

CANADIAN GROCER

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

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NO. 22.



Throughout Canada, in every city, town and village, there is one brand of laundry blue the acknowledged favorite of the housekeeper—It is

Keen's Oxford Blue

—A ready seller and a trade-winner.
—Stick to Keen's Oxford Blue.

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

Agents for the Dominion of Canada

The leading Starch Factory in Canada is

Edwardsburg Starch Co., Limited

The leading brands of Laundry and Culinary Starches are

Edwardsburg "Silver Gloss" For the Laundry

Benson's "Prepared" Corn For the Kitchen

Both lines have a national reputation and bear the hall-mark of purity and the seal of superiority.
All wise grocers sell them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal, P.Q.

THE CANADIAN GROCER.

UPTON'S

Jams, Jellies and Orange Marmalade

are made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.



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Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade in Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalade be wary of the "just as good," insist and you can get the real thing.

The T. Upton Company, Limited, Hamilton, Canada

One Aim In Life

The Packers of the "Thistle" Brand of
Fish aim only to produce
the best there is in
Canned Fish.

Canned Where Caught

The "Thistle" Brand of Canned Haddies, Kippered Herring, and Herring and Tomato Sauce, are canned right where they are caught at the water side. How better could you preserve the natural richness and delicate flavor of the fish? IMPOSSIBLE?

But that is not all, because Captain Austin has the unequalled skill of a life-time of experience. THERE IS NO DIRT OR SLIME—NO UNCLEANLINESS TO BE FOUND IN THE "THISTLE" BRAND. The reputation of the foremost fish-curer in the country is at stake under the label of the "Thistle" Brand. BUY IT AND YOU BUY THE BEST.

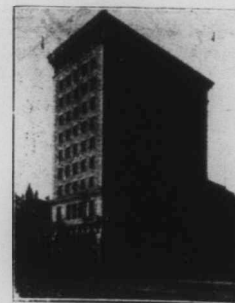
"Thistle" Brand Fish

Arthur P. Tippet & Co., Agents
MONTREAL



Montreal Office

Manufacturers' Agents and Brokers' Directory



Winnipeg Office

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

<p>FACE TO FACE BUSINESS I am on the job all the time. Why not give me a trial? Grocery and Confectionery Brokerage my Specialty G. WALLACE WEESE Manufacturers' Representative. 30-32 Main East, Let's get close and talk it over Now HAMILTON</p>	<p>D. McL. BROPHY 414 St. Paul St. Montreal Broker and Manufacturers' Agent. Open to represent one more up-to-date house desirous of utilizing my excellent connection with the grocery trade. Correspondence will receive prompt attention.</p>	<p>W. G. A. LAMBE & CO. TORONTO Grocery Brokers and Agents. Established 1885.</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>D. STAMPER GROCERY AND FRUIT BROKER AND MANUFACTURERS' AGENT Goods Stored and Distributed Warehouse, City Spur Track. P.O. Box 793 MOOSE JAW, SASK.</p>	<p>W. G. PATRICK & CO. Manufacturers' Agents and Importers 29 Melinda Street, Toronto</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>NEWFOUNDLAND T. A. MACNAB & CO. ST. JOHN'S, NEWFOUNDLAND MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocery Brokers TORONTO, Ont. DETROIT, Mich.</p>
<p>ROBERT ALLAN & CO. General Commission Merchants MONTREAL Fish, Oils, Beans, Peas and Produce. Agents: "Royal Crown" Skinless Codfish. Representing Morris Co. Chicago. Pork and Lard.</p>	<p>G. C. WARREN Box 1036, REGINA Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Grocery and Drug Specialties. Dealer in Coffees, Spices, Mustard, etc. Established eleven years. More lines desired.</p>	<p>ON SPOT 1 Car Raw Sugar Bright Jamaica Crystals. Prices and Samples on Application. LIND BROKERAGE CO. 23 Scott Street Toronto</p>
<p>Mr. Manufacturer You will be interested in learning that the undersigned have entered into partnership, taking over the business of J. Walter Snowdon. They are open for one or two more agencies for Montreal City and district. Address: SNOWDON & BORLAND 34 Guardian Building MONTREAL J. Walter Snowdon W. George Borland</p>	<p>CLARE, LITTLE & CO., WESTERN DISTRIBUTORS Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited. Phone 159 SASKATOON, P.O. Box 257. Western Canada</p>	<p>WINNIPEG STORAGE TRACK WAREHOUSE Consignments solicited, stored and reshipped to order K. J. JOHNSTON Wholesale Commission Broker. Box 122 Winnipeg. Reference, Bank of Commerce.</p>
<p>STORAGE IN OTTAWA We offer every modern convenience. Largest warehouse in Ottawa Valley. Fireproof, low insurance rates, direct communication with all railways—tracks to the door. Centrally located. Secure Our Low Rates, Dominion Warehousing Co., Ltd. 52 Nicholas Street, Ottawa J. R. Routh, Manager.</p>	<p>Write us for a Price on a Car of Tomatoes Lowest Prices and Finest Goods Packed W. H. MILLMAN & SONS CANADIAN AGENTS TORONTO</p>	<p>CARMAN BROKERAGE Co. Wholesale Grocery Brokers 141 Bannatyne St. E. WINNIPEG, MAN. We keep in close touch with the wholesale trade—Winnipeg and West—write us.</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>C. & J. JONES Agents for James Robertson & Sons, Paisley. Jams and Jellies, etc. WHOLESALE BROKERS MANUFACTURERS' AGENTS AND IMPORTERS. 62 Scott Block - WINNIPEG, Man. Domestic Agencies Solicited. Good Storage Facilities. WATSON & TRUESDALE (Successors to Stuart, Watson & Co.) Wholesale Commission Brokers and Manufacturers' Agents. WINNIPEG, MAN. Domestic and Foreign Agencies Solicited.</p>	

Arriving this week—

ONE CARLOAD

"BAIRD'S"

ENGLISH

PICKLES

MIXED

CHOW-CHOW

WHITE ONIONS

cases 1 doz.
brls. 3 "

Unquestionably the best value
ever offered in a **25c** retailer

ORDER EARLY — PRICES RIGHT

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

The Popularity

of Ram Lal's Pure Tea has become so universal throughout the Dominion that to meet the requirements of our many customers we take pleasure in announcing that we now have the Gold Label 50c. quality in **GREEN** as well as **BLACK** Tea in 1 lb. and 1/2 lb. packages.

RAM LAL'S PURE TEA CO., Limited

266 St. Paul Street, Montreal

WE have now completed the reconstruction and re-equipment of our Montreal Factory (formerly the Acme Can Co.) and are prepared to turn out all kinds of plain and decorated cans. New machinery, new dies and skilled workmen make this one of the most complete can making plants in Canada.

At our Ontario Factory at Hamilton (formerly the Norton Manufacturing Co.) we make Packers' Cans and a great variety of containers for the dry and moist products.

With these two factories we are prepared to furnish cans in large variety and in great quantity. Please give us an opportunity to quote on your cans.

AMERICAN CAN CO.

Montreal

Hamilton

The Silent Partner

In most concerns the silent partner takes no active part in the conduct of the business, simply allows his money to be used and at the end of the year takes part of the profits.

The McCaskey Account Register System is the Best Silent Partner any merchant can get. It's a Wonder Worker.

- It takes care of the accounts.
- It compels your clerks to be CAREFUL and ACCURATE.
- It stops all forgetting to charge goods.
- It eliminates disputes.
- It pleases your customers.
- It draws NEW TRADE to your store.
- It brings in the CASH faster than any two-legged collector.
- It gives you complete information about your business.
- It gives you complete proof of loss in case of fire.
- It is always ready for work, is never late.
- It is never cross or tired.
- It doesn't draw any salary or take any share of the profits.

Mr. Merchant, don't you want to get rid of some of the hard work you have been doing. If so, Get a McCaskey.

