and that it passed off so nicely showed the excellence of the arrangements.

The menu was interspersed with aphorisms, the study of which helped to while away the intervals, such as "jellies with whipped cream, soft as the wholesaler's heart when you can't pay up;" boiled ham, and thereby hung a tail that wags no more;" "Lobster salad, a fellow feeling makes us wondrous kind," and last not the least important, "P.S.—If you can't drink what you see ask for the teapot."

After the preliminary part of the programme had been attended to, the toastmaster, F. W. Welsh, proposed, "The King," which was duly honored.

"Our City," was responded to by Ald. James Ramsay, of Ramsay Bros. After congratulating the association on the splendid banquet, Mr. Ramsay declared there was no reason why all could not work in harmony, and take advantage of the good times that are, and the good times that are to come. He believed Vancouver was going to have half a million people in twenty years, and briefly outlined the resources of the city, mentioning the railways that were heading this way, the growth of the assessment, the civic expansion, etc. It served to show that there was something worth striving for.

Co-operation With Wholesalers.

W. J. McMillan, spoken of by the toastmaster as the 'dean of the wholesale trade'; W. H. Malkin, M. Oppenheimer, Charles Milne and F. R. Stewart, replied to "The Wholesalers' Associations," the men we work for. Mr. Malkin remarked on the amicable relations between the wholesale and retail branches of trade, as shown in affairs of this kind. He pointed out that interests of both were identical, and they were improved by co-operation, which was the great spirit of the age. While all were in business to make money, it should be

made honestly, and the best way was to improve conditions by standing together. That would lessen troubles and would bring the trade closer together.

Mr. Oppenheimer referred to the objects of the association in the curtailment of undue credit, which tended to firmer business relationships, while Mr. Milne believed that every attention should not be paid to making money, but also to making friends in business.

F. R. Stewart was laughed at when he said that the great aim of the wholesaler was always to give as much as possible for a little money. He has an automobile himself, and said that while the members of the retail association might not have such joy-producers, at any rate the organization was in much better shape, and that prospects were encouraging. With the big population that was coming, as prophesied by Ald. Ramsay, he thought that the retailers would some day be riding in the buzzers.

A. Brenchley, in proposing the toast of the "Retail Grocers' Association," discussed the worthy objects of organization. He took the place assigned to H. T. Lockyer, who was not able to be present. Coupled with this toast were the names of Wm. Clark, president of the association; W. H. Walsh, vice-president; James Foran and Thomas Duke.

A hearty welcome was extended by Mr. Clark to the guests of the evening, and in commenting on the progress made, instanced the fact that every effort was being made to promote co-operation. Mr. Foran, who is an old-timer in the trade in Vancouver, emphasized the fact, that while there may be differences between the retailer and wholesaler, the way to overcome them was to get together and settle them. If conferences are held with the intention of giving a little and taking a little, much mutual good could be accomplished, as all were honest in spirit.

Fair Profits for Retailers.

Mr. Walsh did not believe a grocer was honest either to himself or to his creditors, if he did not put a fair profit on his goods, for without this he would go to the wall. One of the principal objects of the association was to see that a fair profit was obtained, not a combination of dealers to extract anything beyond this from consumers. The object was not to raise prices, simply to see fair play.

Mr. Duke is also an old-timer in the trade, but as he said he felt like a young one. He credited this to association with the ladies, which is a feature of the grocery business, and the tendency to keep a man pleasant, was a protection against the effects of growing years.

In re-introducing Lovett M. Wood to those present, Mr. Welch, said that he had addressed the members of the association several months ago.

Mr. Wood, who responded to the toast to "The Visitors," lost no time in propounding trade truths. He told a little story to point the moral that it must be definitely known what is being sought else either one's own efforts or the efforts of organizations would be lost, and even might have a bad effect. He particularly stated that unless there was integrity of purpose and square dealing, success would not follow. There were always two sides to a question, and both parties should be fair—get together and talk squarely, for without consideration of the other side, results would not follow. There should be no "must" when in conference, like the mandate of some of the trade unions. This would cause a wreck, sure.

He believed that there was a sentiment in business, and that confidence in the firm was the principal basis of success. He instanced the large stores in the big cities, which send out millions of dollars worth of goods to people they never know, simply because the customer knew he could rely on the house.

Natural Channel of Trade.

Mr. Wood discussed the problem of the field of the wholesaler, the retailer and the manufacturer. He said the retailer should insist upon the fact that he was the best distributor for the jobber, and he should also remember that the jobber was his best friend.

In good times, there was no difficulty in meeting payments, and then it was that the manufacturer got trade from the retailer, dispensing with the aid of the jobber, but the manufacturer did not carry the retailer in the times of trouble. In times of peace, we should prepare for war, was the axiom Mr. Wood exemplified. He said that the wholesaler also overstepped. He had to stop selling to hotels, restaurants and every one who was a direct consumer. If he did not, the same result would take place in Canada, as in the States—the retailers would combine to form exchanges to buy direct, and the manufacturer would arrange to sell direct to the retailer. In the United States, the manufacturer was allowed to fix the retail price of his goods, but he must not do it by collusion. In so doing, a reasonable profit should be allowed to the wholesaler and to the retailer, else it would result in the jobber becoming a semi-manufacturer, instances of which had already occurred in his country. One evil, he said, could not be created without another following.

He said that the man who was discourteous to the travelers was inconsistent, since he expected to be treated courteously himself, but how could he expect it, when he did not give what he expected to receive.

The Markets—A Puzzling Situation in Molasses

Importers Say Market is Going up and Dealers Say Down—Sugar Situation Cannot Yet be Fathomed—Decline in Peppers—Prunes in Good Demand.

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

QUEBEC MARKETS

POINTERS—

Molasses—High in primary market.
Ginger—Firm.
Peppers—2c lower.
Tapioca—High in primary market.

Montreal, March 24, 1910.

Easter trade has so far been good, and wholesalers seem to be well satisfied with trade up to date. Several repeat orders have been booked, and numerous small "fill-up" orders show that trade among the retailers has been good.

Someone is going to be caught in molasses. The question is, who? Importers say they are surely going higher, while the jobbers are refusing to buy at present prices, saying they will surely lower somewhat. The importers base their opinion on advices from the West Indies, the jobbers on the happenings of other years.

Another feature of the week which is causing comment, is the sugar situation. At present it is high and the question is, can it stay there? So far no one in a position to know will hazard a statement. It seems as if the high point had been reached, however.

Sugar—Just at present there is somewhat of a lull in the sugar situation. It is hard to predict whether there will be any reduction in present high quotations. Buying is slacker of late and refiners are resting on their oars, so to speak. It seems quite certain, however, that present conditions warrant continued high prices.

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

Bbls. granulated and yellow may be had at 5c above bag prices.

Syrups and Molasses—In the hope of lower prices in the near future local dealers have so far refused to lay in their stocks of molasses. Reports from the West Indies, however, seem to show that prices are going higher instead of down. Syrups are somewhat slack just now, owing to the new run maple on the market.

Fancy Barbadoes molasses, puncheons	0 38	0 40
barrels	0 41	0 43
half-barrels	0 43	0 45
Choice Barbadoes molasses, puncheons	0 36	0 38
barrels	0 39	0 41
half-barrels	0 41	0 43

New Orleans	0 27	0 28
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls.	0 03½	0 03½
1-bbls.	0 03½	0 03½
2-bbls.	1 80	1 80
35-lb. pails	1 30	1 30
Cases, 2-lb. tins, 2 doz. per case	2 50	2 50
5-lb. 1 doz.	2 85	2 85
10-lb. ½ doz.	2 75	2 75
20-lb. ¼ doz.	2 70	2 70

Tea—Ceylons continue firm. Buyers seem to be awaiting developments. More inquiries for Japans are noted, but the market is rather bare of the grades mostly required. Stocks in hand are considered good value. It is reported that further quantities of Pingsueys, gunpowders and low-priced China Congos have been brought here.

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

Coffee—The coffee market seems to be a rising one, although no change has as yet been made to the retailer. A decided firmness has shown itself in all lines, however, and a rise would not be unexpected.

Spices—Peppers, both black and white, show decided weakness. Prices are down, and even at that, buyers seem to be scarce. Gingers, on the other hand, are strong, and in the primary markets have risen considerably. Other lines have a ready sale at former quotations.

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

Dried Fruits—Trade is slack for seeded raisins and currants. Some dealers are offering the former at greatly reduced prices, as stocks on hand are comparatively large. Dates and figs are having a brisk sale, many of the orders being for large quantities. Otherwise the market is quiet and no price changes are reported.

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

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

Raisins—		
Australian, per lb., (to arrive)	0 08½	0 09
Old seeded raisins	0 06	0 06
California, choice seeded, 1-lb. pkgs.	0 07	0 07
fancy seeded, 1-lb. pkgs.	0 09	0 09
loose muscatels, 3-crown, per lb.	0 07½	0 08
4-crown, per lb.	0 08	0 09
sultana, per lb.	0 07½	0 10
Valencia, fine off stalk, per lb.	0 05	0 05
select, per lb.	0 06½	0 06½
4-crown layers, per lb.	0 03	0 03

Nuts—Paper-shell almond stocks seem to be about exhausted. Walnuts seem to be in popular demand. Peanuts are increasing in sale markedly, and a shift in prices is looked for. Other lines are quiet, with a fair demand.

In shell—		
Filberts, Sicily, per lb.	0 13	
Barcelona, per lb.	0 10½	
Tarragona Almonds, per lb.	0 12	0 13
Walnuts, Grenoble, per lb.	0 13	0 14½
Marbets, per lb.	0 12½	0 12½
Cornes, per lb.	0 11½	0 11½

Shelled—		
Almonds, 4-crown selected, per lb.	0 32½	0 35
3-crown	0 31½	0 33
2-crown	0 30	0 30
(in bags), standards, per lb.	0 26	0 27
Cashews	0 15	0 17

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

Walnuts—		
Bordeaux halves	0 28	0 30
Brokens	0 23	0 27

Rice and Tapioca—Tapioca has advanced considerably in the primary markets and presents a strong situation. Rice is firm but quiet.

Rice, grade B, bags, 250 pounds	2 75	
100 "	2 75	
50 "	2 75	
pockets 25 pounds	2 85	
½ pockets, 12½ pounds	2 95	
grade C.C., 250 pounds	2 65	
100 "	2 65	
50 "	2 65	
pockets, 25 pounds	2 75	
½ pockets, 12½ pounds	2 85	
Tapioca, medium pearl	0 04½	0 04½

Evaporated Apples—Although dealers are offering apples at practically cost, there seems to be an utter lack of demand. The dealer who depended on his evaporated apples for a profit is not the happiest mortal alive just at present.

Evaporated apples, prime	0 08	0 08½
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Beans and Peas—Due probably to the high price of pork, combined with the present mild weather, the demand for beans has slackened a great deal. In fact, some dealers report that there is a decided falling-off in trade as compared with last year. Peas are quiet but firm.

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

ONTARIO MARKETS

Toronto, March 24, 1910.

Business shows some improvement on last week, orders are satisfactory, but collections might be better. The higher rents and other expenses begin to tell on the retailers. To meet this, they must learn to make better profits. They are entitled to fair pay for their risk and labor.

Sugar—There is no change in the sugar market since last week. The market is firm, but the demand is light, owing to the heavy transactions of a few weeks ago. There is nothing in sight that might have a tendency to weaken

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SEE AD. ON PAGE "21."

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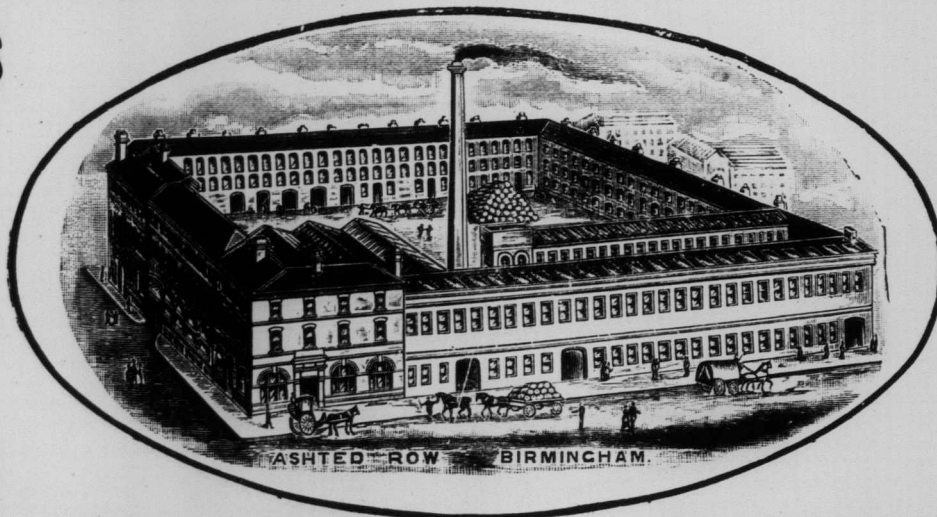
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the situation. Prices of raw sugar are strong, without any speculative influence.

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

Syrup and Molasses—There is a good demand for these goods, but no change in prices.

Syrups—	Per case	Maple Syrup—	
2 lb. tins, 2 doz.		Gallons, 6 to case	4 80
in case	2 50	" 12 "	5 40
5 lb. tins, 2 doz.		Quarts, 24 "	5 40
in case	2 85	Pints, 24 "	5 00
10 lb. tins, 1 doz.		Molasses—	
in case	2 75	New Orleans,	
20 lb. tins, 1/2 doz.		medium	0 31 0 33
in case	2 70	New Orleans,	
Barrels, per lb.	0 03 1/2	bbls.	0 29 0 31
Half barrels, lb.	0 03 1/2	Barbadoes, extra	
Quarter "	0 03 1/2	fancy	0 45
Pails, 3 1/2 lbs. ea.	1 80	Porto Rico	0 45 0 62
" 25 "	1 30	Muscovada	0 30

Tea—The demand for tea is steady and consumption is on the increase. This is evidence that people are gradually using a higher grade of tea, for quality regulates consumption.

Coffee—The regular demand for coffee continues, but nothing unusual can be reported this week. Prices are steady.

Rio, roasted	0 12 0 13	Mocha, roasted	0 25 0 28
Santos, roasted	0 15 0 17	Java, roasted	0 27 0 30
Maracaibo, "	0 16 0 18	Rio green	0 08 0 09

Spices—Spices are very quiet, the demand light, and no changes in any lines.

Peppers, black	0 15 0 18	Cloves, whole	0 25 0 35
" white	0 22 0 25	Cream of tartar	0 22 0 25
" whole		Allspice	0 14 0 16
black	0 16	" whole	0 14 0 16
Peppers, whole	0 23	Mace, ground	0 75 0 80
white	0 23	Mixed pickling	
Ginger	0 22 0 25	spices, whole	0 15 0 16
Cinnamon	0 5 0 40	Cassia, whole	0 20 0 25
Nutmeg	0 20 0 30	Celery seed	0 24

Dried Fruit—There is some improvement in the dried fruit trade. Prunes are in good demand, and there are more inquiries for other lines as well. The business in dried fruit is to be done from now until strawberry season.