*Drop us a postal for information—
it's FREE.*

THE McCASKEY REGISTER CO.
Hughson & Rebecca Sts.
Hamilton, Canada



A GREATER MARKET THAN HAS BEEN

This fittingly describes the state of affairs in Western Canada to-day, with its incoming thousands of new settlers whose wants must be supplied by somebody.

Why not by you, Mr. Manufacturer and Shipper? Our business is to point the way. We have blazed the path for others and can successfully do so for you.

Will you give us the opportunity? Our connection, facilities and experience with both the wholesale and retail trade we cheerfully place at your disposal.

We are Salesmen.

Write us about your proposition.

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

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



When in Doubt

ORDER THESE BRANDS OF RAISINS

F. W. Rowley

DENIA

AND

S. Bodi

DENIA

Finest Selected

Fine Selected

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

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

UNDERDOWN & CRICHTON

London, Eng. Valencia, Spain Denia, Spain

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

Goods Confirm the Claim

Every can of our fruits and vegetables bears out exactly what we claim for it. The quality, purity and flavor are there. That being the case there is an excellent impression created and satisfaction prevails all around.

Old Homestead Brand Canned Fruits and Vegetables

are made in our modern and thoroughly sanitary factory in Picton, and are the kind that make customers come again. We obtain the finest raw stock, and our method of processing is the latest, cleanest and most hygienic known.

"Old Homestead" goods are trade builders. It will pay you to get in line for better business by ordering from your jobber.

The Old Homestead Canning Co.

Picton

Ontario

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:

W. H. ESCOTT, Winnipeg.

J. A. KAVANAGH, Hamilton and London.

GREEK CURRANT CO.

260 West Broadway. - NEW YORK

THE LARGEST CURRANT HOUSE IN GREECE

You've tried the rest—
now try the BEST Tea
Cooper Cooper & Co.

are offering their world-famous
"Tea Plant" Blend of

TEAS

at the following Popular Prices :

40—50—60 cents per lb.

Packed in air-tight ½ lb. canisters
under our own "Tea Plant" label.

50 YEARS' REPUTATION

CANADIAN AGENTS:

Green & Co., 25 Front St. East, Toronto, Ontario.
D. Stamper, P.O. Box 793 Moose Jaw, Sask.

Cooper Cooper & Co., Limited

Head Office—71-73 Tooley St., London Bridge, S.E.
London, England

"PEERLESS" Brand Canned Goods

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

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

WARREN BROS. & CO., - LIMITED

TORONTO and KINGSTON

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.
BLOOMFIELD, ONT.

CRYSTAL SUGARS

Retailers throughout Canada handle them.

You deal direct with the factory.

Standard, Fine, Coarse, Berry, Powdered.

The best for PRESERVING.

Always the same, the best.

Let us send samples with quotations.

Sugars that always satisfy.

Uniform Grain.

Gains customers for you.

A trial convinces.

Remember! It is dollars in your pocket.

Sold strictly on the merits.

MANUFACTURED BY
The Wallaceburg Sugar Co., Limited
Wallaceburg, Ont.



Its Work Bespeaks Its Worth

Your customers, who buy it, appreciate its value.
It's an article a user will insist on having every time.

SNAP

does its work quickly and satisfactorily, and
leaves the hands smooth, soft, refreshing and
absolutely *clean*.

ORDER FROM YOUR JOBBER

The Snap Company, Limited

Montreal, - Canada

To the Trade:

Do You Know Why

CEYLON TEA

IS SO

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

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

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

Second: Because of Its Piquant Flavor;

Third: Because of Its Unvarying Excellence;
and

Fourth: Because of Its Cheapness Regardless of Cost.

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

"Chocolate Bordeaux"

The Sweet that all can Eat

There is a reason why **Bordeaux** has proved such a phenomenal seller from the time it was first shown, and there is a reason why every dealer who has handled our line has sent in repeat order after repeat order.

THE REASON IS

The distinctive quality and flavor of **Bordeaux**.
 We have many imitators, but they can't copy the delicious flavor and consistency that has made **Bordeaux** the candy hit of the past 25 years.
 Your stock is not complete without this specialty.
Chocolate Bordeaux will stimulate sales for you—they will repeat.
 Write for samples and full particulars. Do it right now.

The MONTREAL BISCUIT 'O., MONTREAL
 Manufacturers of HIGH-GRADE CONFECTIONERY

Buggy Egg Crate



Everybody Says So:

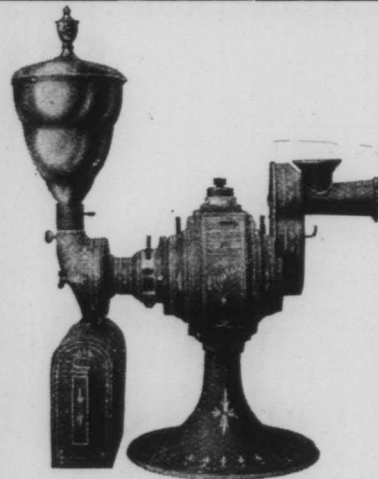
"Just the thing" "Been looking for this"

"Well, how simple" "So handy"

Every Dealer Should Have Them

Walter Woods & Co.

Hamilton and Winnipeg



THE "ROYAL" COMBINATION COFFEE MILL and MEAT CHOPPER

A "ROYAL" electric coffee mill and a "ROYAL" electric meat chopper all in one handy, compact machine is a combination hard to beat.

The coffee mill side is equipped with our famous steel knives that cut 50 pounds of

coffee at a cost for electric power of only *one cent!*

The meat chopper side will chop 35 pounds of meat at a cost for electric power of only *one cent!* And our famous double cutter, green bone cutter, tool grinder and pulley attachments may be attached to our meat chopper in a jiffy.

"ROYAL" machines are sold on easy payments, and our motto is, THE BEST MILL IN THE WORLD AT THE LEAST COST TO YOU.

Write to-day for a copy of our latest catalog that tells all about the "ROYAL" line. It's free.

The A. J. Deer Co.

419 West Street,

Hornell, N.Y., U.S.A.



It dries them up **Common Sense**

KILLS { Roaches and Bed-Bugs
Rats and Mice

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

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

IT WILL PAY YOU

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

Popular
with the
Consumer

Popular
with the
Trade

**STERLING
BRAND
PICKLES
AND
RELISHES**

Made of
Best
Grown
Canadian
Vegetables

Made in
Canada's
Largest and
Best Equipped
Factory

The T. A. Lytle Co., Limited
Sterling Road Toronto, Can.

**MASON'S
O.K.
SAUCE**

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



GEO. MASON & CO., LTD.
Sole Manufacturers, London, Eng.

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

SUB-AGENTS:

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



THE
PUREST
AND
BEST

ST. CHARLES EVAPORATED CREAM

STANDARD THE WORLD OVER
ALWAYS READY—NEVER FAILS

A QUICK SELLER
EVERY CAN GUARANTEED

Manufactured by

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



There's Only One Salt

that will satisfy the discriminating
Canadian housewife. That's

Windsor Salt



with this trademark on
every bag. If you cannot
supply it she is apt
to trade where they can.

The Canadian Salt Co., Limited
Windsor, Ont.



is without a peer in the Canadian market.

No tea is more extensively advertised or better known.

Good tea is a magnet which always draws trade.

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

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

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

ESTABLISHED 1849

BRADSTREET'S

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

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

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

CALGARY, ALTA.	HAMILTON, ONT.
LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.
ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.
WINNIPEG, MAN.	

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

A. Boake, Roberts

& Co., Limited

STRATFORD

LONDON

ENGLAND

For:—

**Vinegar and
Sauce Coloring**

**Essential Oils
Essences
Oil Lemon**

**Acid Phosphate &
Phosphate Lime
Precip.**

**Harmless
Colorings**

Herbs, Roots, etc.