Prunes—	Per lb
30 to 40, in 25-lb. boxes	0 11 1/2
40 to 50 " "	0 09
50 to 60 " "	0 07 1/2
60 to 70 " "	0 07
70 to 80 " "	0 07
80 to 90 " "	0 06
90 to 100 " "	0 05 1/2
Same fruit in 50-lb. boxes 1/4 cent less.	
Apricots—	
Standard	0 15
Choice, 25 lb boxes	0 15
Fancy, "	0 17
Candied and Drained Peels—	
Lemon	0 09 0 11 Citron 14 17
Orange	0 11 1/2 0 12 1/2
Figs—	
Elmes, per lb	0 08 0 10
Tappets, "	0 03 1/2 0 04
Bag figs	0 22 0 25
Dried peaches	0 08 0 08 1/2
Dried apples	0 07 1/2
Currants—	
Fine Filiatras	0 06 0 07 Vostizzas 0 08 1/2 0 09
Patras	0 07 1/2 0 08
Uncleaned 1/4 cent less.	
Raisins—	
Sultana	0 05 0 05 1/2
" fancy	0 06 0 07
" extra fancy	0 08 1/2 0 09
Valencias, new	0 06 0 06 1/2
Seeded, 1 lb packets, fancy	0 08
" 16 oz. packets, choice	0 07 1/2
" 12 oz. "	0 06
Dates—	
Mallowees	0 05 0 05 1/2 Fards choicest 0 08 1/2
Salrs	0 05

Rice and Tapioca—Rice, especially the lower grades, are cheap, and can be bought at a small reduction,

Rice, stand. B.	Per lb.
Standard B. from mills, 500 lbs. or over, f.o.b., Montreal	0 03 0 03 1/2
Rangoon	0 03 1/2 0 05 1/2
Patna	0 05 1/2 0 06 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Carolina	0 10 0 11
Sago	0 08 0 06
Seed tapioca	0 06 0 06
Tapioca, medium pearl	0 04 1/2 0 05

Nuts—There is nothing selling in nuts except shelled walnuts and almonds. Market is quiet, and lifeless.

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

Evaporated Apples—One of the principal reasons that our evaporated apples, and also our green apples are looking for demand, is the fact that we have yet to learn how to handle them. With our heavy crop of apples last year, the demand has decreased, and the trouble is in the quality of the goods. We want to do things on a large scale, without doing them right.

Evaporated apples	0 07 1/2 0 08
-------------------	---------------

Beans — Notwithstanding the statements from some quarters that beans are cheaper, it is reported from the most reliable points that they are firm, and that some are even asking an advance.

Prime beans, per bushel	2 10
Hand-picked beans, per bushel	2 25

MANITOBA MARKETS

Corrected by Wire.

Winnipeg, March 24, 1910.

The continued period of summer weather has done much to brighten up the trade in every branch. City ordering is however the heavier, as the country roads are not conducive to a good retail trade in these parts. Farmers also are all busy at home at present and the retailers are looking forward to increased population in their centres and they will not be disappointed. There has been a decided change in the ordering of late, due to the change in the seasons. Fresh fruits and vegetables are being largely replaced by canned and preserved products, and cereals are not moving quite so well. Syrup, dried fruits and nuts have an excellent market and prices are held firm.

Sugar—The price of sugar has been seriously broken into in the west and a various range of prices exist. B.C. sugars are 5 cents below Montreal's in Winnipeg and the Manitoba market is still 10c below that of Saskatchewan and Alberta. The market continues firm and further advances would not be surprising.

Montreal and B.C. granulated, in bbls.	5 65
" " in sacks	5 70
" yellow, in bbls.	5 25
" " in sacks	5 20
Ising sugar, in bbls	6 00
" " in boxes	6 20
" " in small quantities	6 28
Powdered sugar, in bbls	5 80
" " in boxes	6 00
" " in small quantities	6 05
Lump, hard, in bbls	6 70
" " in 1-bbl.	6 60
" " in 100-lb. cases	6 60

Syrup and Molasses—All lines are moving well at firm prices. Syrup may go up a few points soon as the U.S. market is stronger. There is a shortage of gingerbread molasses on the market just now.

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 28
" " 5-lb. tins, per 1 "	2 68
" " 10-lb. tins, per 1 "	2 51
" " 20-lb. tins, per 1 "	2 57
" " 1/2 barrel, per lb.	0 04
" " Sugar Syrup, per lb.	0 08 1/2
Beehive Brand, 2-lb. tins, per 2 doz. case	2 23
" " 5 " 1 "	2 68
" " 10 " 1 "	2 51
" " 20 " 1 "	2 57
Barbadoes molasses in 1-bbls., per gal.	0 50
Gingerbread molasses, 1/4 bbls., per gal.	0 40
New Orleans molasses, 1/4 bbls., per gal.	0 33 0 35
Challenger, 6 10-lb. tins, per case	2 15

Foreign Dried Fruits—There is a splendid range of Smyrna raisins on the market here and we quote prices according to quality. In this variety the market is strong, while the Valencia market is weaker this week. Prunes are selling well and there is a shortage of the better grades—30-40's are off the market and 40-50's are up to 8 1/2 just now. This year the sizes ran to the smaller prunes and although the quality is good the demand is always best for the larger sized prunes.

Smyrna Sultana raisins, uncleaned, per lb.	0 06 0 11
" cleaned, per lb.	0 09 0 13
Valencia raisins, Rewley's, f.o.s. per case, 28's	1 65
" " selects " 28's	1 80
" " layers " 28's	1 95
California raisins, choice seeded in 1/2-lb. packages	0 06
" " fancy seeded, in 1/2-lb. packages	0 06 1/2
" " choice seeded in 1-lb. packages	0 07 1/2
" " fancy seeded in 1-lb. packages	0 08 1/2
Raisins, 3 crown muscatels, per lb.	0 06 1/2
" 4 "	0 07
Prunes, 80-100 lb	0 05
" 80-90 "	0 05 1/2
" 70-80 "	0 06
" 60-70 "	0 06 1/2
Prunes, 50-60 "	0 07 1/2
" Prunes, 40-50, lb	0 08 1/2
" Silver prunes, ac.	
" to quality	0 09 0 12
Currants, uncleaned, loose pack, per lb.	0 06 1/2
" dry, cleaned, Filiatras, per lb.	0 06 1/2
" wet, cleaned, per lb.	0 07 1/2
" Filiatras, in 1-lb. pkg. dry, cleaned, per lb.	0 08 1/2
Pears, per lb.	0 09 0 15
Peaches, stand-ard, per lb.	0 08 1/2
Peaches, choice	0 09
Apricots, stand-ard, per lb.	0 15
Apricots, choice	0 15 1/2
Plums, pitted, lb	0 11 0 12 1/2
Nectarines, lb.	0 09 1/2
Dates, per lb.	0 06 1/2
Hallows, bulk	0 06 1/2
Dates, Fard, 9 1/2 lb. boxes	1 30
Dates, packages	
30 in case	0 07
Figs, per lb.	0 04 1/2 0 05
Peel, lb., lemon	0 09 1/2
" orange	0 10
" citron	0 13 1/2 0 18

Honey—The demand has been heavy for the 60-lb. tins and the price has been advanced 2 1/2 cents. The 12 oz. jars are quoted at a low figure, but this will not last. The trade is good everywhere.

Honey, 2 1/2 lb. tins, per tin	0 37 1/2
" 5 "	0 75
" 12 oz. jars, per dozen	1 90
" 60-lb. tins, per lb.	0 15

Beans—Due to the report that large stocks are in reserve in the east, the market has dropped about 20 cents. The following quotations are too low to last but large quantities are moving at this figure just now.

3-lb. picker, per bushel	2 20
Hand picked, per bushel	2 30

Tapioca and Sago—These commodities have the leading demand for the week. Sago has an excellent market and the price is held firm, very little selling below 5 1/2 cents. Supplies are abundant and the quality is excellent.

Pearl tapioca, per lb.	0 05
Sago, per lb.	0 05 0 05 1/2

Nuts—Walnuts are up 1c, while almonds are down 2c this week. The trade is excellent on all lines. Peanut

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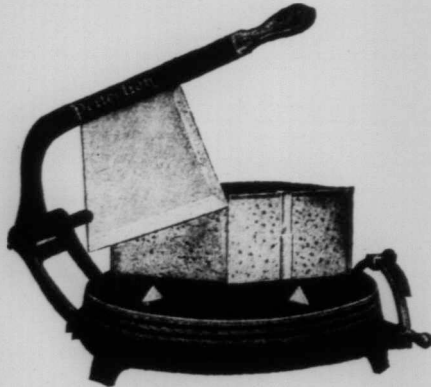
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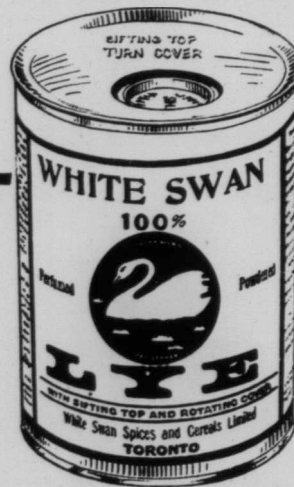
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It is due, though, largely to ignorance of food values. If your customers all knew that beans have greater food value than meat, there would be a still greater demand for

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ASSOCIATION TALKING CASH ONLY.

Members Claim it to be the Best Method—The Collection of Accounts and General Delivery Questions.

Chilliwack, B.C., Mar. 23.—Several questions of general interest were discussed at a recent meeting of the Chilliwack Merchants' Association. The cash and credit system was talked over at some length. It was quite agreed by the members present, who were running their businesses on the credit basis, that theirs was a losing game, and that some change was necessary. There were losses through bad debts and accounts that could not be collected. Some had tried the strictly cash system and had expressed themselves as being in every way pleased with it. They had found they they had a better class of customers, and once they became used to it had no complaints of it being a hardship. It was working out well for both the merchant and the customer. In this district the cash system may be adopted more easily than in sections where the product is mostly grain and the farmer has to wait until autumn to get cash. In Chilliwack, it is largely dairying and general farming, and the creamery cheques are paid regularly. Moreover, the market for all kinds of produce is steady with good prices.

Some of the merchants complained that others who had signed the agreement to sell strictly for cash had violated their bargain, and were making thirty days count the same as cash, when that had not been intended. It was suggested that the only way to ensure uniformity was to have all who entered into the agreement put up bonds for a certain amount which would be forfeited if violation was made.

Collection of accounts was another matter that worried the merchants. Sending out accounts was expensive, and was not satisfactory besides. The appointment of a collector for the association was brought up, and it was thought feasible that one man could do all the collecting for the members of the association, thus making the cost to each light.

Another suggestion to curtail expenses by co-operation was for three or four members to engage one delivery, instead of each merchant having a delivery of his own. These matters are to be further discussed at the next meeting.

The Chilliwack Clerks' Association is also active, and at its meeting decided

to do everything possible to work harmoniously with the merchants' organization. Among the matters to be taken up with the merchants is the summer half holiday. The clerks will hold their first social on April 6th.

PACKERS DELAYING CASE.

New York, March 24.—Application for the extradition of three of the most prominent Chicago packers indicted by the Hudson County grand jury will be made by Prosecutor Garven to Governor Fort, of New Jersey, at Trenton this week. The prosecutor said in Jersey City yesterday that the men wanted are J. Ogden Armour, one of the Swifts and one of the Morrises. He hasn't made his final selections, but intends to "pick out the biggest guns in the bunch."

The grand jury may not be able to complete its present line of investigation in consequence of the packers' action in moving for a writ of error for the review by the Supreme Court of Justice Swayne's order for the production in New Jersey of the minutes of directors' and stockholders' meetings of four of the indicted corporations. The rule to show cause acts as a stay pending a final decision, and further appeals may be taken if the decision is not satisfactory to the packers. The term of the grand jury will expire on April 4, and the prosecutor fears that the next grand jury may be obliged to go over again the work which the present panel has been engaged in since it returned its conspiracy indictments in order to carry the inquiry to a successful close.

TO DATE ALL FOOD.

This is Suggestion Made by Montreal Cold Storage Inspector.

Montreal, March 23.—In his report on cold storage conditions in Montreal to the Medical Health Officer, Dr. McCarrey suggests that all food placed in cold storage be dated in order to prevent it from being held too long. In all there were 1,800 tons of foodstuffs in storage.

Dr. McCarrey's report reads:

I beg to submit the following report upon the result of the inspections made by my department, of the cold storage establishments in the city, namely, those of P. Poulin & Co., Gunn, Langlois & Co., Gould Cold Storage, Canada Cold Storage, Mathews, Fortier & Monotte.

The quantity of foodstuffs found stored in those establishments was as follows:

	Lbs.
Poultry	265,000
Fish	300,000
Beef	500,000
Mutton	146,000
Lard	30,000
Butter	600,000
Maple sugar	75,000
Honey	40,000
Oranges	300 cases
Apples	10,000 bbls.

The stock of poultry in cold storage has been accumulating since the month of August, 1909. The proprietors claim that none of it remains for a longer period than one year.

The stock of beef and mutton has been accumulating since the month of October, and it is claimed that they do not remain in cold storage for a longer period than six or seven months.

Other goods, such as butter, cheese, maple sugar, honey, fruit, etc., do not remain in cold storage for a longer period than twelve months.

The following confiscations were made at the above mentioned establishments during the tour of inspection: Beef, 800 lbs.; mutton, 200 lbs.; pork, 300 lbs.; poultry, 150 lbs.

All of the establishments were found in a sanitary condition and cleanly kept.

As it was freely rumored, previous to this special inspection, that mutton and poultry were kept in cold storage for over two years, I would suggest that a provision should be made in the law requiring that the foodstuffs placed in cold storage should be marked so as to show the date of their receipt by those establishments.

MAPLE SYRUP

SEE AD. ON PAGE "21."

Biscuits and Maple Syrup

Always a Tasty and Dainty Dish.

This is a good season to push biscuits. With maple syrup they are simply delicious. The suggestion will be appreciated by your housewife customers. Suggest our line—very high quality, and sold at the popular price which ensures steady sales.

Ask us about our O.K. Soda Biscuits in 2-lb. cartons and pails.

THE CANADIAN BISCUIT COMPANY, LIMITED
LA PERADE, QUE.

Why Christie biscuits make for success in the grocery business

Success does not happen.

There is nothing accidental about it. There are always good and apparent reasons for success—especially in the grocery business.

The grocer who conducts a *pure food shop* is bound to succeed, for the simple and conclusive reason that *pure foods* are the foundation of stable reputation—a reputation that no amount of money can buy.

Since Christie biscuits are the purest of all *pure foods*, it is reasonable to assert that the grocer who handles them is laying the proper foundation for *permanent* success.

Your best customers *know* a great deal about the *purity, quality and lasting goodness* of Christie biscuits.

Is it wise to risk losing even one good customer? Remember there's a Christie biscuit for every taste, and—

*Christie Biscuits sell
more than biscuits.*

CHRISTIE, BROWN & CO., Ltd.

GOOD BISCUIT CONDITION

is as indispensable to your trade as good biscuit quality.

Carr & Co's Carlisle Biscuits

enjoy a world-wide reputation not only for quality, but also for the fresh condition in which they invariably reach you. Aren't these the kind to handle?



Order from
nearest agent

Carr & Co.
CARLISLE,
ENG.

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



MADE
IN
CANADA

IS
YOUR
TIME
WORTH
MONEY?

DO YOU ?
Spend any time keeping books
Copy and post charges from one book to another
Make out statements at the end of the month
Spend any time trying to collect your accounts
Write up pass books for your customers
Know how much you sell for cash
Know how much you sell on credit
Know how much you receive on account
Know how much stock you have on hand
Have disputes with your customers over accounts
Ever forget to charge goods sold
Ever forget to make proper credits

CAN YOU show a correct proof of loss in case of fire?
WOULD YOU investigate a system that will handle all accounts with only one writing, and eliminate the many losses of time, labor and expense?

THE McCASKEY REGISTER SYSTEM gives you complete information
Information is free—Drop us a postal.

DOMINION REGISTER CO., Limited
Successor to The McCaskey Register Co., in Canada
96-104 Spadina Avenue TORONTO, CANADA

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured by
NATIONAL LICORICE CO.
Montreal.