CANADIAN AGENTS:—

Andrews, Gillespie & Co.

CORISTINE BLDG.

MONTREAL

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

MANUFACTURERS' AGENTS DEPT.
(Continued from page 2)

R. B. COLWELL

Representing in
Nova Scotia

Maritime Dairy Co.,

Sussex Mineral Springs Co.

Ingersoll Packing Co.

Asepto Mfg. Co.

Ebony Polish Co.

E. D. Smith

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

CORRESPONDENCE REQUESTED

265 Barrington St.
Halifax, N.S.

BOULEVARD SHOE DRESSING



For Ladies' and Children's Boots and Shoes

YOU SHOULD SELL IT BECAUSE

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

Manufactured only by

The American Dressing Co., Ltd.
Montreal

OTTAWA

Calls on Grocers, Bakers and Confectioners and is open to represent two more reliable houses. Correspondence solicited.

OTTAWA

Manufacturers' Agent and Broker

H. B. BORBRIDGE

WRITE TO

10 Garfield Chambers, Belfast, Ireland

For sample copy of the

**Irish Grocer, Drug, Provision
and General Trades' Journal**

If you are interested in Irish Trade

Something New on the Market



We have just added a new and important branch to our large factory, and for the first time introduce to the public

TURKEY Feather Dusters

MADE IN CANADA

We are producing the best dusters ever manufactured. Look for the "bull dog" trade mark.

The feathers are the finest obtainable, while the handles come in a variety of pleasing styles.

HERE IS A SPLENDID OPENING FOR YOU, MR. GROCER.
THE DEMAND FOR FEATHER DUSTERS IS DAILY INCREASING.

Buy from the Makers

H. W. NELSON & CO., Limited :: Toronto, Canada

Good Coffee

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

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

Aurora Coffee

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

W. H. GILLARD & CO.

Wholesale Grocers Coffee Importers

HAMILTON

Branch House—Sault Ste. Marie

GINGER BREAD

BRAND

MOLASSES

Is the Product of the British
West Indies Sugar Cane.

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

For cooking and table
use it is undoubtedly
the best.

"THE BEST THERE IS"

Agents

C. E. Paradis.	Quebec.	W. H. Escott,	Winnipeg.
C. DeCarteret.	Kingston.	R. G. Bedlington & Co.,	Calgary
Jas. N. McIntosh,	Ottawa	Toos & Peorse,	Edmonton.
Geo. Musson & Co.,	Toronto.	Wilson & McIntosh,	Vancouver
J. W. Bickle & Greening,	Hamilton.	C. Leonard Grant,	P. E. Island
G. H. Gillespie,	London		


Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

PUSH

WHITE



SWAN

COFFEE

QUALITY GOODS
HANDSOMEST TIN
LARGEST PROFIT



— THE —

EUREKA

REFRIGERATOR

*is superior to any
other Refrigerator
on the market*

The circulation in the Eureka Refrigerator is so perfect that there is no possibility of stagnant air

Therefore, cooked meats, butter, etc., are always in the best condition when kept in one of them.

Ask Any Man Who Owns One, His Opinion

WRITE FOR CATALOGUE

EUREKA REFRIGERATOR COMPANY, LIMITED
 54 and 56 Noble St., Toronto. Near Queen St. Subway
 Telephone Parkdale 513

"A THROAT A MILE LONG"

Is what the boy wished for when he had a glass of



LIME JUICE CORDIAL

If you want to handle a paying Summer Beverage

PUSH BATGER'S

Lime Juice Cordial, the kind that gives satisfaction.

AGENTS
ROSE & LAFLAMME, LIMITED
MONTREAL AND TORONTO

WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Season 1909, now ready.

WAGSTAFFE'S

Jams, Jellies and

Sealed Fruits

are better than the imported.

Once tried, always used.

WAGSTAFFE, Ltd.

Pure Fruit Preservers

HAMILTON

Tartan
BRAND

SIGN OF PURITY

BALFOUR, SMYE & CO.

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.
TARTAN Coffee, Spices and Extracts are guaranteed pure.
TARTAN Canned Fruits and Vegetables have the home flavor and are recommended by connoisseurs.
TARTAN Baking Powder, Baking Soda, Syrup, Salmon and Groceries build up your business.

Send us sample orders and see the magic change.

Phone **596**—specially reserved for Long Distance

Calls.

Headquarters for all Fancy and Staple Groceries
HAMILTON, ONT.



YOUR AIM!

To continually supply your patronage with the best merchandise obtainable—the purest and most carefully prepared groceries—should be your aim as a conscientious grocer. To be on the safe side in selling package Cocoanut, push

**McLEAN'S
WHITE MOSS COCOANUT**

Made only by

The Canadian Cocoanut Co., Montreal

THIS IS

About
3-ft.
Long.



"IT"

Half Actual Size.

**OF ALL JOBBERS
OR FROM**

T. A. MacNab & Co.,
St. John's, N.F.

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

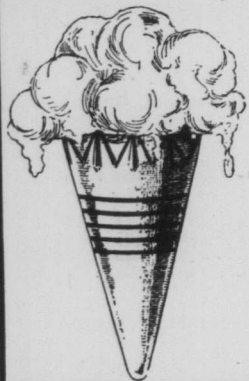
MacLaren Imperial Cheese Co.,
Toronto.

Wingate Chemical Co.,
Notre Dame St. W., Montreal.

G. C. Warren,
Regina, Saskatchewan.

Standard Brokerage Co.,
Vancouver, B.C.

**THE FLYCATCHER
THAT EVERYBODY IS
TALKING ABOUT NOW!**



**In CORNETS and
ICE CREAM SPECIALTIES**

We are ready to fill your
orders promptly.

The DOMINION WAFER CO.

Importers from the largest factories in
the world.

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



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat
Put up in 1/4 gross cases

Bulk in 7-lb. Pails,
1/2 doz. in crate.

25-lb. Pails and 75-lb. Tubs.

Capacity one ton per hour.
Sold by all wholesale dealers.

The CAPSTAN MFG. CO., - Toronto, Ont.

JAPAN TEAS

TO JOBBERS: We now have favourable cable quotations on several of our high-grade standards for immediate shipment. We shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



BORDEN'S BRANDS



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

“Eagle Brand” Condensed Milk and “Peerless Brand” Evaporated Cream.
At Every Jobber's in Canada.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man. Shallcross, Macauley & Co., Calgary, Edmonton, Vancouver and Victoria, B.C.

BANNER BRAND CONDENSED MILK



The demand for
**BANNER BRAND
CONDENSED MILK**

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

WRITE FOR PARTICULARS

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



IMPERIAL EVAPORATED CREAM

THE POPULAR VERDICT !

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

IMPERIAL EVAPORATED CREAM

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

Are YOU Getting Your Share of the Trade ?

The Canadian Condensing Co.
CHESTERVILLE, ONT.

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



No Valuable Time Lost
searching around for paper bags when
you have in your store McGregor's
PATENT BAG HOLDER
GET OUR PRICES.
KILGOUR BROS.
19 Wellington St. West, - TORONTO

Fisher Electric Coffee Mills



are made in Canada and are
under a Canadian guarantee.
They are beautiful in style and
finish, simple in construction,
efficient and inexpensive in
operation, easy to install—and
in a few words—cheaper and
better than any Electric Mill on
the American Continent.

Manufactured by

The A. D. Fisher Co.
Toronto Limited

H.P. SAUCE

—good for Customers—good for You!!

H.P. Sauce is such capital value and we spare no pains to acquaint the public with this fact.

It is in big and constantly growing demand.

And offers you a generous profit—That's why it is certainly

THE SAUCE FOR YOU

W. G. Patrick & Co., Toronto and Montreal. R. B. Seaton & Co., Halifax, N.S.
Codville, Smith & Co., Ltd., Calgary, Alberta. Ellis & Co., Ltd., St. John's, N.F.
Kelly, Douglas & Co., Ltd. Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd. BIRMINGHAM AND LONDON, ENG.



Valencia Raisins

A. MAHIQUES,
PARIS, DENIA

FAIR QUALITY
AND PRICE

This is what Buyers Say of this Brand:

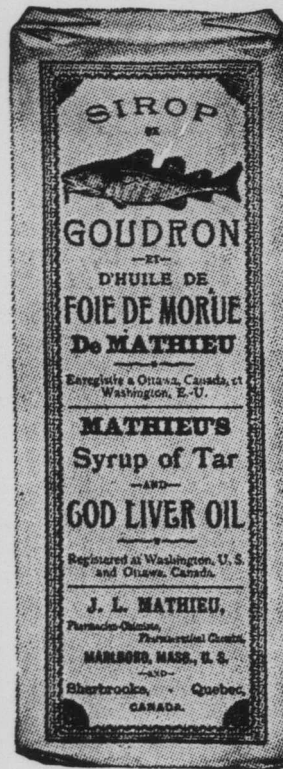
Nov 25th, 1908.

"It gives us great pleasure to say that the
" 'A. Mahiques, Paris,' Brand Fine Selected
" Raisins purchased from you this year have
" turned out exceedingly fine in quality.
" We have compared them with what we
" considered other first-class brands, and in
" our opinion they are superior to any Fine
" Selected we have examined this year."

Thos. Bell, Sons & Co.

AGENTS

MONTREAL



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 3

It is not a secret fake medicine

It contains no dope, nor anything else that is injurious. It is just a scientific combination of pure Cod Liver Oil and Syrup of Beech Tar.

Therefore, in selling Mathieu's Syrup, you are promoting the welfare of your community, and also aiding in the war against disease and death. Mathieu's Syrup is the best thing for Coughs, Colds, Bronchitis, etc.

Mathieu's Nerve Powders—another simple family medication—that is very good for headaches.

Just look over your stock and send us your order.

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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

ALWAYS READY AND RELIABLE

THERE IS NOTHING BETTER TO CARRY IN STOCK THAN

Canada First Evaporated Cream

It is manufactured and guaranteed by Canadians, is of superior quality and perfectly sterilized and pure.

It sells easily and rapidly.

Manufactured by

AYLMER CONDENSED MILK CO., Limited
AYLMER, - ONTARIO



THE CANADIAN GROCER.

CANNED

SALMON

Full range of best packs, 1-2s, 1s and 1s flat.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

St. Lawrence Crystal Diamonds

in attractive 5 lb. cartoons
also in Barrels, 100 lb., 50 lb. and
25 lb. Boxes.

Crystal Diamond Dominos

In 5 lb. cartoons only
Choicest sugars of all grades, made
only of cane sugar

The St. Lawrence Sugar
Refining Co., Ltd.
MONTREAL

The Name is the Guarantee

Redpath

Granulated Sugar

Manufactured by

The
Canada Sugar Refining
Company, Limited
MONTREAL, QUE.

Cold Spring Lemonade Powder

A SURE SUMMER SELLER

Just the thing to sell to picnickers, travellers and holiday seekers. Powder, fully prepared, on addition of cold water only, makes a most delicious lemonade.

Attractively packed in 8 oz. and 4 oz. tins, which retail, at good profit, for 25c. and 10c. respectively.

MADE ONLY BY

S. H. EWING & SONS, Montreal and Toronto



Fill Up Your Cash Drawer with Dollars. Here's How!

In the First Place—Get right after us to-day to ship you a supply of Auto Lantern Globes, those globes which are such money makers everywhere, and which are revolutionizing the lantern business.

In the Second Place—Lay your cap for every unwary Motor Boat Owner, Summer Resorter, Farmer, Miner, Factory Man, in fact anybody going around in the dark. Don't waylay them with a club, but show them the Auto Lantern Globe.

It won't be necessary to do much more. The advantages of the Auto Lantern Globe over the ordinary globe are too obvious to need comment. The Auto sells itself. But it cannot sell itself if it isn't in your store. So get a supply.

The Above Cut Illustrates the Globe, But Here Are
A Few Facts Worth Hearing About.

Auto Globes are not affected by wind or rain. The best you ever saw for a trip to the barn or the wharf on a stormy night.

Auto Globes cannot be broken in ordinary usage. Made of metal with Special Magnifying Lens.

Auto Globes will prevent fires. When the average lantern is upset, the globe breaks and you have a fire or an explosion to contend with. Never happens with an Auto Lantern Globe.

Auto Globes fit all makes of Tubular Cold Blast Lanterns. Made of metal, aluminum finish. A dozen to the box complete.

Auto Globes are so VERY cheap that you can sell them to everybody having the need of a night light.

Don't Wait for the Other Fellow to Rake in this Easy Money. Jump in and Win Yourself.

If You Want to Know More, Write us and We'll Tell You.

Sales Agents: A. H. Brittain & Co.

MONTREAL

Manufactured
in Canada by

THE SCHULTZ MFG. CO., Ltd.

HAMILTON,
Canada.

Sole owners to Patent Rights

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

AGENCIES WANTED.

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

WANTED—A first class grocer, married man preferred, one who is able to dress windows to perfection. Must be first class. Apply **McCammon**, Moose Jaw, Sask. (22)

ADDING MACHINE.

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

COUNTER CHECK BOOKS.

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

FOR SALE.

CASH REGISTER, high grade, nickel plated; registers one cent to twenty dollars. Perfect condition guaranteed; half price, \$55. The R. V. Smith Co., Orillia, Ont. (24p)

FOR SALE—Grocery, bakery and ice cream business in live town, good fixtures, modern rent. Good stand for live man. Ill health cause for selling. Box 311, **CANADIAN GROCER**. (22p)

IN TRURO, Nova Scotia, a double store 58 x 65 feet, four stories. Lot large, with plenty of room for extension. One store fitted as up-to-date grocery; the other as wholesale gen's furnishings, hats, caps, etc. Also suitable for wholesale dry goods departmental store, or for manufacturing purposes. Building fitted with steam heating, elevators, plumbing, etc. Price about two-thirds actual cost. Grocery business of long standing and in healthy condition, could be sold with property if desired. For further particulars apply to P. O. Box 326, Truro, N.S. (24p)

TORONTO GROCERY FOR SALE—Owner of old established corner grocery is retiring. Would sell stock and building. First class location. Apply Box 310, **CANADIAN GROCER**. (22p)

BOOKS FOR THE GROCER.

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

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

WANTED.

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

MISCELLANEOUS.

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

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

CUT DOWN YOUR PRINTING BILLS one half by installing a "Writerpress." Your office girl or boy can with it print your circulars, price lists, etc., at the rate of 1500 to 2000 copies per hour. Best machine ever made for printing facsimile type written letters. Prints from printers' type, half-tones, etc. Retail stores could greatly increase their business by using a **Writerpress** to run off circulars and letters sending them out to their customers and probable customers announcing special sales, etc. Send for illustrated catalogue and samples. The **Canadian Writerpress Company**, 33 John St. South, Hamilton, Ont.

GOOD ADVERTISING will sell more groceries. Attractive layouts, coupled with order-pulling copy, is what you absolutely require. If you want more business, send me a dollar bill and data for two ads. **F. Homer Moore**, Adv. Expert, Little Britain, Ont. (21p)

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

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

KEEP AN ACCURATE ACCOUNT of your employees' time. The **Bundy Autograph Time Recorder** is the ideal Time Recorder for retail merchants. It is the only machine where one employee cannot register for another, as each employee signs his name and the employer knows the signatures of his men. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for illustrated catalog, **International Time Recording Co. of Canada, Limited**, Office and Factory, 9 Alice Street, Toronto.