Grocers,
Confectioners
and
Druggists

should not fail to handle a full range of our

Licorice Specialties

which will be found quick selling and profitable.

We also recommend our

Soft Mints, 5c. boxes | M. & R. Wafers, 5c. bags
Acme Pellets, 5-lb. tins | Lozenges, etc.

Write for price lists and illustrated catalogue

Send
To-day

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 and SASKATCHEWAN, O. F. Lightcap, 214 Princess St., Winnipeg
BRITISH COLUMBIA, Shallcross, Macaulay & Co., Vancouver
PROVINCE OF ALBERTA, Tees & Perse Calgary and Edmonton

M^cVITIE & PRICE

EDINBURGH and LONDON


BISCUIT MAKERS TO

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

The following kinds are specially recommended:

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

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

By Royal  Letters Patent

NELSON'S

POWDERED GELATINE

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

NELSON'S

Gelatine and Licorice LOZENGES


Should be in your confectionery department.

G. NELSON, DALE & CO., Ltd.

EMSCOTE MILLS, WARWICK, ENGLAND

The above can be had from any of the following agents:
The Smith Brokerage Co., Ltd., St. John, N.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, 84 Inns of Court Buildings, Vancouver, B.C.

CANADA: No better Country



MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

Weaker Tone to the Flour and Cereal Markets

Lower Flour Prices May be Seen Unless the Situation is Influenced by Adverse Reports of Growing Crops—Some Cereal Price Quotations Marked Down.

The trend of the flour and wheat market has taken a more decided turn for lower prices, and these are likely to come unless otherwise influenced by crop reports. However, nothing serious can take place in the near future. The stocks of wheat, together with the farmer's holdings are all and more than they were estimated, and therefore the chances favor lower prices.

Farmers in the Northwest are still hoping to receive the \$1 for their wheat, and as the roads are in a bad condition, it is not likely that much wheat will come from them till after seeding. Russia has astonished the world with her wheat crop, and is still pouring its vast supply to meet the demands of the large markets. All this serves to give a weaker tone to the flour and wheat cereal situation, although the big demand will counteract this to a certain extent.

MONTREAL.

Flour—Flour is having a fair sale at last quotations. There has been a rather large export demand, in view of the approaching opening of navigation. Dealers and millers report the situation satisfactory.

Winter wheat patents, bbl.	5 45
Straight rollers, bb	5 20
Extra, bbl.	4 80
Royal Household, bbl.	5 80
Glenora, bbl.	5 30
Manitoba spring wheat patents, bbl.	5 80
" strong bakers, bbl.	5 30
Five Roses, bbl.	5 80
Harvest Queen, bbl.	5 30

Oatmeal—Local competition has reduced the price of oatmeal 15c per bag. This state of affairs is only thought to be temporary. Demand has been somewhat slack, and as a result there is considerable competition for any orders which are to be placed.

Fine oatmeal, bags	2 37 1/2
Standard oatmeal, bags	2 37 1/2
Granulated " "	2 37 1/2
Gold dust cornmeal, 98-lb. bags	2 10
Boiled cornmeal, 100-bags	1 85
Rolled oats, bags	2 15
" barrels	4 55

TORONTO.

Flour—The flour market has not improved since last week. Buyers are slow in making purchases. They all feel that they should be able to buy cheaper, but the farmers on the other side are hanging on to their wheat for more money. Millers, between the two are pinched and complain that the margin has almost entirely vanished. The local prices of flour have not changed for several months.

Manitoba Wheat.	
1st Patent	5 70
2nd Patent	5 30
Strong bakers	5 10
Winter Wheat.	
Straight roller	5 10
Patents	5 30
Blended	5 30

Cereals—The cereal market shows

weakness. This is owing to some extent to the advent of spring and warmer weather. The grain market, however, is also dull and prices are weakening.

Rolled oats, small lots, 90 lb. sacks	2 20
" 25 bags to car lots	2 05
Rolled wheat, small lots, 100 lb. brls.	3 10
" 25 brls. to car lots	2 80
Standard and granulated oatmeal, 48 lb. sacks	2 55

ADVERTISERS WHO SLIGHT THE RETAILER.

By S. C. Lambert in Printers' Ink, March 9.

A certain man found himself several years ago possessed of the rights to a fountain pen of moderate price which incorporated one or two devices that made good "talking points." The promoter had been bred to think of advertising enthusiastically; he regarded it as something by itself, an isolated entity that merely needed to be recognized and success would follow. It had never occurred to him that advertising is the twin sister of salesmanship, and he embarked upon a very large magazine campaign without being advised by some kind friend that there was a vital relation between publicity and merchandising conditions.

The advertising ran for several months. The copy, though of the publicity kind, was well written. It had ginger, snap and force. The advertiser wondered why he was not engulfed with orders. He could not explain why the business showed so little increase.

One day he was telling his troubles to a friend, who asked him how well the pen was distributed. Had he taken steps to interest the dealer and to get his co-operation? The fountain pen man in some surprise said that he thought the magazine advertising would take care of the dealers interested.

Then the friend gave the advertiser his first real lesson in modern advertising—how a great deal of work must be devoted to interesting the trade and securing distribution as well as interesting the general public. Advertising, it was explained, was only a factor, though a very important one, in a modern selling campaign.

A new and comprehensive selling plan was then and there outlined. The advertising was changed to develop trade territorially. A competent sales and advertising manager was put in charge.

A year's campaign developed an excellent business. At the proper stage the advertising in the magazines was again taken up and all the selling factors merged harmoniously into an effective promotion effort. Incidentally the timely advice saved advertising from being charged with another "failure."



Think what you lose if you are so short-sighted as not to sell an article for which there is a constant demand!

MOONEY'S "PERFECTION" Soda Crackers

are just a little better than the others, because of the extra skill put into their making, and the extra care taken in the selection of materials.

Our methods of packing preserve the individuality of the MOONEY CRACKER and retain its freshness indefinitely.

ORDER TO-DAY

The Mooney Biscuit and Candy Co., Ltd.

STRATFORD - CANADA

Cox's Gelatine



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

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



THE NEW FLAVOR

MAPLEINE

Better
Than
Maple

The Crescent Mfg. Co.,
Seattle, Wash.

CIE FRANCAISE des PATES ALIMENTAIRES

Macaroni, Vermicelli, etc.

Strictly French Manufacture Guaranteed
Manufactured at
92 Beaudry Street MONTREAL

FEATHERS WANTED

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

WRITE TO

P. POULIN & CO.

39 Bonsecours Market, - Montreal
WE SELL FEATHERS TOO

WINDSOR SALT

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

TORONTO SALT WORKS

TORONTO, ONT. GEO. J. CLIFF, MANAGER

ROLLED OATS

FLAKED WHEAT and OATMEALS

Bags or Barrels. Car or Broken Lots.

WRITE FOR QUOTATIONS.

Prompt attention to all orders.

J. W. EWEN, - Uxbridge, Ont.

KEEP POSTED ON SUGAR

Having been identified with Sugar for the past thirty years, and being in constant touch with all sections of this country and foreign markets, we are in the best possible position to keep you posted by mail and wire of any actual or contemplated changes and general gossip of the markets. Some of the largest concerns are subscribers, and we should like to place our proposition before you. For further information write

SMITH & SCHIPPER, Co. 138 Front Street, NEW YORK

Good Butter Dishes

will increase your sales because appearances influence a customer. One crate of Oval Dishes will convince you that their place cannot be satisfactorily filled by anything else. Write your dealer about them.

Graham Bros. & Co., Kinmount, Ont.

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

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

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

Canadian Milk Products, Limited

Sole Manufacturers

Head Office: MAIL BUILDING, TORONTO.

The Largest and Oldest Barley
Manufacturers in Canada

LET US QUOTE YOU PRICES ON

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

John MacKay, Limited
BOWMANVILLE, - ONTARIO

Shoe Boils, Capped
Hock, Bursitis
are hard to cure, yet

ABSORBINE

will remove them and leave no blemish. Does not blister or remove the hair. Cures any puff or swelling. Horse can be worked. \$2.00 per bottle, delivered. Book 6 D free.
ABSORBINE, JR., (mankind, \$1.00 bottle.)
For Boils, Bruises, Old Sores, Swellings, Gout, Varicose Veins, Verrucae, Allays Pain.
W. F. YOUNG, P.D.F., 204 Temple St., Springfield, Mass.
LYMANS Ltd., Montreal, Canadian Agents.



52 Highest Awards In Europe and America

WALTER BAKER & CO.'S

**CHOCOLATE
& COCOA**



Registered
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Nation's Celebrated
GUSTARD POWDER
THE BIG 5c. PACKAGE

Just the thing

WHEN EGGS ARE SCARCE

We stock it. Write.

W. H. ESCOTT

Broker

Winnipeg, - - Man.



MAYBE, Brother Grocer, you'll remember the little booklet we told you about some time ago. About Jones and Mrs. Brown on a rainy day, you know. Of course, you remember "GET FLOURWISE"—the name on the cover.

Or, maybe, you didn't read your "GROCER" that week and missed the gladsome tidings.

Well, it was a kind of four-color affair on the outside with three inside.

Filled with dinkey little illustrations like a Christmas Pudding is full of plums.

Explaining just what Jones is piping about.

About good flour, FIVE ROSES and things, you know.

Sure we thought it was pretty good ourselves, which was only "nachelor" under the circumstances.

But far be it from us to toot our own trumpet, Brother Grocer.

So we waited with our ear to the ground to see how the trade would "cotton" to the idea.

The way that little booklet circulated would make hot cakes on a hungry day look like an "also ran."

Why, no sensible woman with cooking aspirations can read that little confab between Jones and Mrs. B. without conceiving a taste for FIVE ROSES goodies.

We defy YOUR wife to break the charm.

Says a prominent advertising expert from Toronto Town, whom we do not know personally, and who spent all of a two-cent stamp and half an hour's time to say it:

"My wife came home from the grocer's to-day with a copy of "GET FLOURWISE," and, knowing you to be the guilty party, I take this earliest opportunity of taking off my hat to one of the cleverest things in the booklet line it has been my good fortune to come across."

"I have read it all through, and my oldest boy has started on it, so that if we don't soon become a "FIVE ROSES" family it will not be for want of advertising. If it makes the bread plate circulate, the booklet ought certainly to make the flour do likewise."

Nice man, that!

Now, Brother Grocer, the printers are working on the *fourth* edition of TWENTY THOUSAND.

So that if YOU missed the first opportunity to get a supply of "silent salesmen," don't miss THIS.

A postal does it.

**LAKE OF THE WOODS
MILLING COMPANY**

LIMITED

MONTREAL
TORONTO
OTTAWA
LONDON
ST. JOHN
WINNIPEG
KEEWATIN
VANCOUVER

MAKERS OF FIVE ROSES

CANADIAN TRADE NEWS.

**Business Changes During the Week—
Losses by Fire and Assign-
ments Made.**

Ontario.

Wm. M. Baldwin, grocer, Fort Erie, Ont., died recently.
Assets of A. W. Dalglish, grocer, Vernon, Ont., are sold.

The National Matza & Biscuit Co., Toronto, has assigned.

F. J. Morgan, grocer, Ottawa, is retiring from business.

J. A. Hopkins Estate, grocer, Toronto, has sold to A. Walker.

R. L. Cowan, grocer, Strathroy, Ont., has sold to Thos. Hoolihan.

P. T. Dean, grocer, Goderich, Ont., is succeeded by Dean Brothers.

Cooey Bros., grocers, Toronto, Ont., have sold to B. H. Scott & Co.

P. G. Ryan, grocer and confectioner, Goderich, is closing out his business.

Wm. Campbell, general merchant, Elora, Ont., assigned to Henry Barber.

G. H. Matthews, general merchant, Corbetton, Ont., is succeeded by J. N. Gordon.

D. C. Fields, grocer and dry goods merchant, Collingwood, suffered loss by fire last week.

A. Chamandy, general merchant, Elk Lake, sustained loss by fire recently; the Elk Lake Supply Co., grocers, and the Lang, Jodouin Trading Co., general merchants, sustained similar losses.

The Gilbert Soap Co. has been granted an Ontario charter with head office at Toronto, to manufacture and deal in soap, oils, perfumery, etc. The provisional directors are W. A. Gilbert, J. C. Gilbert, A. S. Gilbert, and W. A. Baird.

Quebec.

The King Edward Market, groceries, will open in Montreal shortly.

R. G. Brodeur & Co., grocers, St. Hyacinthe, Que., have registered.

J. M. Vezina, general merchant, St. Narcisse, Que., is offering a compromise.

Demand of assignment has been made on Hector Brunelle, grocer, Three Rivers.

Maritime Provinces.

S. A. Gallop, general merchant, Arthurette, N.B., has assigned.

H. F. Pickard, grocer and hardware dealer, Sackville, Ont., has sold to Jno. Fillmore.

Western Canada.

G. McLearn, grocer, Winnipeg, has sold to T. Brown.

J. P. Hahn, general merchant, Oakner, Man., was burnt out.

Robert Neville, grocer, Fort William, Ont., has sold to F. J. McKeown.

Bryce & Williams, general merchants, Ernfold, Sask., were burnt out recently.

W. J. Shephard, general merchant, Beulah, Man., has sold to J. B. Wilson.

A further extension has been granted to T. H. Whale, general merchant, Winnipegosis, Man.

P. W. Martin & Son, general merchants, Gilbert Plains, Man., have sold to D. Cameron.

The Alert Trading Co., general merchants, Edmonton and Strathcona, Alta., have closed the Edmonton store.

D. F. Tracksell, general merchant, Battleford, Sask., is succeeded by Tracksell & Meredith.

Mrs. C. E. Butler, grocer, Qu'Appelle, Sask., is succeeded by Colonial Fruit & Produce Co.

Fillmore Trading Co., general merchants, Fillmore, Sask., have sold to E. J. Gregory.

Innisfree Mercantile Co., general merchants, Innisfree, Alta., have sold to Milner Bros.

FARRINGTON PHILOSOPHY.

A prosperous looking building produces an effect that you cannot afford to lose. If the store building is your own, keep it up in shape. If it is not, then make the landlord keep it up.

This is the time of the year when the front door is kept working overtime. See to it that it swings easily, so early that it is no effort for a woman to get in or out of the store with an armful of bundles.

A store without a good outside sign is like the proverbial needle in the haystack, as far as the stranger is concerned. It can be found, but only by inquiring of someone who knows where it is.

There is no money in blank wall space outside or inside. If you have available space somewhere in your building, see that there is a good sign made to fit it. Make that space work for you.

Don't have your store so full of goods that customers have to crowd in edge-wise, and don't have it so nearly empty that the stock rattles around like a pill in a paper box.

It has been said that talk is cheap. It may well be added that there are times when talk is mighty expensive, and it is well to consider the matter carefully before talking too much. An ounce of caution is worth a pound of regret.

MAPLE SYRUP

SEE AD. ON PAGE "21."

**ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR**

GREAT WEST

CUT PLUG

**SMOKING and CHEWING
TOBACCO**

SALES INCREASING DAILY

CLAY PIPES

The best in the world are made by

McDOUGALLS

Insist upon this make

D. McDOUGALL & CO., Glasgow, Scotland.

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

TANGLEFOOT



**The Original Fly Paper
For 25 years the Standard
In quality**

All others are imitations

Black Watch

**The Big Black Plug
Chewing Tobacco**



"A Trade Bringer"

Sold by all the Wholesale Trade

"ENTERPRISE"

Grocers testify that when they install the

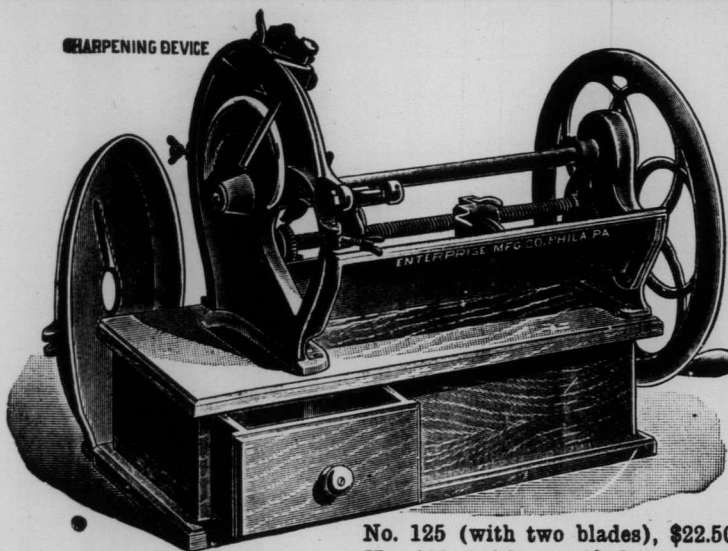
"ENTERPRISE"
Rotary Smoked Beef Shaver

sales of smoked beef showed a marked increase.

Of course they did.

The easier you make selling and buying—the better for business.

SHARPENING DEVICE



No. 125 (with two blades), \$22.50.
No. 129 (with one blade), 22.50.

Observe the Sharpening Device, the drawer for storing sliced beef; note that the feed is readily regulated to cut from the thinness of tissue paper to 1-8 inch for the No. 125 and from 1-40 to 1-4 inch for the No. 129.

"Enterprise" Smoked Beef Shaver No. 23, Japaned, at \$8.00; cuts evenly with a pendulum stroke.

Write for our latest catalogue of "Enterprise" goods for grocers.

The Enterprise Mfg Co.,
of Pa.
Philadelphia, U.S.A.

New York San Francisco
21 Murray Street 544 Van Ness Ave.

BUILDS BUSINESS

Are You Keeping Your Tobacco Stock
Up-to-Date ?

IF NOT, WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

The Geo. E. Tuckett & Son Co., Limited
HAMILTON, CANADA.

Apples Go A-begging for Buyers at any Prices

Market Overstocked Because The Varieties Were Not Sold at Proper Time—Excellent Demand For Oranges—Vegetable Season Earlier Than Usual and Market is Brisk — Lenten Fish Markets Quieting.

MONTREAL.

Green Fruits—Just at present the market for green fruits is quiet, though the usual increase for Easter is beginning to show. The next few days will, it is thought, show considerably increased activity.

Apples, while on the market in considerable quantity, are getting past the best stage, and sales are light. Oranges in nearly all lines are having a brisk sale at reasonable prices.

Apples—	Lemons—
Baldwins, bbl. 3 50	Sicily bitters, box 1 75 2 25
Greenings, bbl. 4 00	Limes, per box. 1 50
Russels 3 50 4 25	Oranges—
Kings, No. 1. 4 00	Florida, 3 00
Spies, per bbl. 5 00	California navels 2 75 3 00
Tallman Sweets. 3 00	Porto Ricos. 2 50
Bananas crated,	Mexicans 2 25
bunch 1 50 2 00	Messina bitters,
Cranberries, bbl. 6 00 10 00	box 2 25 3 00
Cranberries, p e r	Jamaica, bbl 4 10
bushel box. 1 50 2 00	Pineapples—
Cocoanuts, bags. 4 25	Florida, case. 3 75 4 00
Grape fruit—	Strawberries—
Florida, box. 5 00	Florida, qt. 0 30 0 40
Grapes, Almeria,	Tangerines, strap 3 00
per keg 5 00 7 00	

Vegetables—Imported lettuce is 50c per box higher, owing to a large Easter trade. Large quantities of California and Florida celery are on the market. Lower prices are looked for in most lines after Easter, particularly in celery. Strawberries are as yet unchanged, from 30 to 60c. Trade is reported very good.

Beets, bag. 0 40 0 50	Spanish, cases
Brussels sprouts,	150 lb. 3 00
per qt. 0 23	Spanish, 1 cases 1 50 1 75
Carrots, bag. 0 40 0 50	Potatoes—
Cabbage, bbl. 1 00 1 25	Montreal, bag. 0 60 0 70
Celery—	Sweet, per bbl. 2 50 3 50
California, crate. 5 50	" basket. 1 50
Florida, crate. 3 00 3 25	Parsley, dozen. 0 30
Cauliflowers, crate 2 75 3 00	Parasips, bag. 0 75 0 80
Cucumbers, doz. 2 50	Radishes, dozen
Garlic, per lb. 0 15	bunches. 0 40
Green Peppers,	Rhubarb, doz. 1 25
basket. 0 15	Spinach, bbl. 4 00
Lettuce—	Tomatoes—
Montreal, box. 0 50 1 75	Florida, crate. 4 00 4 50
Imported, box. 2 50	Cubans, crate. 2 25 2 50
Mushrooms, lb. 0 50 0 75	Turnips, bag. 0 50 0 60
Onions—	" Quebec,
Red, per bag 1 00	per ton. 12 00 14 00

Fish—The market is now somewhat quiet, on account of the mild weather. The frozen fish season is over, and the trade is looking out for fresh fish. So far only a few arrivals have been reported, principally dore, pike and perch, and these have been disposed of readily at high prices. A good deal of frozen fish is left yet, of which a good part will go into cold storage, and the remainder to the incinerator.

Dore. 0 15	Mullets. 0 07
Pike. 0 08	Haddock. 0 04
Perch. 0 07	Halibut. 0 15
Steak cod. 0 07	Bullheads. 0 12
	Carp. 0 10

Codfish. 0 04 0 04	Tomatoes per bbl. 1 00
Dore winter caught,	Steak cod lb. 0 04 0 05
north. 0 02	Salmon B.C. red. 0 10
Haddock. 0 04	Gaspar salmon. 0 10
Halibut, per lb. 0 10	north. 0 02
Herring, per 100. 1 50	Smelts 10 lb boxes. 0 07
Market cod. 0 04	Whitefish large. 0 02
Steak cod. 0 05	" " 0 02
Mackerel. 0 04	Whitefish small. 0 07
Pike. 0 06	

Green cod, No. 1,	Salmon, B.C., red, bbl 15 00
bbl. 6 00 6 50	" " pink, bbl 13 00
Labrador herring, bbl 5 00	" Labrador, bbl 18 00
" " bbl 2 85	" " bbls 9 00
Labrador sea trout,	" " trcs.,
bbls. 11 00	300 lb. 25 00
Labrador sea trout,	Salt eels, per lb. 0 07
half bbls. 6 00	Salt sardines, 20 lb. pls 1 00
No. 1 mackerel, pall. 2 00	Scotch herring, bbl. 6 50
" " bbls. 8 00	" " keg 1 00
No. 1 pollock, lb. 0 02	Holland herring, bbl 5 50
	" " keg 0 75

Bloaters, large, per box. 1 00
Fillets, lb. 0 12
Haddies. 0 09
Herring, new smoked, per box. 0 13
Kipper herring, per box. 1 00

Shell oysters, bbl. 10 00
Lobsters, live, per lb. 0 18
Oysters, choice, bulk, Imp. gal. 1 30
" " Sealight, standards, per Imp. gal. 1 50
" " select, per Imp. gal. 2 00

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

TORONTO.

Green Fruits—There is no improvement in the apple situation. The market is glutted and sales are pushed in order to get rid of them. Consumers are apparently not using the usual quantity of apples. The cause is that consumption decreases or increases according to the quality. Apples were bought too high to start with in the fall, and in order to realize a profit they were held above a good selling point. This caused some to remain on the hands of dealers after the time they were at their best. When they were sold they were stale and consequently decreased the consumption. The better qualities were held back in order to get rid of the out of season goods, and in this way the demand for apples almost died out. Low prices seldom increase consumption, but quality always does.

This is a busy week in fruit. Oranges, strawberries, grape fruit, etc., are in great demand. While oranges go out in loads, apples are passed by.

Apples. 1 00 4 00	Oranges—
Bananas. 1 75 2 00	California navels 3 00 3 25
Cranberries, bbl 6 25 6 50	Florida. 2 50 2 75
Cocoanuts, sack. 4 00	Mexican. 2 00 2 25
Grapes, Almeria	Valencia. 3 50 4 00
per keg. 6 00 6 50	Jamaica, barrel. 4 25
Grape Fruit—	Marmalade, Sev-
Cuban. 2 25 2 50	ille, per chest. 3 00
Florida. 4 00 4 25	Sicily bitter, box. 2 50
Lemons—	Pineapples, case 4 50 5 00
Sicily. 2 25 2 75	Strawberries, qt. 0 50 0 60

Vegetables—Fresh vegetables this year are about two weeks earlier than usual. Whether this is owing to the season being earlier, or to the effort of getting them on the market earlier in order to secure higher prices is not clear, but it

is certain that the southern countries, especially Florida, are making rapid progress in meeting the early demand for their vegetables. Thousands of acres, which have been useless swamp land, are now being reclaimed through a system of drainage and made into gardens of vegetable production.

EARLY

Southern Vegetables

The season is opening out well with good demand.

STRAWBERRIES

are coming along regularly and the quality is first-class. With warmer weather demand grows. Full lines Oranges, Lemons, Grapefruit, also

PINEAPPLES, BANANAS,

Etc.



25-27 CHURCH ST. - TORONTO

IT'S

more difficult of explanation why a few grocers still pass by

"St. Nicholas"

and

"Home Guard"

than why an ever increasing majority handle them to the exclusion of all other brands, because there is not as much unsalable fruit in a carload of St. Nicholas as you may sometimes find in a single box of some other brand.

Do you want to make your Lemon Business pay?

J. J. McCABE

AGENT

32 Church Street Toronto.

There is scarcely a vegetable that cannot be purchased on our market, and the demand is increasing from year to year.

Asparagus, bunch.....	0 40	Valencias, new, crate.....	3 00 3 25
Beets, bag.....	0 90	Spanish.....	2 50 2 75
Beets, new, doz.....	1 00	Green, per doz.....	0 50 0 60
Beans, green in qt. boxes.....	0 25	Spanish, 4 cases.....	1 50
Cauliflower, doz.....	2 25	Paranips, bag.....	0 85 0 90
Cabbage, Canadian, dozen.....	0 35 0 40	Potatoes—	
Cabbage, Can., per barrel.....	1 50	Canadian, bag.....	0 55 0 60
Cabbage, new, bri.....	3 00	Bermuda, new, per barrel.....	8 00
Carrots, bag.....	0 65 0 75	Sweet, hamper.....	1 25 1 50
Carrots, new, dz.....	1 25	" barrel.....	3 50
Celery, Canadian, dozen.....	0 30 0 35	Parsley, per doz.....	0 70
Celery, Florida.....	2 50 3 0	bunches.....	0 70
Cucumbers, doz.....	2 50	Radishes, doz.....	0 35 0 40
Lettuce, hamper.....	2 50	Rhubarb, doz.....	1 00
Lettuce, per doz.....	0 30	Spinach, hamper.....	90 1 00
Mushrooms, lb.....	0 90	Tomatoes, hot house, lb.....	0 25
Onions—		Tomatoes, case of 6 baskets.....	4 00 4 50
Canadian, bag.....	1 00 1 25	Turnips, bag.....	0 40

Fish—This is the biggest fish week in the whole year, and the quantity which is required in Toronto alone is beyond credence. "Too busy to talk to you," remarked one dealer, but he smiled, which took off the edge. And the information wanted, was obtained.

LAKE FISH (FROZEN)			
Goldeyes.....	0 06	Pike.....	0 06
Herring, Lake Superior.....	0 04	Trout.....	0 10
Pickrel, blue.....	0 05	Whitefish.....	0 11
Pickrel yellow.....	0 09		
OCEAN FISH (FROZEN)			
Steak Cod.....	0 07	Salmon, pink, per lb.....	0 09
Halibut.....	0 12	" red.....	0 10
Haddock.....	0 06	" sea dressed.....	0 13
Herring, per 100.....	1 75	Smelts, No. 1.....	0 08
Mackerel, each.....	0 20		

SMOKED, BONELESS AND PICKLED FISH.			
Acadia, per crate.....	2 40	Fillets, per lb.....	0 14
" tablets, box.....	1 60	Haddie, Finnan.....	0 04
Bloaters, per basket.....	0 90	Herrings, Digby, bndie.....	0 60
Codfish, shredded, box.....	1 80	Herrings, Imported.....	
" Bluenose, ".....	1 40	Loch Fyne, per kit.....	1 50
Cod steak, per lb.....	0 07	Kippers, per box.....	1 25
Cod, Imperial, per lb.....	0 05	Quail on toast, per lb.....	0 06
Ciscoes, per basket.....	1 25		
BULK OYSTERS.			
Oysters, standards, per gal.....	1 65	Oysters, selects, per gal.....	1 85
		Oysters, extra selects.....	2 00

Armand Chaput, of Chaput, Fils & Cie., is back in Montreal, after a holiday in the south.
 J. G. Hamelin, of the purchasing department of Laporte, Martin & Co., Montreal, is back at his desk again, after an attack of la grippe.
 W. H. Wilson, sales manager of the MacLaren Imperial Cheese Co., Toronto, is leaving for a short business trip to England and the continent. He sails by the Lusitania on March 30 and will be absent about six weeks.

Bananas, Tomatoes and Pineapples

THE season for these lines is at hand and every dealer should now begin to handle them. We represent the largest and best shippers. Our supply is steady and of best quality. Our big turnover enables us to ship fresh goods at all times, and that is a big factor.

Our prices are low, consistent with the quality of the goods we ship.

WHITE & CO., Limited
TORONTO MAIN 6565
 Branch at Hamilton

Fresh Arrivals

THIS WEEK

Car BANANAS—Fancy Fruit
 Car CALIFORNIA NAVELS

Extra Fancy Heavy Juicy Fruit. "GOLDEN ORANGE" Brand.

Car DOMESTIC CABBAGE
 FINE SOLID HEADS

Fancy Ripe Pineapples. Extra Fancy Florida Celery

PRICE AND QUALITY ALWAYS RIGHT

HUGH WALKER & SON
 (Established 1861) GUELPH, ONTARIO



In these busy days of advancement, improved methods of packing, handling and transporting Lemons, FOLLINA BROS. keep abreast of the times and offer always the new reliable pack of Lemons,

BUSTER BROWN

The old reliable method of saddling the horse—taking the grist to mill—alternately shifting the bag from the saddle to your own shoulder, to ease the horse, was certainly reliable, and to-day's methods are as reliable but more in keeping with the keen demand for better Quality—better Lemons. See that every box you buy bears our name.

FRATELLI FOLLINA
 PALMERO, MESSINA, Packers

W. B. STRINGER
 Canadian Agent, Toronto.

The Havana Potato Trust and its Trade Methods

Misleading Article Widely Circulated — Trust Does Not Discriminate Against New Brunswick Produce, Says Trade Commissioner—A Poor Shipment Causes Lot of Trouble — Only Canadian Potatoes Purchased.

By E. S. Kirkpatrick, Havana, Cuba.

An article on the potato trust in Havana, and its discrimination against New Brunswick produce, which appeared in a Canadian newspaper, has since been copied and republished very widely, not only in Canada and the United States, but has even been reproduced as a translation in Spanish in a Havana daily. This article should never have appeared in print. It is entirely misleading and has been productive of considerable harm. That there is a potato trust in Havana, composed of five men, is not to be questioned, but that they are 'five millionaires' was never suspected. Probably none were more surprised to read such a statement than the men composing the trust themselves.