\$60,000,000 Shrewd merchants all over the world have paid \$60,000,000 for 650,000 National Cash Registers. They've saved more than that. The **National Cash Register Co.**, F. E. Mutton, Canadian Manager, cor. Yonge Street and Wilton Avenue, Toronto.

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

SPANISH, Portuguese correspondence, also Italian, by young gentleman. Could open up new business. Few hours daily or weekly. Fluent in French and English. Box 69, **CANADIAN GROCER**, Montreal. (21p)

SAVE 50% OF THE COST OF HANDLING merchandise by installing a **Beath System** Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling and greatly facilitates the loading of cars, drays, etc., and for handling goods in and about the warehouse and factory, reduces the cost of labor because far less warehouse help is required. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. **W. D. Beath & Son**, 193 Terauley Street, Toronto. (1f)

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

YOUR CHEQUE CAN'T BE RAISED to any amount above that which you intend it to cover if you use the **PROCTOGRAPH**. This device stamps a line such as "Not over ten dollars, \$10," with acid proof, indelible ink which penetrates right through the fibre of the paper. This device is being used by 90% of the Banks of Canada and the United States, as well as the treasuries of both countries. Write for full particulars and price. **W. E. Parker & Co.**, Sole Canadian Agents, 37 Yonge Arcade, Toronto, Ontario. 128


EXPORT TRADE DEPARTMENT.

Messrs. **Gordon, McDonald & Co.**, 6-7 Cross Lane, East, cheap, London, invites correspondence, either from Exporters of Canadian produce or Importers of general groceries. From their long experience in Glasgow, Liverpool, and London, they have a wide and comprehensive knowledge of both trades on every side. All goods imported paid cash against documents. References to Montreal firms with whom we have done business for many years. Cable address, "Donsble." Codes—"A B C," fifth edition, Riverside and Adams.

DAVID SCOTT & CO.

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

QUALITY TALKS



"RESULTS"

are often spoken of in a boastful way, but confirmation of the claims made is frequently lacking. The history of "SALADA," the figures of our increases published in this paper from time to time, contain sufficient tangible proof of our claims. "SALADA" has stood the test of time, the test of the severest competition and, above all, the SALES TEST, tests which have won for thousands of grocers a large and profitable tea trade, to the detriment of the tea peddler, a fact which says more for "SALADA" quality than anything we can say.

Does any other tea you are selling possess such qualities?

Will they stand the test?

THE TIME TO SELL "SALADA" IS WHEN YOU WANT MORE BUSINESS. TRY IT. NOW.

"SALADA," Toronto & Montreal

QUALITY TELLS

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Manufacturers' Contract Selling Plan Reinforced

The Declaration That Wholesale Distributors Are Required to Take to Provide Against Secret Rebates and Other Similar Considerations—This Must be Taken Under Oath—What a Refusal and Violation Means—Something for the Retail Trade to Study.

Arising out of the same conditions as called for the passing of The Secret Commissions Act which was explained in The Grocer of May 14th, the agreement between the manufacturer who sells his products at a stipulated price and the wholesale distributor, has been supplemented by a clause requiring a declaration under oath that the prices so stipulated should be adhered to. This declaration just now is causing considerable interest among retailers as well as manufacturers and wholesalers.

The agreement has always prohibited any salesman either principal, traveler or agent from selling the goods at less than the manufacturers' fixed prices. It has also provided against the giving of rebates, cash or any other consideration whatever to assist in the sale of goods.

But these conditions have not been rigidly adhered to and hence it became necessary to do something to secure their proper observance. This declaration has therefore been introduced into the agreement under the Contract Selling Plan with the hope that the demoralization of the market should be restored to healthy conditions.

The following is a model agreement containing the supplemented clause referring to the declaration.

Wholesaler's Agreement.

1. In consideration of (manufacturer) placing me (or us) on his Jobbers' List for the purchase of his products I (or we) agree with the said manufacturer not to sell or allow any one in my (or our) employ to sell, directly or indirectly, to any one, either wholesaler or retailer, by agent or otherwise, any of the products of the said manufacturer, whether now in stock and owned by me (or us) or to be acquired after the date hereof, where-soever or howsoever obtained, at less than the stipulated prices and terms in force, from time to time. This clause also means that I (or we) shall not have given cash or credit notes, discounts, rebates or other benefits upon sales, made or to be made of such products or shall not have given or sold at a reduction or bought at an advance other goods in consideration of sales of such products which would in any way violate or reduce their selling prices.

2. The price list now in force, it is understood and agreed that the said Company may, from time to time, during the continuation of this Agreement, change or establish other price lists by mailing them or otherwise notifying them to me (or us) and I (or we) further agree not to sell or otherwise supply the said products of the said manufacturer to any person or company who have violated their agreement with the said manufacturer, after having received notice from the said man-

ufacturer that said violation has taken place.

3. I (or we) further agree that when called on I (or we) shall give said manufacturer a declaration sworn to by any member of the firm or by any one in my (or our) employ designated by the manufacturer, covering the details of any sale of goods, in such terms as may be required by them where an actual or supposed violation has occurred.

4. Failure to comply with this condition will be considered a breach of this agreement.

5. I (or we) further agree that the manufacturer may withhold any sum or as a bonus rebate held subject to the observance of this agreement.

.....
(Distributor).

Dated :

Manufacturers' Agreement.

1. In consideration of the signing of above agreement, I (or we) agree with the signer thereof that all sales made by me (or us) to the retail trade will be at the same price and on the same terms as set forth in above contract, or in accordance with any subsequent price list.

2. I (or we) also agree that I (or we) will invoice goods to said signer at such prices and terms as may be arranged between us and if satisfied that the terms of said agreement have been faithfully observed and performed, I (or we) may grant to the said signer a special rebate as a bonus in accordance with the said arrangement.

.....
(Manufacturer).

Dated :

The Real Meaning.

The principal point in the the above agreement is as already intimated the making of the declaration referred to in section 3 above. The party called upon to give the declaration is placed in a serious position. If he fails to make the declaration it will be taken for granted that he has violated the arrangement and in such a case the wholesale distributor whose agent he is will be refused the goods of the manufacturer until he has made ample reparation to the manufacturer and to his fellow distributors.

If he makes the declaration it will be taken for granted that he has not violated the agreement but should he later be found guilty he and the party privy to the transaction with him will be liable to punishment under the criminal code, and subject to a fine of \$2,500 or two years imprisonment, or both according to the recent act to prevent secret commissions, besides being liable to be prosecuted for perjury.

A violation of the agreement therefore means either a refusal to give the

declaration and consequently the inability to get the manufacturer's goods, or a false declaration and the serious consequences that follow under the criminal code both as to secret commissions and perjury. These positions, it would appear, will scarcely be sought by any business man on either his own account or the account of his employer, and will doubtless tend to elevate the business morals of the grocery trade.

THE HUNDRED-POINT MAN.

A hundred-point man is one who is true to every trust; who keeps his word; who is loyal to the firm that employs him; who does not listen for insults nor look for slights; who carries a civil tongue in his head; who is polite to strangers without being fresh; who is considerate towards servants; who is moderate in his eating and drinking; who is willing to learn; who is cautious and yet courageous.

Hundred-point men may vary much in ability, but this is always true—they are safe men to deal with, whether drivers of drays, motormen, clerks, cashiers, engineers or presidents of railroads.

The hundred-point man may not look just like all other men, or dress like them, or talk like them, but what he does is true to his own nature. He is himself.

He is more interested in doing his work than in what people will say about it. He does not consider the gallery. He acts his thought and thinks little of the act.

The hundred-point man looks after just one individual, and that is the man under his own hat; he is one who does not spend money until he earns it; who pays his way; who knows that nothing is ever given for nothing; who keeps his digits off other people's property. When he does not know what to say, why, he says nothing, and when he does not know what to do, does not do it.—Philistine.

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Grocers' Buying Principles Score Success

St. Catharines Young Men Have Built up a Fine Business in Eight Years—They Specialize in Best Lines to be Had—Carry Confectionery and Are Consistent Window-Dressers.

Store equipment is one of the big questions to the present-day grocer. Most merchants have come to realize that in order to secure the best trade in a village, town or city they must look after the exterior and interior of their stores.

McLean Bros., St. Catharines, Ont., stand in the front rank as high-class and up-to-the-minute grocers so far as a bright clean and well-equipped store is concerned. This assertion is borne out by the accompanying cut, which shows a handsome interior to their store.

The show case for displaying confectionery on the left lends an attrac-

How They Succeeded.

The secret of the success of these enterprising men lies in the fact that they are close buyers, quality always considered and by adhering to the rule of specializing the best lines to be had.

A walk through the cellar, storehouse and driving sheds easily bears out the first impression one gets when entering the front door of the store, cleanliness and order being in evidence throughout.

The McLean Bros. pay a great deal of attention to window displays and only recently they had a biscuit window which was considered a sensation.

Undoubtedly the decision of the president to hold the convention in Victoria will be favorably received by the majority of the members of the Exchange, as it will give many who have not yet been through it, an opportunity of seeing the west at its best.

Having the convention in Winnipeg according to some of the members, would have been a good idea in many respects, but the holding of it in Victoria is just as satisfactory in every way and is better for several reasons.

Winnipeg, and the west to that point, is familiar to most of the wholesalers, but further than that city few of the members of the Exchange have had an opportunity of journeying in a leisurely and observant fashion. This occasion will permit of them becoming familiar with this far west and its people in excellent fashion.

Every member of the Exchange who



Interior of McLean Bros. Store in St. Catharines.

tion which easily justifies its installation.

The store of McLean Bros. opened its doors to the public about eight years ago under the present management of George and John McLean.

Beginning in a small way, each succeeding year has testified to the ability of these young men as practical business men by showing a handsome increase in business. The firm to-day enjoys one of the largest and best trades in St. Catharines.

WHOLESALE GROCERS' CONVENTION.

Meeting of Wholesale Grocers' Exchange to be Held in Victoria June 24.

Announcement was made this week by President L. E. Geoffrion, that the annual convention of the Canada Wholesale Grocers' Exchange would take place in Victoria, June 24, and on as many succeeding days as were found necessary.

can possibly get away should be in attendance.

Suitable transportation arrangements will be made to comfortably convey the party to and from Victoria, while the programme for the convention will be mapped out in due course.

Members of the Exchange will be able to secure all necessary information from the president, L. E. Geoffrion, or the secretary, J. Stanley Cook, both in Montreal.

From Grocery Clerk to an Eminent Financier

Death of Henry H. Rogers Brings to the Limelight a Sensationally Successful Career—Evolution from Newsboy, Driver of a Delivery Wagon and Clerk to Vice-President of the Standard Oil Company.

New York, May 25.—After having served youthful apprenticeship successively as a newsboy, driver of a delivery wagon, clerk in a grocery store and baggagemaster on a small railway, Henry H. Rogers, whose career was ended by death from apoplexy last Wednesday, became one of the mighty powers in the world of finance in the United States, and one of the most sensationally successful accumulators of millions of a generation in which colossal fortunes have been common. He had become elevated to the position of vice-president and one of the directors in the Standard Oil Company, and therefore leaves behind the knowledge of a successful career essentially self-made and one that stands among the few as an object lesson to the young men of the day aspiring to heights in the financial arena.

To say that he was a many-sided man would be a trite and inadequate summary of a personality that was fairly kaleidoscopic in its versatility and in the varied and contradictory phrases it often presented.

To the world at large he was known as one of the two most conspicuous figures in that vast corporate aggregation of wealth, power and enterprise designated in the street as "the Standard Oil clique." But to those whose knowledge of the man was something more than superficial, Mr. Rogers might have appeared according to the viewpoint of the observer either the generous philanthropist or the sordid money-getter; either the genial comrade entertaining lavishly on his yacht or the crabbed, sarcastic misanthrope, keen and cold, as sharpened steel in a business transaction, unyielding and heartless as flint when prosecuting a pet enterprise.

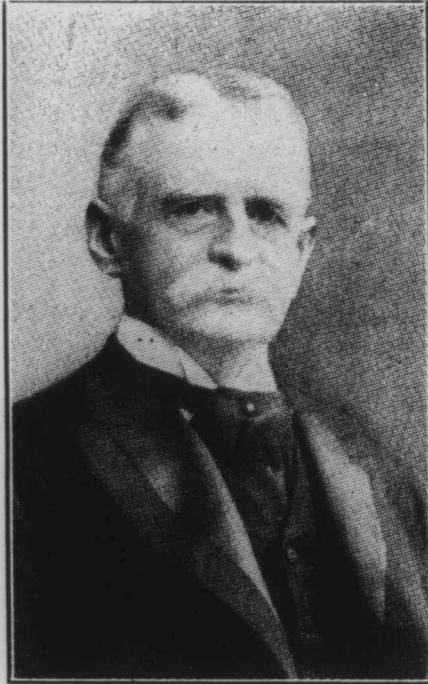
Behind His Father's Counter.

Henry Huddleston Rogers was born in Fairhaven, Mass., the little New England town which he has since beautified with the lavish bestowal of his philanthropies, on January 29, 1840. His ancestors were of the sturdy old New England stock, running back to the founding of the Plymouth colony and of his four great grandfathers three had fought in the revolutionary war. Young Rogers was graduated from the Fairhaven school in 1856 and that was the end of his formal education. It is recalled how he once complained to a teacher how uncomfortable were his long legs under the cramped school benches.

"If ever I get rich," he added, "I'm going to build a school house in which the boys can be comfortable."

Mr. Rogers redeemed that promise years afterward, when Fairhaven saw a great brick structure, one of his many beneficences to the village, rise in place of the little wooden one from which he had gone out as a member of its first graduating class.

The boy was versatile even then. After leaving school he tried his hand at selling newspapers, driving a grocery wagon, working as a clerk in his father's grocery store, and then he absorbed his first experience in the capacity of a railroad man while acting as brakeman and baggage master in the little branch railroad that ran through Fairhaven. That job paid him \$1.16 a day for the twenty-one days he held it. The payroll



HERBERT H. ROGERS,

Who Climbed from Grocery Clerk to Vice-President of Standard Oil Co.

of the road, showing his receipt for the money, is now kept as one of the town souvenirs, as are many grocery bills bearing his signature.

Did the Family Washing.

At twenty-one years, hearing of the marvels of the growing petroleum business of the Pennsylvania oil fields, he started westward to try his fortunes, but before he left he married Miss Abbie T. Gilford, of Fairhaven, and thereafter she accompanied him wherever he went until her death in 1895. Commenting on the struggles of those early days

of comparative poverty in the oil fields, Mr. Rogers used to tell gleefully in later years how he used to do the family washing beside a brook that flowed near their cabin. But it happened that Bartholomew Taber, an old Fairhaven friend and a paint shop proprietor, was a customer of Charles Pratt, of the Pratt oil works, in Brooklyn. When Mr. Pratt told Taber he wanted to take into his employ a keen New England boy the paint dealer recommended young Rogers, who was summoned from Pennsylvania, having learned in the meantime the producing side of the petroleum trade.

Rogers soon became an important factor in the growing business of Charles Pratt & Co., and he prospered from that time forward. The Pratt firm bought for \$500,000 from Benjamin Greenough an invention for refining crude petroleum. A suit instituted in 1904 by the widow of Greenough to recover \$50,000,000 in back royalties claimed to be due indicated that Pratt and Rogers had owed much of their success to this purchase.