The contention that these men have discriminated against New Brunswick produce is entirely wrong as the facts of the case will show. Previous to the present season there has never been any steamship connection between St. John and Havana and consequently no New Brunswick produce came to the Havana market. It is true that the steamer "Talisman" made several trips last year from St. John, but the stock arrived in such poor condition that it gave St. John shippers an unfavorable reputation in this market.

With the beginning of the present season and the establishment of a regular service, a St. John firm opened a produce warehouse in Havana in opposition to the trust and in their first shipment brought in 3,000 barrels of potatoes. These barrels were labelled in lithograph "Canada's Best Potatoes" and as the trust had honestly believed that New Brunswick stock was of poor quality they were curious to learn in what condition this stock arrived.

Thrown Into the Sea.

The result of that shipment is pretty well known by this time to all produce dealers. The stock arrived in such a rotten condition that the greater part of it was abandoned on the docks and remained there for two weeks until such a protest was made from residents of the neighbourhood that the sanitary department of the city had it carried out to sea and dumped. This was a very poor advertisement in the Havana market, for every dealer in the city had seen the stock and believed it to be typical of New Brunswick produce. The fault lay entirely in the fact that the stock was too green when shipped and was diseased as well. This experience made it doubly hard to convince the buyers that New Brunswick had a good article to sell.

In spite of a loss of \$6,000 on this shipment, the firm who were disappointed, ordered a second cargo which arrived a month later in excellent condition. It was readily sold, although not to the trust, who were still skeptical. As time went on small buyers began asking for New Brunswick stock, and the trust be-

came convinced that no better, if as good, produce was arriving from any point than that from New Brunswick. They then approached the Canadian firm who were doing business in Havana and offered to buy from them all the stock they cared to import on the condition that this firm should not sell to any one else. However, they could not arrive at any agreement. Then it became a battle of interests. Potatoes have not been sold in many years in Havana as low as during the present season. No matter what quotation was made to a buyer by the St. John firm, the trust would quote lower, but at the same time they, themselves, were paying about as much for potatoes as they had done at any time in the past.

It is stated on good authority that the trust lost \$30,000 in the month of December alone. But the fight was not against New Brunswick stock, but against one particular firm mentioned. At that time and until the present, they have been buying New Brunswick potatoes in large quantities from other shippers. Probably 100,000 barrels have been shipped from St. John to Havana this season, of which the greater part has been purchased by the trust.

Canadian Potatoes Only.

It is not to be denied that the price of potatoes in Havana is low, but this condition is entirely due to the excessive Canadian and United States crops. Maine potatoes are being quoted here now at a lower price than any from Canada, and yet notwithstanding this fact, the trust are buying almost solely from St. John and Halifax.

Without the Havana market during the present season, the New Brunswick crop of potatoes would have remained in the farmers' cellars, for there was absolutely no other market for them at any price. The Havana potato trust, instead of discriminating against New Brunswick, has bought stock from the New Brunswick shippers when they could have purchased for a lower price elsewhere.

The trust, however, are a body of shrewd business men who have secured a good corner and mean to hold it if they can. It is urged that they are adopting no different course from that which any other body of men have adopted under similar conditions. The market might be considerably better if they were not in control, but it is too much of an undertaking for one firm to attempt to dislodge them from the position which they hold.

INFORMATION TO BUYERS.

Supplied to the Trade by Sellers.

MacLaren Imperial Cheese Co., Ltd., are receiving of Beauce Brand Maple are receiving new supplies of Beauce Brand Maple Syrup. The new syrup will

have prompt attention. Place orders early. MacLaren Imperial Cheese Co., Ltd., protects the handlers of this Brand. If goods are not satisfactory money will be refunded. An advertisement referring to this appear in this issue.

The thirteenth annual meeting of Bovril, Ltd., was held in London, with the Earl of Arran, K.P., chairman of the company, presiding. The secretary's report showed a satisfactory year. Net profit for the twelve months was £122,576, a gain over the previous year.

At their annual meeting, the C. H. Catelli Co., Montreal, decided to build a new plant, as their present premises at 25 William St., Montreal, are too restricted to accommodate a business the size to which theirs has grown. Last year their production of macaroni and vermicelli was 9,000 lbs per day. Officers were elected as follows:—A. P. Frigon, president; C. H. Catelli, vice-president, and J. Cadieux, secretary-manager.

R. Simpson & Co., importers and wholesale dealers in teas, coffees, spices, etc., Hamilton, Ont. are building a red brick warehouse and office accommodation at the corner of Gore and Hughson Sts., which they expect to get possession of early in May. The offices will be large and bright, and there will be sample and tea and coffee testing rooms. The firm will have from 4 to 6 travelers on the road continuously. Robt. Simpson has had about 30 years experience in the tea, coffee and spice business and is recognized as being an extra good judge of teas and other lines of goods, which the firm intends handling. He has been a successful salesman, and has had considerable road experience, having traveled from the Atlantic to the Pacific. The firm has secured the services of travelers who have a thorough knowledge of the tea trade. It is just three months ago since Mr. Simpson moved to Hamilton, where he opened up business about six weeks or two months ago. He has been more than pleased with the amount of business done and the prospects for the future. He is favorably impressed with Hamilton and likes the city very much for residential and business purposes. He has a large business connection which has been established in some districts for over twenty-five years. The firm has the best of arrangements with several large tea estates and their representatives, and purchasing is done extensively when the markets are most favorable. Teas are in transit almost continuously. Stocks of teas, coffees and other goods are frequently held at Toronto and Montreal, and often are shipped from these points and diverted in transit. The firm expects to do a large import business from standard samples, and to open an office in Toronto within the course of a few months, where there will be a man located permanently to look after its interest. Mr. Simpson will make weekly or semi-weekly visits to the Toronto office. The firm is going into the coffee business extensively and will put up its own blends and brands.

"Oh, You Orange Spoon"

This "Orange Scoop" of ours is a winner. 'Twill scoop some change your way if you line up at the INDEPENDENT ORANGE WICKET. Read this:

Independent California Orange Brokers of Toronto

32 Church Street, Toronto

THROW OFF THE MUZZLE

Dear Sir,—Fruit is not manufactured—it grows—and it is an easy deduction that all California Oranges of the same grade, from the same district, are the same, regardless of suggestive and appropriate labels. Hence, there is no earthly reason why you or your customers should pay any corporation or individual a premium when you can get the identical commodity without.

STOP AND THINK. Do you imagine that other California Oranges can have any climatic advantages over those of any INDEPENDENT grower or shipper in that state? Does a HALO of silver-plated Orange spoons make the Orange any better—especially when you pay for the HALO? Has any grower or particular group of growers a MONOPOLY of the beneficent sun's rays of California?

IF YOUR CUSTOMERS wish the privilege of purchasing an Orange spoon at manufacturer's price, no middleman's profits—along with each dozen of Oranges, the Independent Orange shippers will supply you. We, the undersigned, or any jobber handling Independent packs of Oranges, are authorized to furnish you with elegant silver-plated Orange spoons or fruit knives, LOUIS and ROSE PATTERN, at manufacturer's prices. When ordering Independent packs of Oranges you can get these decidedly superior spoons or fruit knives of the most up-to-date and popular STERLING SILVER PATTERNS at \$1.10 per dozen. Give them to your customers at 10c. with each purchase of a dozen of Oranges. This leaves a little for "THE BOY," that's you.

Did you ever hear of a COAL KING, a WHEAT KING, a STEEL KING or any other commercial KING providing for the BOY? We guess not. Nor will a FRUIT KING, which you will create and are creating to-day, if you are one of the majority of retailers who are at present wearing the muzzle of a monopoly.

Stop and think, before you get in too deep—before all the Independent shippers of California are absorbed. Get in a line of INDEPENDENT ORANGES and INDEPENDENT SPOONS and KNIVES and be INDEPENDENT.

Yours very truly,

CAMERON HUSBAND, EUGENE MOORE, J. J. McCABE.

Get from all leading wholesale houses our Oranges, Spoons and Knives, also a display card to which you can attach a spoon and knife—makes a very attractive window card.



Especial Emphasis

should be laid on the fact that

BRUNSWICK BRAND SEA FOODS

are "quality" goods, and you had better be out of business rather than handle canned goods of doubtful quality!

In "Brunswick" Brand our scientific system of canning preserves the delicious natural flavor of the fish—a great selling point!

See that you have a full range on your shelves.

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; Shallcross, Macauley & Co., Calgary, Alta.; J. Harley Brown, London, Ont.; R. Robertson & Co., Vancouver, B.C.; The Alf. Denis Co., Ltd., Edmonton, Alta.

APPLE CIDER INTOXICATING?

**Prosecution Against Moncton Grocer—
British Demand for Apples.**

St. John, N.B., March 23.—Prosecutions against retail grocermen for unknowingly violating the Scott Act may result if conviction is found against a Moncton grocery dealer, who was charged in the Moncton police court last week with selling intoxicating liquor, the beverage being apple cider. One witness was examined and said he felt pretty good after indulging in a couple of drinks of cider. The case was adjourned for a week.

G. E. Barbour & Co., Ltd., of St. John, have bought the wholesale grocery business of A. I. Teed, St. Stephen. The business will be continued there, and E. R. Teed will remain with the firm and continue in charge of their Woodstock branch.

J. E. Furness, of the Furness line of steamers, Halifax, was in the city last week. Speaking of the apple trade with Great Britain, he said it was surprising that notwithstanding the poor quality of apples sent out from Canada this year, there was a greater demand for them in the English market than ever. Nova Scotia alone sent more than 100,000 barrels of apples to the old country.

The project to organize a co-operative store here does not seem to be meeting with the enthusiastic success that the promoters of the scheme expected. At a meeting held last week the committee appointed to prepare a report on the project, stated that it would be necessary to have at least 200 members to start with, and that the minimum amount each would have to contribute had been fixed at \$10. After a canvass of the meeting only twenty subscribers were secured. The project is still in abeyance.

If you are looking for trade with Irish merchants there is one paper that can put you in touch with buyers, and that is

The Irish Grocer, Drug, Provision and General Trades Journal.

10, Garfield Chambers, Belfast, Ireland

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

Write for Prices

W. A. LEARD

Summerside,

P.E.I.

SEASON 1908-9

Dried Apples

Shipments Solicited
Settlements Prompt

**W. A. GIBB COMPANY
HAMILTON**

JAMES SOMERVILLE, Manager

**To Handle Credit
Customers Successfully**

It is primarily essential that you get your MONEY out of them. Yet the credit customer expects the same consideration and courteous treatment that the cash customer gets—and he is entitled to it.

Allison COUPON BOOKS

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

HOW THEY WORK



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

For Sale by the Jobbing Trade Everywhere.
Manufactured by

ALLISON COUPON CO., Indianapolis, Ind.

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

ESTABLISHED 1886

Ingersoll - Ontario

Would you like our Weekly Circular

Lemon Bros.

Owen Sound, Ont., and Sault Ste. Marie
Wholesale **FRUIT, FISH and PRODUCE**

Commission Merchants, and

Dealers in **HIDES, WOOL and RAW FURS**

The
**“JUST
OUT”**

and the “just as good” store go hand-in-hand—on the down path. Let your store make progress by being always plentifully stocked with original goods. And of such Fels-Naptha is foremost in pleasing women.



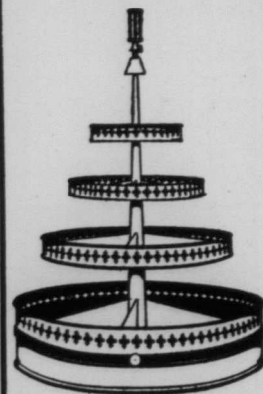
PROFITS IN GREEN TRUCK

Are assured by the use of this

**Vegetable Display Stand
and Mist Machine**

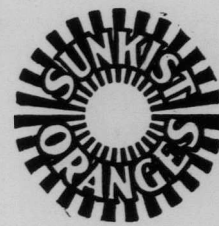
It saves waste and increases sales.
Let us tell you about it.

GALESBURG CORNICIE WORKS
93 Cox Street, Galesburg, Illinois





"SUNKIST"



SEEDLESS

NAVEL

CALIFORNIA ORANGES

ARE NOW AT THEIR BEST

☐ "Sunkist" Oranges and Lemons build up your fruit trade.

☐ Our advertising campaign will help you.

CALIFORNIA FRUIT GROWERS' EXCHANGE

Distributing Points: TORONTO WINNIPEG MONTREAL CALGARY

Good Lobsters Always Sell : :

But if they are of indifferent quality they stick on the shelves and, when they are finally sold, they hurt the reputation of the vendor.

It is a simple matter to get the best lobsters when you buy, selected, the delicious, firm meat so delectable always! Just specify

Golden Crown Lobsters

or

Golden Key Lobsters

YOUR JOBBER HAS THEM

W. S. LOGGIE CO., LIMITED

SOLE PACKERS

Chatham

New Brunswick

Your best customers will buy "Concord" Norwegian Sardines

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

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

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



LIST OF AGENTS:

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

Is High Cost of Living Due to Cost of High Living?

Retail Grocers Tell of Luxuries Indulged in by People Who Cannot Afford Them—Effects of the Bargain Hunting Craze—The Cost of Amusements—Groceries Handled at Smaller Profits Than Usual.

The "high cost of living" question treated from the standpoint of the "cost of living high," brings out some assertions worth more than a passing consideration. A number of Canadian grocers interviewed indicate that the public has no reason to complain about the high prices of standard foods that are paid to the retail trade, but that the high cost is due to injudicious and extravagant buying.

Bargain hunting, they claim, is fashionable, but careful, economical buying seems undignified and looks small. Householders buy as regular daily food in the midst of winter such articles as green vegetables, strawberries, oranges, etc., which, a few years ago, were only used by those who could afford luxuries.

Groceries, they say, with the exception of bacon, lard and poultry, are not appreciably higher than they have often been before, and many are lower. That the average cost of necessary groceries has never been much lower, that retailers have never been working on smaller profits, and that therefore the blow aimed at the grocers has entirely missed the mark, are the contentions of the trade in general. All the arguments stimulated by false representations of an organized retail movement and about the unfairness of the retail trade are, if this be true, left without a leg on which to stand.

Is Bargain Hunting the Cause?

One grocer maintained that the high prices of goods have nothing to do with the present trouble.

"It is caused in a great degree by spending money for things people don't need, but buy them because they are bargains. This bargain hunting has become as fascinating as gambling. People buy things because they think they are bargains and when they bring them home, they find that they have no use for them and wonder why they bought them.

"It is a daily occurrence that people spend 10c car fare to buy a thing 5c under value, just because they can no more resist the temptation than a toper can resist the temptation of a glass of whiskey.

"Call it a disease if you like, but I think it is a craze. Hundreds of women are spending their time under the influence of this craze who should be at home looking after their families."

Another said: "I find, as a rule, the people who get behind in paying their grocery bills are working people who spend everything they earn, and if sickness overtakes them, or they get out of work, they have nothing on which to live. They have no idea of economy,

they will have the most expensive goods and never think of saving anything for a rainy day.

"To give you an example, I sell rice at 5, 7, 8 and 10c a lb. The 5 cent rice is just as good food as any, but I sell very little of it, for nearly all want the 10c rice. It is, of course, in my interests to sell the high priced rice, but I merely show you that people are not buying according to their means."

To Divert Attention.

"Bacon is very high," said a third, "but let me tell you that six years ago I paid 19c for the best bacon, which is very little less than what we pay now.

"I believe that all this talk in the newspapers about the high cost of living is aimed at the small retailers in trying to lead people to think that they are paying too much for their goods and that they can save money by buying from the large stores. Goods were never handled at a smaller profit than they are now.

"People who cannot afford it are buying too many luxuries," declared one grocer. "They do not get down and live on plain, pure, wholesome food. They seem to forget how far they have to make their money reach. They buy what they see and what they think they would like.

"Of course, we like to sell goods we have in stock, but I would rather not keep them at all, because they are too expensive for a great many people."

"I find that the working people in this country," said an English grocer, "are not economical in their cooking. They are far more wasteful and buy more luxuries than people in the same standing do in the old country.

"The working people, with the professional dead beats, are the people, as a rule, who get behind with their accounts, but it is not because the necessities of life are dear. They are making more money than they used to do, and imagine they are no longer poor and, therefore, must have the best of everything that is going. It will not do for them to admit that they cannot afford to buy luxuries.

"You will be surprised to see how much green vegetables are sold in the winter now, and you know they cannot be bought here and sold at a low price. Strawberries are bought at 75c a box, and all want the best creamery butter."

Money for Trifling Things.

"One of the main reasons why so many people find it hard to pay their accounts is the fact that they are spending so much of their money for trifling things. Look at those 5c shows all over the country. It is only 5c, but they take

in more than any ordinary store, and those who attend have that much less to pay for things they need. Hundreds of little catchy things are bought when all their money is needed to support their families.

"There is certainly no combination in the grocery business that affects the prices of groceries. Groceries are not unreasonably high compared with wages and salaries, and the people have certainly no reason to kick about the cost of the groceries they buy. They can live within their incomes if they want to.

"Why should the papers kick up all this fuss about the high cost of living and put the blame on those who handle the different foods for the people, as if food were the only thing for which people were paying out their money? Why do they not say something about the high rents, high doctors' fees, high lawyers' fees, high cost of ladies' hats, etc. These are all infinitely higher from a standpoint of profit and real value than anything the people eat, even including bacon at 25c and turkey at 30c a pound.

"Why should the grocer and butcher always be singled out as the men who are the cause of the high cost of living, and yet there is not a class of people with equal intelligence, who do as much work and give as good value for as little profit as these men do? Retailers have been standing behind their counters as targets for everybody to shoot at, and it is up to us to demand equal rights with others and stand on a level with the best of them."

The question of profits was discussed by another grocer. He said, "What is the sense in suspecting the retailers of charging too much for their goods when many of them are not making as much as an ordinary laborer, and can scarcely make a living. You would never think that people were hard up for money when you watch the theatres, nickel shows, skating rinks, etc. A dollar a seat is a trifle compared with two cents advance on a pound of bacon."

The above interviews shed considerable light on the "high cost of living" complaints and demonstrate that the retail trade should not carry the entire blame. The idea that people have nowadays that, no matter how low their wages or salaries may be, they should indulge in luxuries, has done much to increase the cost of living. The staple articles of food have not advanced over prices prevailing during recent years to any extent with one or two exceptions—meat products being the chief of these. In many cases prices are lower, but generally speaking the average cost of standard groceries in season is the same as it has been during the last few years.

A Good Repeater

A prominent grocer, when recently asked what kind of goods he liked to sell best, replied:—

“Give me a good repeater like Royal Baking Powder; an established article of undisputed merit which housekeepers repeatedly buy and are always satisfied with.”

NEW baking powders and new foods, like new fads, come and go but Royal goes on forever. Grocers are always sure of a steady sale of Royal Baking Powder, which never fails to please their customers, and in the end yields to them a larger profit than cheaper and inferior brands.

ROYAL BAKING POWDER CO., NEW YORK.

Classified Advertising

Yearly Contract Rates.

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

ADDING MACHINE.

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott-Fisher, Ltd., Room 314 Stair Building, Toronto.

AGENT WANTED.

AGENTS WANTED IN CANADA by Manchester Manufacturer of Bottled Jams. An attractive line that should sell well. Address—Duerr & Sons, Old Trafford, Manchester. (tf)

BUSINESS CHANCES.

FOR SALE—Grocery business, large corner store in growing locality; well established, splendid connection, big order trade; annual turnover \$20,000. Must be sold immediately. Good reasons for selling. Address Box 334, CANADIAN GROCER, Toronto. (tf)

GROCERY, CROCKERY and CONFECTIONERY business for sale. Good thriving village in Western Ontario. Excellent farming country. Stock and fixtures \$2,000. Turnover \$8,000, at 85 cents on the dollar. Good reasons for selling. Box 336, CANADIAN GROCER, Toronto. (13)

COUNTER CHECK BOOKS.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

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

FOR SALE.

FOR SALE—City and Town rights for preserving eggs. No cold storage needed. Box 339, CANADIAN GROCER, Toronto. (14p)

FOR SALE—Automatic Computing Scale. S. H. Fagan, Windsor, Ont. (13p)

MISCELLANEOUS.

AT LAST—A really practical pencil sharpener. The "Spiro" sharpener built on a new principle, positively does not break the lead. Ten blades. Sharpener lasts lifetime. Every pencil user needs one. Pencil sharp in a second. Ask your stationer or write us direct. A. R. MacDougall Co., Canadian Agents, Toronto.

ANY man who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. If lost or delayed in the mails, a prompt refund is arranged or new Order issued without further charge.

COUNTER CHECK BOOKS—Especially made for the grocery trade. Not made by a trust. Send us samples of what you are using, we'll send you prices that will interest you. Our Holder, with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems Limited, Manufacturing Stationers, Toronto.

CUT DOWN THE COST of your fire insurance. Our illustrated catalog "O" on fire-proof windows, doors, etc., contains full information as to how you can save money on your insurance. You will find it interesting. Write for it to-day. A. B. Ormsby Co., Ltd., Toronto. (tf)

DOUBLE your floor space. An Otis-Fensom hand-power elevator will double your floor space, enable you to use that upper floor either as stock room or as extra selling space, at the same time increasing space on your ground floor. Costs only \$70. Write for catalogue "B." The Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (tf)

MISCELLANEOUS.

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are Fire Insurance Experts. We can safeguard your interests, and procure the lowest rates. Mitchell & Ryerson, Confederation Life Bldg., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fire-proof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont.

ERRORS AVOIDED, LABOR SAVED—Using the "Shou-perior" Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full enquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada. (tf)

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Ltd., 180 Richmond St. West, Toronto. (tf)

FASHION DECREES—Holland Linen correspondence stationery correct in style. Its beautiful writing surface most attractive. Envelopes to match. Fashionable sizes and colors. Visiting cards. Invitation and At-Home Cabinets and Writing Tablets. Ask your stationer. W. J. Gage & Co., Ltd., Toronto.

GET THE BUSINESS—INCREASE YOUR SALES. Use Multigraph Typewritten Letters. The Multigraph does absolutely every form of printing. Saves you 25% to 75% of your printing bill. Multigraph your Office Forms; Letter-heads; Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay St., Toronto. (tf)

INSURE HEALTH by installing Pullman system of natural ventilation. Simple, inexpensive. All foul air in room expelled through special outlets. Use in store, office and home. Send for free booklet. Wm. Stewart & Co., Saturday Night Building, Toronto; Board of Trade Building, Montreal. (tf)

JUST NOW we are holding a special sale of second-hand typewriters. All makes are represented—Underwood, Remingtons, Oliviers, Empires, Smith Premiers, etc. They have been carefully rebuilt and are in good workable, wearable condition. The Monarch Typewriter Company, Limited, 98 King St. W., Toronto, Ont. (tf)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement" you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

RELIABLE AGENTS WANTED to sell London manufactured "Home Made Brand" Pickles, Sauces, etc. Quality good, prices low and command ready sale. Old established firm. Apply "Onions," c/o CANADIAN GROCER, 88 Fleet St., E.C., London, England. (14)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Ter-auley Street, Toronto. (tf)

MISCELLANEOUS.

SAMPLES FREE—Write us to-day for free samples of our new two-color Counter Check Books—white and yellow leaves. We make Check Books endfold and sidefold, single and triplicate pads. Lowest prices. Dominion Register Company, Ltd., 100 Spadina Ave., Toronto.

THE "Kalamazoo" Loose Leaf Binder is the only binder that will hold just as many sheets as you actually require and no more. The back is flexible, writing surface flat, alignment perfect. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., Kline and Spadina, Toronto. (tf)

THE METAL REQUIRED in a Modern Concrete Building. Our special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock, quick delivery. Before deciding write us for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (tf)

THE MONEY you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Limited, 33 John St., Hamilton, Ont. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WHEN buying bookcases insist on having the best on the market, "Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our safes, you can rest at ease; no fire is too hot for our safes and vaults to withstand. We manufacture vaults and safes to meet every possible requirement. Write for catalogue "S." The Goldie & McCulloch Co., Ltd., Galt, Ontario. (tf)

YOU can display your goods to better advantage through the use of up-to-date fixtures. We are specialists in the planning of stores and offices. Our catalogue contains illustrations of many new features and several handsomely equipped stores and offices. Shall we send you our catalogue? Jones Bros. & Co., Ltd., 30-32 Adelaide St. W., Toronto. (tf)

\$75 buys the best duplicating machine on the market. ACME will print anything a job printer can do. Complete outfit: Acme Duplicating Machine, one tubular stand fitted with type cases, compartments plainly lettered and arranged like universal keyboard of the standard make of typewriters, one drawer for accessories and forms, 20 lb. font of typewriter type, one chase, one Acme ribbon any color with typewriter ribbon to match, one pair tweezers, two quills, one key, one oil can and one set of reglets. Sold with a guarantee. Acme Duplicator Co., Baltimore, Md., U.S.A.

REPRESENTATIVE WANTED.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Avenue, Toronto. (tf)

SITUATIONS WANTED.

YOUNG MAN, of smart appearance, aggressive and business-like, 7 years' experience in the retail grocery business, seeks situation as traveler—city or country. Small salary and commission. Excellently recommended. Box 339, CANADIAN GROCER, Toronto; (12)

TECHNICAL BOOKS.

SALES PLANS—This book is a collection of 333 successful plans that have been used by retail merchants to get more business. These include Special Sales, Getting Holiday Business, Co-operative Advertising, Money-Making Ideas, Contests, etc. Price \$2.50, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front Street E., Toronto.

Diamond
1-lb. tins, 3
1-lb. tins, 3
1-lb. tins, 4

IMJ
Cases,
4 dozen...
3 dozen...
1 dozen...
3 dozen...
4 dozen...

MAG
BAKI
POW
GOLDAINE

ROY
KING

CAN.
Aylmer

Strawberry
Raspberry
Black currant
Red currant
Raspberry
currant
Raspberry
gooseberry
Damson pl
stoneless
Greengage
stoneless
Gooseberry

Strawberry
Black currant
Raspberry.
Other varie
Freight a
White Swa
1-lb. tins,
1-lb. "

COO
PREPAR

Book
Cartoons—
No. 1, 1-lb.,
No. 1, 1-lb.,
No. 2, 5-oz.,
No. 2, 5-oz.,
No. 3, 2-oz.,
No. 10, 12-oz.,
No. 10, 12-oz.

White Swan
White Swan
White Swan

Keen's Oxfon
In 10-box
Gillett's Man

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder
W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 2 doz. in case	.....	\$2 00
1-lb. tins, 3 " "	.....	1 25
1-lb. tins, 4 " "	.....	0 75

IMPERIAL BAKING POWDER

Cases.	Sizes.	Per doz.
4 dozen	10c.	\$0 85
3 dozen	6-oz.	1 75
1 dozen	12-oz.	3 50
3 dozen	2 1/2-lb.	10 50
1 dozen	5-lb.	19 80



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 dozen	5c.	\$0 50
4 " "	4-oz.	0 75
4 " "	6 " "	1 00
4 " "	8 " "	1 30
4 " "	12 " "	1 80
2 " "	16 " "	2 25
4 " "	16 " "	2 30
1 " "	2 1/2-lb.	5 00
1 " "	5-lb.	9 50
1 " "	6-oz.	Per case
1 " "	12 " "	\$6 00

ROYAL BAKING POWDER

Sizes.	Per Dzn.
Royal—Dime	\$ 0 95
" 1 lb.	1 40
" 2 lbs.	1 95
" 3 lbs.	2 55
" 5 lbs.	3 85
" 1 lb.	4 90
" 2 lbs.	13 80
" 5 lbs.	22 95

CANADIAN GANNERS, LIMITED

Aylmer Jams	Peach	.....	1 80
	Pear	.....	1 70
Strawberry	Jellies	.....
Raspberry	Red currant	.....	2 40
Black currant	Black currant	.....	2 40
Red currant	Crabapple	.....	1 70
Raspberry & red currant	Plum	.....	1 70
Raspberry and gooseberry	Grape	.....	1 70
Damson plum, stoneless	Scotch Marmalade	.....	1 40
Greengage plum, stoneless	Orange Jelly	.....	1 75
Gooseberry	Green Fig	.....	2 25
	Lemon	.....	1 80
	Pineapple	.....	2 25
	Ginger	.....	2 25

Pure Preserves—Bulk

5's & 7's per lb.	14's & 30's per lb.
Strawberry	0 11
Black currant	0 11
Raspberry	0 11
Other varieties	0 09

Freight allowed up to 25c per 100 lbs.

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder

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

COOK'S FRIEND BAKING POWDER

Cartoons—	Per doz	No. 12, 4-oz., 6 dz	0 70
No. 1, 1-lb., 4 doz	2 40	No. 12, 4-oz., 3 dz.	0 75
No. 1, 1-lb., 2 doz	2 50	In Tin Boxes—	
No. 2, 5-oz., 6 doz	0 80	No. 13, 1-lb., 2 dz.	3 00
No. 2, 5-oz., 3 doz	0 85	No. 14, 8-oz., 3 dz	1 75
No. 3, 2 1/2-oz., 4 dz	0 45	No. 15, 4-oz., 4 dz.	1 10
No. 10, 12-oz., 4 dz	2 10	No. 16, 2 1/2-lb.	7 25
No. 10, 12-oz., 2 dz	2 20	No. 17, 5-lb.	14 00

Cereals

WHITE SWAN SPICES AND CEREALS, LTD.

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

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

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

White Swan Self-rising Buckwheat Flour, per doz. \$1.

White Swan Self-rising Pancake Flour, per doz. \$1.

White Swan Wheat Kernels, per doz. \$1 40

White Swan Flaked Rice, per doz. 1 00

White Swan Flaked Peas, per doz. 1 00

Chocolates and Cocoas
THE COWAN CO., LIMITED

Cocoa

Perfection, 1-lb. tins, per doz.	.....	\$4 50
Perfection, 1/2-lb. per doz.	.....	2 40
Perfection, 1/4-lb. per doz.	.....	1 30
Perfection, 10c size 5-lb. tins	.....	0 90
per lb.	.....	0 37
Soluble, bulk, No. 1, per lb.	.....	0 20
Soluble, bulk, No. 2, per lb.	.....	0 18

London Pearl, per lb. 0 22

Special quotations or Cocoas in bbls. kegs, etc.