Upon the organization of the Standard Oil Company, in 1874, both Mr. Rogers and Mr. Pratt allied their interests with that combination, which had been effected with no blowing of trumpets, but by the quiet association of the leading refineries of the country. Henry H. Rogers by that time had mastered the refining process so completely that he was naturally chosen as the chairman of the manufacturing committee of the new corporation. In a way, it has been said, he was more responsible for the success of the merger than were the Rockefellers themselves, because he had the genius of organization, as well as consummate knowledge of the intricacies of the business and the imagination to perceive clearly its great future. Early in the company's career he became a trustee and later its vice-president. Since the retirement of John D. Rockefeller from active control a decade ago Mr. Rogers had been the master spirit of the tremendous organization until failing health compelled him gradually to lighten his business burdens.

How He Succeeded.

He had many other interests than oil. Mr. Rogers was a heavy investor in gas companies and copper mines, and it was in connection with the former that he became involved in the struggle with J. Edward Addicks, which was probably the most spectacular fight of his often troubled career.

One of his heaviest and most costly personal undertakings was the financing and building of the Virginia Tidewater Railroad, completed in March of this year. Mr. Rogers had hoped to build the entire road out of his personal fortune, but this proved impracticable after reverses sustained in the panic of 1907, soon after which he suffered his first apoplectic stroke. The road cost practically \$40,000,000, of which he furnish-

ed one-half by the State. Since that road has done 1,000 in equity.

"How did you do so well in the oil business?" he once asked.

"By working hard," he ever saw of

As has been said, he was genial, altogether bitter and chilly as ice, most lovable in manner, could clock could through the cruelly, in city and friendship.

By many was ever respected but in the illness and the privacy of his was the same. Mark Twain's friendly shatterer to prosperity, men's peculiar affection was unlike, regular lightful as

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Of course goods, arti

ed one-half. The remainder was secured by the sale of notes in May, 1908. Since that date the only financing the road has done has been to sell \$3,750,000 in equipment trust notes.

"How did you manage to succeed so well in the world?" Mr. Rogers was once asked.

"By working as hard as anybody I ever saw or read about" was his reply.

A Many-sided Man.

As has been well said, "Rogers could be genial, approachable, talkative and altogether attractive; then sarcastic, bitter and jeering; cordial in one breath, chilly as ice in the next; kindly and almost lovable, then cold and harsh. His manner could change as fast as the clock could tick. His voice could travel through the scale of vindictiveness, cruelty, indifference, politeness, affability and friendliness in a single sentence."

By many of his business associates he was ever regarded as hard and distant, but in the character of the pater familias and the doting grandfather in the privacy of his home he was adored. It was the same man of adamant who loved Mark Twain with a rare warmth of manly friendship, mended the humorist's shattered fortunes, helped him back to prosperity in the days of Mr. Clemens's pecuniary disasters, and in these latter days cherished for the writer an affection which both men, seemingly so unlike, regarded as one of the most delightful associations of their lives.

APPROVES OF CANNED GOODS.

Dr. Wiley Would Restore Them to the Confidence of the Consumers.

Dr. Wiley, chief of the bureau of chemistry at Washington, D.C. has given canned goods a clean bill of health in a letter to W. A. Frost, of W. A. Frost & Co., Chicago. The letter, which appears in The Canner and Dried Fruit Packer, is as follows, and should be interesting reading to retailers anxious to increase their sale of canned goods:

Washington, D.C., May 1, 1909.
Mr. Walter A. Frost

5 Wabash Ave., Chicago, Ill.

Dear Mr. Frost,—I have often regretted the inadvertent injury which is done to the canned goods trade by enthusiastic, well-intentioned, and yet not fully informed writers, implying that canned goods, as such, are adulterated. I think I can safely say that taking the whole matter of canned goods together, including fish, canned meats, canned vegetables, and canned fruits, only an extremely small percentage of them ever contain any added substances whatever, except food and perhaps a little salt or sugar. I think this fact ought to be well advertised and published.

Of course I do not include in canned goods, articles which have not been steri-

lized, for in such articles preservatives are often employed. I do not think the great canning trade should suffer because such an insignificant few persist in either using artificial color, artificial sweetener, or a chemical preservative.

Under the rules of the Department of Agriculture certain substances may be used in foods legally, provided their presence is plainly stated upon the label. Buyers of canned goods therefore have a certain method of protecting themselves in this matter, and that is to look at the label. When we consider the immense benefit of the canning industry to the consuming public, it appears to me that we ought to use every honorable endeavor to set the minds of the community right in regard to the composition of such articles. Of course some canned goods are of better quality than others, that is a natural and necessary consequence; but the impression that some people obtain that all canned goods

contain artificial colors, artificial sweeteners, and preservatives, is a most erroneous one and is harmful to the trade. I am, as you know, a believer in canned goods and in the canning process. I think it is a blessing, and a blessing which is not in disguise. I realize as well as anyone that public prejudice is difficult to control and to rectify, but I should like to do as much as I can to help this good trade along by appealing to the public not to condemn the whole trade because occasionally a sample may be found which is not in that state of purity which the public demand. Let the people give their confidence to the trade and let them eliminate those goods which they do not want to purchase, by inspection of the label.

If you think this letter will be of benefit to the trade, I shall be very glad to have you publish it.

Respectfully,
H. W. WILEY.

Canadian Trade Changes of Recent Occurrence

New Men in the Business and Old Grocers Retiring—Stocks to be Sold and Assignments Made.

Ontario.

The Gloucester Trading Co., Ottawa, has obtained a charter.

J. B. Broderick, grocer, Brantford, has sold to Chas. Nichol.

F. W. Durst, grocer, Brantford, has sold to M. McCormick.

A. Chesher, grocer, Toronto, has sold to R. E. Dunsheath & Co.

McLeod & Son, grocers, Toronto, have sold to Benjamin A. Belvea.

S. Nash, general merchant, Stoney Creek, has sold to J. T. Chettick.

Smith & Lang, grocers and provision merchants, Toronto, have discontinued business.

The Lanark and Drummond Cheese Co., Drummond, Ont., has obtained a charter.

Chas. Bailey, grocer, Toronto, has sold branch business at 100 Sorauen Ave. to Jas. Coad.

A meeting of the creditors of S. A. Boone, grocer, Englehart, Ont., was held on the 25th inst.

M. Masuret & Co., wholesale grocers, London, Ont., have dissolved. Wm. and E. J. Masuret retiring.

A meeting of creditors of the estate of Geo. W. Davey, grocer, Toronto, was held on the 20th inst.

Flavelles, Ltd., Produce Merchants, London, Ont., has been taken over by Flavelles, Silverwood, Ltd.

A. F. Hawke, general merchant, Grimsby, Ont., has sold his grocery department to A. B. Browne.

A. F. Hawke, Grimsby, Ont., has disposed of his large grocery store to Alf. Bourne. Mr. Bourne has had considerable experience in the grocery business, having been in the store of P. H. Gamble for a number of years.

Quebec.

Clarke & Scale, grocers, Montreal, have registered.

Darveau & Freres, grocers, Montreal, have dissolved.

L. Sabourin, grocer, Hull, Que., has obtained an extension of time.

McEnroe & Casey, tea and crockery merchants, Montreal, have dissolved.

J. J. Hovington, grocer, Tadoussac, Que., have advertised their assets for sale.

The assets of P. F. Boulanger, general merchant, Chaudiere Curve, Que., have been sold.

A. Gazaille & Frere, cheese and butter manufacturers, St. Dominique, Que., have registered.

Lakeside Meat Co., grocers and butchers, Foster, Que., have dissolved; Edith Porter registered.

Maritime Provinces.

Hogg, Craig & Co., wholesale and retail grocers, Pictou, N.S., have dissolved. A. J. Craig retiring.

Western Canada.

G. S. McKenzie will take over the management of the grocery department of the T. Lawson Co., Kelowna, B.C.

W. A. Hunter, who has successfully carried on a grocery and baking business on Bernard Ave., Kelowna, B.C., for a number of years has disposed of it to a new firm to be known as Biggin & Poole.

New Companies.