Unsweetened Chocolate—

Plain Book, 1/2's & 1/4's, cakes, 12-lb. box	.....	0 96
Perfection chocolate, 20c size, 2 dozen boxes, per dozen	.....	0 90
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	.....	0 90

Sweet Chocolate—

Queen's Dessert, 1/2's and 1/4's, 12-lb. box, per lb.	.....	\$0 40
Queen's Dessert, 5's, 12-lb. boxes	.....	0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	.....	0 30
Parisian, 5's	.....	0 30
Royal Navy, 1/2's, 1/4's, boxes, per lb.	.....	0 24
Diamond, 7's, 12-lb. boxes, per lb.	.....	0 25
" " " " " "	.....	0 28

Isings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1/2-lb. pkgs., 2-doz. in box, per dozen

Confections—

Milk chocolate wafers, 5-lb. boxes	.....	0 36
Maple buds, 5-lb. boxes	.....	0 36
Chocolate wafers, No. 1, 5-lb. boxes	.....	0 30
Chocolate wafers, No. 2, " "	.....	0 25
Nonpareil wafers, No. 1, " "	.....	0 25
Nonpareil wafers, No. 2, " "	.....	0 25
Chocolate ginger, 5-lb. boxes	.....	0 30
Milk chocolate, 50 bundles, per box	.....	1 35
Milk chocolate, 50 cakes, per box	.....	1 35

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

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

Smaller quantities 0 37

JOHN P. MOTT & CO.'S

R. S. McIndoe, agent, Toronto; Arthur M. Loucks, Ottawa; J. A. Taylor, Montreal; J. E. Huxley, Winnipeg; Tees & Perse, Calgary, Alta.; Standard Brokerage Co., Vancouver, B.C.; G. J. Estabrook, St. John, N.B.

MOTT'S DIAMOND CHOCOLATE

Elite, 10c size (for cooking) doz. 0 90

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

" breakfast cocoa, 1/2's 0 38

" " " " " " 0 38

" No. 1 chocolate, 1/2's 0 32

" Navy " " " 0 29

" Vanilla sticks, per gross 1 00

" Diamond chocolate, 1/2's 0 24

" Plain choco chocolate liquors 0 32

" Sweet Chocolate Coatings 0 30

WALTER BAKER & CO., LIMITED.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes 90 35

Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins 0 41

German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes 0 36

Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes 0 32

Auto Sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes 0 32

Vanilla Sweet chocolate, 1-6-lb. cakes 0 44

Soluble cocoa (hot or cold soda) 1-lb. tins 0 28

Cracked cocoa, 1-lb. pkgs., 6-lb. bags 0 23

Caracas tablets, 100 bundles, tied up, per box 3 00

The above quotations are f.o.b. Montreal

Cocoanut

CANADIAN COCOANUT CO., MONTREAL.

Packages—5c., 10c., 20c. and 40c. packages, packed in 15 lb. and 30 lb. cases. Per lb.

1-lb. packages	.....	0 26
1/2-lb. packages	.....	0 27
1-lb. packages	.....	0 28
1 and 1/2 lb. packages, assorted	.....	0 26 1/2
1 and 1/2 lb. packages, assorted	.....	0 27 1/2
1-lb. packages, assorted, in 5 lb. boxes	.....	0 28
1-lb. packages, assorted, in 5 lb. boxes	.....	0 29
1-lb. packages, assorted, 5, 10, 15 lb. cas.	.....	0 30

Bulk—

In 15 lb. tins, 15 lb. pallets and 30, 35 and 50 lb. boxes.	.....
White moss, fine strip	0 19	0 21
Best shredded	0 18	0 17
Special Shred	0 17	0 14
Ribbon	0 19	0 18
Macaroon	0 17	0 17
Desiccated	0 16	0 16

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—

Featherstrip, galls	.....	0 16
Shredded	.....	0 17
In packages 5-c., 10-c., 20-c. lb.	.....	0 16

Condensed Milk

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

Eagle Brand Condensed Milk	.....	\$6 00
Gold Seal Condensed Milk	.....	4 25
Challenge Condensed Milk	.....	4 00
Peerless Brand Evaporated Cream five cent size (4 dozen)	.....	2 00
Peerless Brand Evaporated Cream family size	.....	3 50
Peerless Brand Evaporated Cream pint size (4 dozen)	.....	4 80
Peerless Brand Evaporated Cream hotel size	.....	3 70



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$4 00

Reindeer brand per case (4 doz.) 5 00



Coffees.

THE EBY BLAIN CO. LIMITED.

Standard Coffees.

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

Club House	.....	\$0 32
Nectar	.....	0 30
Empress	.....	0 28
Duchess	.....	0 26
Crushed Java and Mocha, whole	.....	0 17
Golden Rio	.....	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	.....	0 30
Cafe, Dr. Gourme's, 1 lb. fancy glass jars, ground	.....	0 30
German Dandelion, 1 and 1 lb. tins, ground	.....	0 22
English Breakfast, 1 lb. tins, ground	.....	0 18

WHITE SWAN SPICES AND CEREALS LTD.
White Swan Blend.



Café des Epiceurs—1-lb. fancy glass jars, per doz. \$3.60.

Café L'aromatique—1-lb. amber glass jars, per doz. \$4.

Presentation, with 8 tumblers, \$10 per doz.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	.....	\$0 53
"Gilt Edge" in 2 lb. tins	.....	0 52

Canadian Souvenir 1 lb. fancy lithographed canisters 0 30

Cheese—Imperial

Large size jars, doz. 8 25

Medium size jars, per doz. 4 50

Small size jars, per doz. 2 40

Individual size jars per doz. 1 00

Imperial holder—

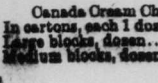
Large size, doz.	18 00
Med. size, doz.	17 00
Small size, doz.	12 00

Roquefort—

Large size, doz.	2 40
Small size, doz.	1 40

Canada Cream Cheese—

In cartons, each 1 dozen	.....	0 95
Large blocks, dozen	.....	9 25
Medium blocks, dozen	.....	1 40



W.S.P. Ret. P.

Ground or	0 50
begin	0 33
" "	0 50
" "	0 29
" "	0 40
" "	0 30
" "	0 22
" "	0 23
" "	0 30

Packed in 30s and 50-lb. cases. Terms—Net 30 days prepaid.

Confections

THE COWAN CO., LTD.

Cream Bars, 60's, assorted flavors, box	.....	1 80
Milk Chocolate Sticks, 36 in box	.....	1 55
" " " " " " 10c cakes, 36 in box	.....	1 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	.....	0 33
" " " " " " No. 2	.....	0 25
Maple Buds, 5-lb. boxes, lb.	.....	0 35
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	.....	0 40

These prices are F.o.b. Toronto.

IMPERIAL PEANUT BUTTER

Small, cases 2 dozen	.....	0 95
Medium, cases 2 dozen	.....	1 80
Large, cases 1 dozen	.....	2 75
Tumblers, cases 2 dozen	.....	1 35
25-lb. pails	.....	0 15 lb.

Coupon Books—Allison's

For sale in Canada by The Eby Blain Co Ltd Toronto, C. O. Beauchemis & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.

All same price one size or assorted.

UN-NUMBERED

Under 100 books	.....	each 04
100 books and over	.....	each 34
500 books to 1000 books	.....	(3

For numbering cover and each coupon, extra per book 1/4 cent.

Infants' Food

Robinson's patent barley, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25; Robinson's patent groats, 1/2-lb. tins, \$1.25; 1-lb. tins, \$2.25.

Flavoring Extracts

SHIRIFF'S

1 oz. (all flavors), doz.	1 00
2 " " " " " "	1 75
4 " " " " " "	2 00
8 " " " " " "	3 00
16 " " " " " "	3 75
32 " " " " " "	5 00
64 " " " " " "	10 00
128 " " " " " "	18 00

Discounts on application.

CRESCENT MFG. CO.

2 oz. bottles (retail at 50c.)	.....	4 25
4 oz. bottles (retail at 90c.)	.....	6 50
8 oz. bottles (retail at \$1.50)	.....	12 50
16 oz. bottles (retail at \$3)	.....	24 00
Gal. bottles (retail at \$20)	.....	14 50

Milk Powder

CANADIAN MILK PRODUCTS, LTD., TORONTO

Trumilk, full cream, per case (4 doz), 1/2 lb. tins 4 80

Milkstock (cooking milk), per case (4 doz) 1/2 lb. tins 4 80

Jams and Jellies

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Laflamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz. \$2 20

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	.....	1 00
2-lb. tins, 2 doz. in case, per lb.	.....	0 07 1/2
5 and 7 lb. tin pails, 3 and 9 pails in crate, per lb.	.....	0 07
7 wood pails, 6 pails in crate, per lb.	.....	0 07
30-lb. wood pails, per lb.	.....	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 2 doz. in case, per doz.	.....	1 00
2-lb. tins, 2 doz. in case, per lb.	.....	0 07 1/2
7 wood pails, 5 pails in crate, per lb.	.....	0 07

SOUPS

JOS. CAMPBELL CO., CAMDEN, N.J.

Soups (condensed)—No. 1 cans, all kinds, doz. \$1.20. Pork and Beans, with tomato sauce or Boston style—No. 2 cans, doz. \$1.40.

Tomato Ketchup—Bottles (10c. size only) doz. \$1.40. Tabasco-Ketchup—Bottles (10c. size only) doz. \$1.40. Mustard (prepared)—With spoon (new) doz. \$1.40; No. 80 jars, doz. \$1.40.

W. CLARK'S SPECIALTIES

S.S. Beef (Inglass Brand), 3 sizes—1/2, \$1.50; 1/3, \$2.25; 1/4, \$3.35 dozen. Ox Tongue (Paragon), 4 sizes—1/2, \$7.50; 2/3, \$8.50; 3/4, \$9.50; 1, \$12 doz.

Stewed Ox Tail—1s, \$1.60 dozen. Stewed Kidney—1s, \$1.50; 2s, \$2.65 dozen. Minced Collops—1s, \$1.40; 2s, \$2.50 dozen.



FRIENDS—NOT GROWLERS



RISING SUN Stove Polish in Cakes never comes back to you with growls from the housekeeper. It is always up to the same high standard maintained for forty years, and it is always just right. That's why we have the thousands upon thousands of grocers pushing it everywhere. Grocers don't wish to run the risk of losing a good customer by passing out an inferior stove polish, which is wrong more often than it is right. RISING SUN makes friends for you and for us in every household where you put it.

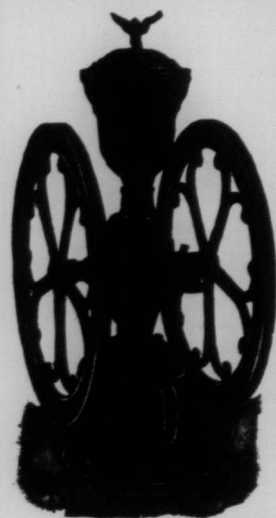
MORSE BROS., Props. - Canton, Mass., U.S.A.



If Interested in Modern Grocery Equipment write for Our Illustrated Catalogue.

The Walker Bin & Store Fixture Co., Ltd.

Berlin, - - Ontario



ELGIN NATIONAL COFFEE MILLS

are made in no less than 40 DIFFERENT STYLES

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

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

LOW COST

Ask any of the following Jobbers for our Catalogue:

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

MANUFACTURED BY

Woodruff & Edwards Co.
ELGIN, ILL., U.S.A.

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

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

Reference—Bank of Ottawa, Winnipeg

HAVE YOU TRIED

MOLASSINE DOG and PUPPY CAKES?

MARVELLOUS FOR ERADICATING WORMS and Keeping Dogs in Splendid General Health

The "MOLASSINE" Dog Foods are the only Foods on the market which besides feeding, keep dogs healthy and improve their coats.

QUOTATIONS AND SAMPLES FROM

ANDREW WATSON, - Sole Importer
91 PLACE YOUVILLE MONTREAL

CURRANTS

We are proprietors of
"AFRODITE" brand, the best AMALIAS
 currant on the market.
"NARCISSUS," fine FILIATRA currants,
"NAUSICAA," fine FILIATRA cleaned
 currants
 and importers and distributors of
 highest grade PATRAS and VOSTIZZA
 currants.

We aim to give the trade the best grades
 of currants obtainable from season to season.
 We solicit the opportunity to quote on
 your CURRANT needs at all times.

CANADIAN REPRESENTATIVES:

- LAMBE & MacDOUGAL, London
 H. & A. B. LAMBE, Hamilton
 W. G. A. LAMBE & CO., Toronto
 H. D. MARSHALL, Ottawa
 ARTHUR P. TIPPET & CO., Montreal
 J. W. GORHAM & CO., Halifax

GREEK CURRANT CO
 95 Broad Street - NEW YORK
 THE LARGEST CURRANT HOUSE IN GREECE

BUGGY EGG CRATE



The most satisfactory Egg Carrier
 yet invented.

YOU should have them in stock.
 5,000 sold first season.

Walter Woods & Co.
 Hamilton and Winnipeg

OCEAN MILLS
 Montreal
 Chinese starch, 48
 1-lb., per case \$4.00;
 Ocean Baking Pow-
 der, 48 3-oz., \$1.40;
 48 4-oz., \$1.80; 60 8-
 oz., \$4.50; 36 1-lb.,
 \$3.75; 48 1-lb. pkg.,
 \$4; 10 1-lb. tins, \$5;
 loose 25 lbs., \$1.75;
 Ocean blancmange,
 48 8-oz., \$4; Ocean
 borax, 48 8-oz.,
 \$1.60; Ocean cough
 syrup, 48 6-oz., \$4.00;
 36 8-ounce, \$7.20;

Jam
 50 lb. wood pails, 0 06
 Pure assorted jam, 1-lb. glass jars, two
 dozen in case, 1 75

Jelly Powders
 IMPERIAL DESSERT JELLY

PURE AND DELICIOUS
 TRUE FRUIT FLAVORS
 CARTONS EACH 1 DOZ.
 Assorted flavors—gross 10.75.
Soap
 The GENUINE. Packed 100 Bars to case.

Prices—Ontario and Quebec:
 less than 5 cases, \$5 00
 5 to 9 cases or more, \$4 50

WHITE SWAN SPICE
 AND CEREALS, LTD.
 White Swan, 15
 flavors, 1 doz. in
 handsome counter
 carton, per doz., 90c.

List price.
 "Shirriff's" (all
 flavors), per doz.
 Discounts on applica-
 tion.

Lard
 N. K. FAIRBANK CO. BOAR'S HEAD
 LARD COMPOUND.

 Tierces, 0 12
 4-bbls. 0 12
 Tubs, 60 lbs. 0 12
 20-lb. pails, 2 63
 20-lb. tins, 6 12
 Cases 5-lb., 0 13
 " 5-lb., 0 13
 " 10-lb., 0 13
 F.O.B. Montreal.

GUNNS
 "EASIFIRST"
 LARD
 COMPOUND.
 Tierces, 0 12
 Tubs, 0 12
 20-lb. pails, 0 12
 20-lb. tins, 6 12
 10-lb. " 0 13
 5-lb. " 0 13
 5-lb. " 0 13
 1-lb. cartons 13
 1-lb. cartons 13

Licorice
 NATIONAL LICORICE CO.
 5-lb. boxes, wood or paper, per lb. \$0 40
 Fancy boxes (36 or 50 sticks), per box. 1 25
 "Ringed" 5-lb. boxes, per lb. 0 40
 "Acme" pellets, 5-lb. cans, per can 2 00
 "Acme" pellets, (fancy box, 40), per box 1 00
 Tar licorice and tolu wafers, 5-lb. cans,
 per can, 3 00
 Licorice lozenges, 1-lb. glass jars, 1 75
 20 5-lb. cans, 1 50

"Purity" licorice, 10 sticks, 1 45
 " 100 sticks, 0 73
 Dule, large cent sticks, 100 in box,
Lye (Concentrated)

 GILLETT'S
 PERFUMED LYE
 Per case
 1 case of 4 doz \$3 50
 3 cases of 4 doz 3 40
 5 cases or more 3 35

Marmalade.
 T. UPTON & CO.
 12-oz. glass jars, 2 dozen
 case, per doz. \$1; 16-oz.
 glass jars, 2 doz. in case,
 per doz. \$1.40; 5 and 7
 lb. tins and 7-lb. pails,
 per lb. 7c; pint sealers
 (24 oz.), 1 doz. in case,
 per dozen \$2.

 "SHIRRIFF BRAND"
 "Imperial Scotch"—
 1-lb. glass, doz., 1 55
 3-lb. " " 3 80
 4-lb. tins, " 4 85
 7-lb. " " 7 35
 "Shredded"—
 1-lb. glass, doz., 1 90
 2-lb. " " 3 10
 7-lb. tins, " 8 35

**SPRATTS' PACKET
 BIRD SEEDS**
 SPRATTS' PRICE LIST
 Mixed Bird Seeds, 1-lb. pkts., 3 dozen
 cases per doz. \$0 95
 Parrot Food, 1-lb. pkts., 1 doz cartons 0 45
 Parrot Food, 2-lb. pkts. 1 35
 Bird Cage Sand, about 1 1/2-lb. bags, 1-
 gross cases, per doz. 0 30
 Bird Cage Grit, about 1 1/2-lb. bags, 1-
 gross cases, per doz. 0 30
Mince Meat
 Wehley's condensed, per gross, net. ... \$12 00
 per case of 3 dozen, net. \$ 3 11

ST. CHARLES CON-
 DENSING CO.
 PRICES:
 St. Charles Cream,
 family size, per case
 \$3.50
 Baby size, per
 case, 2.80
 Ditto, hotel, 3.70
 Silver Cow Milk 4.55
 Purity Milk 4.25
 Good Luck 4.00

Mustard
 COLMAN'S OR KEEN'S
 D.S.F., 1/2-lb. tins, per doz. \$ 1 40
 " 1-lb. tins, " 2 50
 " 1-lb. tins, " 5 00
 Durham 4-lb. jar, per jar 0 75
 " 1-lb. jar, 0 25
 F.D. 1/2-lb. tins, per doz. 0 85
 " 1-lb. tins, " 1 45
IMPERIAL PREPARED MUSTARD
 Small, cases 4 dozen, 0 45 dozen
 Medium, cases 2 dozen, 0 90
 Large, cases 1 dozen, 1 35
Olive Oil
 LAFORTE, MARTIN & CIE., LTD.
 Minerva Brand—
 Minerva, qts. 12's \$ 5 75
 " pts. 24's 6 40
 " 1-pnt. 24's 4 25

Sauces
 PATERSON'S WORCESTER SAUCE
 1/2-pint bottles, 3 and 6 dozen cases, doz 0 90
 Pint bottles, 3 dozen cases, doz. 1 75
Soda
COW BRAND

 DWIGHT'S
 SODA
 Case of 1-lb. contain-
 ing 60 packages, per
 box, \$3.00
 Case of 1-lb. con-
 taining 120 pkgs. per
 box, \$3.00
 Case of 1-lb and 1/2-lb.
 containing 30 1-lb.
 and 60 1/2-lb. pkgs. per
 box \$3.00
 Case of 50 pkgs. containing 96 pkgs. per
 box, \$3.00

MAGIC BRAND Per case
 No. 1, cases 60 1-lb. packages, \$2 60
 No. 2, " 120 1/2-lb. " 2 60
 No. 3, " 30 1-lb. " 2 60
 " 60 1/2-lb. " 2 60
 No. 5 Magic soda—cases 100—10-oz. pkgs.
 1 case, 2 65
 5 cases, 2 55

TRADE MARK BRAND



REGISTERED

WOOD'S HOLLANDER COFFEE

Fragrant, Pungent,
Delicious!

The Choicest of the
Choice.

Imported and Roasted by

THOMAS WOOD CO., LIMITED
No. 428 St. Paul St. Montreal

Soap and Washing Powders

A. P. TIPPET & CO., AGENTS

Maypole soap, colors, per gross	\$10 20
Maypole soap, black, per gross	15 30
Oriole soap, per gross	10 30
Glornola soap, per gross	12 00
Straw hat polish, per gross	18 20



3 doz. to box \$3 60
6 doz. to box \$7 20
30 days.



1 Box Price \$4.00
5 Box Price \$3.90
Freight paid on 5 box lot



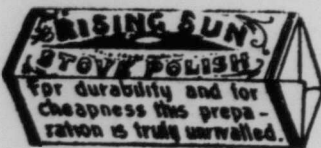
Or Quick Naptha Soap (100 bars to case) in 5-case lots (delivered) - \$3.85 each. The Richards Pure Soap Co., Ltd., Woodstock, Ont.

Starch

EDWARDSBURG STARCH CO., LIMITED	
Laundry Starches—	
No. 1 white or blue, 4-lb. carton	Per lb. \$0 07
No. 1 white or blue, 2-lb. carton	0 07
Canada laundry	0 06
Silver gloss, 6-lb. draw-lid boxes	0 08
Silver gloss, 6-lb. tin canisters	0 08
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Kegs silver gloss, large crystal	0 07
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, bbls. and kegs	0 06 1/2
Canada white gloss, 1-lb. pkgs.	0 06 1/2
Benson's enamel, per box	1 50 to 3 00
Culinary Starch—	
Benson & Co's. Prepared Corn	0 07 1/2
Canada Pure Corn	0 06
Rice Starch—	
Edwardsburg No. 1 white, 1-lb. car.	0 10
Edwardsburg No. 1 white or blue	0
BRANTFORD STARCH WORKS, LIMITED	
Ontario and Quebec.	
Laundry Starches—	
Canada laundry, boxes of 40 lb.	0 06
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 06 1/2
Finest Quality White Laundry—	
3-lb. canisters, cases of 48 lb.	0 07
Barrels, 200 lb.	0 06 1/2
Kegs, 100 lb.	0 06 1/2
Lily White Gloss—	
1-lb. fancy cartons, cases 30 lb.	0 07 1/2
6-lb. toy trunks, 8 in diam.	0 08
6-lb. toy drums, with drumsticks in case	0 08
Kegs, ex. crystals, 100 lb.	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 35 lb.	0 07 1/2
Canadian Electric Starch—	
Boxes of 40 fancy pkgs., per case	3 00

Stove Polish

Rising Sun, No. 1 cakes, 1/2 & 1/4 grs. bxs.	\$8 50
Rising Sun, No. 3 cakes, gross boxes	4 50
No. 5 Sun Paste, 1/2 gross boxes	5 40
No. 10 Sun Paste, 1/2 gross boxes	9 00



JAMES DOME BLACK LEAD
6a size, gross, \$2.40 2a size, gross, \$2.50



PACKARD'S BOOT AND SHOE POLISHES
Mon-Ami, \$9 gross; Black "O", \$9 gross; Large Combination, \$20 per gross; Pony Combination, \$10; French Glycerine, \$9; Ladies' Special, \$20; Pat. Lea. Cream \$20 per gross.

Syrup.

EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 700 lbs.	0 08 1/2 per lb.
Half-barrels, 350 lbs.	0 08 1/2
1/4 barrels, 175 lbs.	0 08 1/2
Pails 25 lbs.	1 30 each
25 lbs.	1 30
Plain tins, with label—	
1 lb. tins, 2 doz. in case	2 50
10 " " " " " "	2 75
30 " " " " " "	2 70
(5, 10 and 30 lb. tins have wire handles.)	



THE "SALADA" TEA CO.	
Whole sale Retail.	
Brown Label, 1's and 1/2's	\$0 25 \$0 30
Green Label, 1's and 1/2's	0 27 0 35
Blue Label, 1's, 1/2's and 1/4's	0 30 0 40
Red Label, 1's and 1/2's	0 35 0 45
Gold Label, 1/2's	0 44 0 60
Red-Gold Label, 1/2's	0 55 0 80
GEO. E. BRISTOL & CO., Hamilton, Ont.	



EMPIRE PACKAGING TEA	
Cases 30 and 50 lbs. each—	
Black, Mixed, and Green Ceylon.	
250.....	1s, 20c.; 1s, 21c.
300.....	1s and 1s, 23c.
400.....	1s and 1s, 28c.
750.....	1s and 1s, 35c.
100 lb. lots freight paid.	



Blue Label, 1's..... \$1 00

Orange Label, 1's and 1/2's	0 23	0 40
Blue Label, 1's	0 20	0 25
Brown Label, 1's and 1/2's	0 28	0 40
Brown Label, 1/2's	0 20	0 30
Green Label, 1's and 1/2's	0 25	0 50
Red Label 1/2's	0 40	0 50

LAPORTE, MARTIN & CO., LTD.
Japan Teas—
Victoria, hf-c, 90 lbs 0 25
Princess Louise, hf-c, 80 lbs 0 19
Ceylon Green Teas—Japan style—
Lady, cases 60 lbs 0 18
Duchess, cases 60 lbs 0 19



BLUE RIBBON TEA CO., MONTREAL	
Wholesale Retail	
Yellow Label, 1's	0 20 0 25
" " " " "	0 21 0 25
Green Label, 1's and 1/2's	0 24 0 30
Blue Label, 1's and 1/2's	0 25 0 35
Red Label, 1's, 1/2's and 1/4's	0 30 0 40
White Label, 1's, 1/2's and 1/4's	0 35 0 50
Gold Label 1's and 1/2's	0 42 0 60
Purple Label, 1's and 1/2's	0 55 0 80
Embossed, 1's and 1/2's	0 07 1 00



RAM LAL'S PURE INDIAN TEA	
Wholesale Retail	
Pink Label, 1's and 1/2's	35c. 45c.
Gold Label, 1's and 1/2's	35c. 50c.
Lavender Label, 1's and 1/2's	42c. 60c.
Green Label, 1's and 1/2's	50c. 75c.
Canisters	
Gold Tins, 5's	35c. 1.75 50c. 2.50
Gold Tins, 3's	35c. 1.05 50c. 1.50
Gold Tins, 1's	38c. each 50c. each
Gold Label, 1's 18c ea. 56 lb. 26c ea. 50 lb.	
Red Tins, 1's 35c ea. 70 lb. 50c ea. 100 lb.	
Red Tins, 1/2's 18c ea. 72 lb. 25c ea. 100 lb.	



MELAGAMA TEA.	
MINTO BROS., 45 Front St. East	
Wholesale Retail	
Black, green, mixed, 1/2's	0 70 1 00
" " " " "	0 65 0 80
" " " " "	0 44 0 50
1 lb. & 1/2. 0 40 0 50	
1 lb. & 1/2. 0 35 0 50	
1 lb., 1/2. 0 30 0 40	
1 lb., 1/2. 0 33 0 40	
1 lb., 1/2. 0 25 0 30	
1 lb., 1/2. 0 24 0 30	

We pack Japans in all grades at same prices. We pack in 60 and 100 lb. cases. All delivered prices.



KOLONA PURE CEYLON TEA	
Ceylon Tea, in 1 and 1/2-lb. lead packages, black or mixed.	
Black Label, 1-lb., retail at 25c.	\$0 20
Black Label, 1/2-lb., retail at 25c.	0 21
Blue Label, retail at 6c.	0 23

Green Label, retail at 40c	0 30
Red Label, retail at 50c.	0 35
Orange Label, retail at 60c.	0 42
Gold Label, retail at 80c.	0 55



Pure Gold Jelly Powder..... } 90 cents per doz.
Pure Gold Salad Dressing Powder }
Discounts on application.



THOMAS WOOD & CO., LTD. Montreal and Boston

Wood's Primrose, per lb.	0 40	0 60
" Golden Rod	0 35	0 50
" Fleur-de-Lis	0 30	0 40
Pack in 1/2-lb. tins. All grades—either black, green or mixed.		

GILLET'S CREAM TARTAR	
Per doz	
1/2-lb. paper pkgs., 4 doz. in case	\$1 90
1-lb. paper pkgs., 4 doz. in case	1 80
Per case	
4 doz. 1/2-lb. paper pkgs. } assorted	\$7 20
2 doz. 1-lb. paper pkgs. }	
Per doz	
1/2-lb. cans with screw covers, 4 doz. in case	\$2 00
1-lb. cans with screw covers, 3 doz. in case	3 75
Per lb	
5-lb. sq. canisters, 1/2 doz. in case	0 30
10-lb. wooden boxes	0 27 1/2
25-lb. wooden pails	0 27 1/2
100-lb. kegs	0 25 1/2
360-lb. barrels	0 25

Tobacco.	
IMPERIAL TOBACCO COMPANY OF CANADA, LIMITED—EMPIRE BRANCH.	
Chewing—Black Watch, 6s.	44
Black Watch, 12s.	45
Bobs, 6s and 12s.	46
Bully, 6s.	44
Currency, 6s and 12s.	46
Star, 6 2/5s.	46
Old Fox, 12s.	44
Pay Roll Bars, 7s.	56
Pay Roll, 7s.	56
War Horse, 6s.	42
Plug Smoking—Shamrock, 6s., plug or bar.	45
Rosebud Bars, 6s.	45
Empire, 6s and 12s.	44
Ivy, 7s.	50
Starlight, 7s.	50
Out Smoking—Great West Pouches, 6s.	59

Veterinary Remedies	
W. F. YOUNG	
Absorbine, per dozen	\$18 00
Absorbine Jr., per dozen	9 00

Yeast	
Royal Yeast, 3 doz. 5 cent pkgs.	\$1 15
Gillett's Cream Yeast, 3 doz. in case	1 15

For charges for inserting quotations in this dept. apply to Advt. Manager, The Canadian Grocer, at our nearest office.



SELL SEEDS THAT FEED—
SPRATT'S
 MIXED
BIRD SEEDS

Spratt's Patent Ltd., London, Eng. Montreal: 13, St. Therese Street, St. Gabriel's.

Comprise only such seeds as are known to be adapted for songsters to improve their health and develop their singing powers. They are properly cleaned and correctly balanced; always give the highest satisfaction, and the thoroughly satisfied customer is the most profitable one that a dealer can have.

Ask your jobber for them.

Packed in boxes containing 3 dozen 1-lb. packets.

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, Ontario

Strength

Purity

Your Guarantee
 for profit lies in
"COW BRAND"
 Baking Soda



because of its popularity with the housewife!

Order from your jobber

Church & Dwight
 Manufacturers MONTREAL

Uniformity

Reliability

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
 HALIFAX

Oakey's 'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
 Manufacturers of
 Emery, Black Lead, Emery, Glass
 and Flint Cloths and Papers, etc.

Wellington Mills London, England

The original and only
 Genuine Preparation for
 Cleaning Cutlery, 6d.
 and 1s. Canisters.

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day

The Beardwood Agency
 313 New York Life Building - MONTREAL

SALT:

PRESERVING POTATOES. -There is an old but excellent process for preserving potatoes which we might do well to adopt. A large boiler is filled with a saturated solution of Salt. This is made to boil, and the potatoes, placed in an open wicker basket, are plunged completely into this boiling saline bath for exactly ten seconds. The basket is then withdrawn, the potatoes dry quickly in a warm place, and when thoroughly dry are stowed. A very large quantity can be treated quickly in this way. They will keep sound, without sprouting, through the severest winter.

VERRET, STEWART & CO.
LIMITED

Wholesale Salt Dealers, 12 Port St.

MONTREAL

The average consumer is every day becoming more and more discriminating, and demands that the food products offered shall be pure, wholesome, and—above everything—free from any contamination.

WETHEY'S CONDENSED MINCE MEAT

Wrapped and packed
in sanitary packages

SOLVES THIS QUESTION

Quality Unexcelled.
Three dozen to a case.

Absolutely Dust-proof.
All jobbers.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.

Pickle Season

A Snap in Bulk Pickles

Sour Mixed Sweet Mixed

Chow Dill

Cucumbers in Brine

Sauerkraut, etc.

all size packages

GEO. E. BRISTOL & CO.

WHOLESALE GROCERS

HAMILTON

ONTARIO

4

Free Phones

for you Use them



And don't
forget our
well-equipped
Mail
Order
Department

FR

Me

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53 Fron