The Crown Cork and Seal Co. of Baltimore, Md., has been granted an Ontario license.

The Carleton Model Cheese and Butter Association has been granted an Ontario charter to manufacture cheese and butter.

The Canadian Arkansas Rice Co. has been granted a Dominion charter to grow and deal in all kinds of rice and other grains. The head office will be at Montreal.

The Canadian Grocer

Established 1886

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JOHN BAYNE MACLEAN - PRESIDENT

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DOES WEALTH GIVE HAPPINESS?

It is a generally accepted fact that every man, young and old, enters business with the idea and ambition of scoring success. The term "success" is broad in its interpretation and meaning and includes many things, as honesty, a good name, fair values, an efficient service, commodious premises—and the daily receipts or profits. The world is, however, too inclined to spell success as an abundance of cash. Accepting, only for the sake of argument, the popular verdict it is equally interesting to hear someone say that affluence does not bring happiness or enjoyment. If that is true then there are a great many people in this wide world laboring under a strange delusion and a fatal fascination.

Discussing this attitude on the part of the public, an authority offers some interesting observations. "If riches," he adds, "do not mean a certain amount of pleasure, if they give the possessor nothing but turmoil, trouble, anxiety and uneasiness of mind, spirit and disposition, do you suppose there would be such a general desire to cling to wealth or to add to its store year by year? If a man of means has nothing but fear, mental anguish and untold misery as his daily portion—which many allege—there is not a millionaire in the land who would not unload all his holdings and rid himself of every bit of his capital to-morrow, for the sake of securing that sublime peace and contentment which are supposed to be, in a particular degree, the lot of less favored individuals. Every man goes into business with the desire of making more than a bare living or finding employment.

"Some will come along and tell you that, if you have enough to drink and eat and clothe yourself and a warm, comfortable house to live in, you are just as well off as the man who has his thousands, as he, like you, has only one mouth to fill and one body to clothe and keep warm; and that, if you are in what is called fairly well-to-do circumstances, you are as much favored as your rich brother. He can array his form in the finest raiment and satisfy his gastronomic longings with whatever delicacies fancy dictates or imagination paints; you cannot, as your pleasure is spoiled or interfered with by having to stop and consider the cost. He can buy a home of whatever style and architecture and in whatever locality he pleases; you cannot, as the price is too great. He can stay wherever he desires, travel when and how he likes; you cannot, as there is the barrier of expense. Every luxury, every convenience, every material aid to comfort and cheerfulness are possible with the man who does not have to stop and wonder whether he can afford it and weigh everything in a dollar and cents scale.

"Herein lie a few differences which no system of philosophy can shatter or sophistry destroy. This is why all men seek opulence, and by opulence is not meant idleness, aimlessness, meanness, tyranny, profligacy or dissipation.

"Riches honestly acquired and properly used do confer upon the possessor particular privileges and special powers which contribute to happiness and other things which go to make existence joyful and the one who declares otherwise is generally willing to be converted if he or she meets fortune while straying along life's highway."

FOR SHORTER HOURS.

Merchants are realizing now-a-days more than ever before that an afternoon off once a week or an occasional rest from business does not make them much farther behind at the end of the year. Summer is now in sight and wholesalers as well as retailers should think about early closing, giving themselves and their clerks an extra hour, on some days at least, during the week.

In many towns and cities the merchants arrange among themselves to close an hour earlier during the summer months and few regret it. The time is past when the store is kept open every night till every late straggler has passed the door—usually neglecting to do any purchasing. As years went by an hour was occasionally cut off the day's work until now six o'clock has become practically the universal closing time.

Shorter hours means better service from clerks and more promptness from customers and few merchants can honestly claim a loss by any slight consideration in this respect.

SCARCITY OF WHEAT.

At the present time the scarcity of Ontario wheat is causing considerable unrest among the millers and cereal manufacturers. Some Ontario millers have been paying as high as \$1.40 for wheat and even at this record price they have difficulty in obtaining it. This, to a large extent, has caused the high prices of flour and the advances in cereal goods, which are announced in this week's market reports.

The past winter has seen a considerable quantity of wheat shipped to Mexico, and this, together with a large home consumption of wheat products, has produced the scarcity. Ordinarily the duty on wheat entering Mexico is sixty cents a bushel, but that was reduced to twenty cents when the southern country found itself face to face with a wheat famine.

There was, therefore, much wheat shipped to Mexico during the past few months, and this apparently has left little in the hands of Ontario farmers and millers. The former may, of course, be holding back, awaiting higher prices or delaying the marketing of their grain until their seeding is completed.

RAILWAY EXPANSION.

The vast amount of construction work contemplated or in progress by Canada's railway companies is another evidence of the rapid development of the Dominion. It is estimated that \$85,000,000 is to be spent during the current year in railway extensions, this sum being divided among the Canadian Pacific, the Great Northern, the Canadian Northern and the Grand Trunk Pacific.

This enterprise indicates the healthy condition of the country, and if it were not for its wonderful resources the fact that so much money should be spent in a single year might be somewhat alarming. There is probably no greater evidence of the growth of a country and the expansion of its resources than railway development. There can, therefore, be little foundation for business men entertaining pessimistic forebodings that the present year will be different from earlier predictions. New railways stretching out into new districts mean increase of population, better times and better conditions among the retail merchants, and hence an increase in manufacturing establishments and a more wealthy country.

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SHORTAGE IN BEANS.

The general public are beginning to realize that beans are a nutritive and useful food. This season almost all the beans grown in Canada have been consumed and this condition was principally due to the good demand not only at home, but from the United States as well.

That beans can scarcely be bought now at any price is the claim of some wholesalers. They are practically out of the farmers' hands and prices are firm. Some manufacturers of canned pork and beans have advanced their prices as much as twenty-five per cent., having found that there is no money in them at the recent ruling figures.

The chief producing section for beans in Canada is western Ontario, where farmers find that crop profitable and where the area for bean cultivation will be increased.

DON'TS FOR TRAVELERS.

A good deal has been written about how traveling salesmen are treated by merchants who do not realize that it pays to be courteous not only to the people they sell goods to but also to those they buy goods from.

Some merchants have much to learn in this regard and even some officials in large manufacturing concerns can to advantage change their policy and treat salesmen in a manner more in keeping with the Golden Rule.

The story is told of how one of the most gentlemanly and considerate salesmen on the road called on the buyer for a large manufacturing concern which closed its doors in an Ontario town during the past year. The salesman presented his card and the buyer in a churlish manner tore it up and threw it in the waste paper basket. A second and a third card met the same fate with the result that the affronted salesman spoke his mind freely to the buyer, comparing his actions with what a true gentleman's would have been.

There are always two sides to a story, however, and while we can give no additional information regarding the case referred to, the side of the manufacturers, and the manner in which they are treated by some self-conscious salesmen is given in the following letter received from the secretary of a large manufacturing concern. His letter follows:

Having often noticed in your valuable journal, the many "Dont's" that buyers should not do to travelers, I write to inform you that for every don't that the buyer should not do to the traveler, I can name you two don't's which the tra-

veler should not do to the buyer.

It might surprise many travelers to know that one half of them do not know how to approach a buyer. They may have called on him perhaps three or four times during the year and he has the impression that he is the only man who calls on that firm.

The traveler walks in and says, "How do you do, Mr. So-and-So, how is business today?" You immediately start to wonder who he is but he does not tell you. You might know his face but cannot recollect his name nor the name of the firm he represents. He will ask you how business is and if there is any chance for an order in his line but of course we always say no, because we do not know who he is. We do not ask him who he is; if he does not know enough to tell us.

The writer had a case the other day where a traveler came in and asked if we needed anything in his line. We know his face but could not place him. He said that we had sent an inquiry to his house but did not mention the name of the house he represented and I immediately told him that no doubt his price was too high and the order went past him; but while he sat here the order was made out for two car loads of lumber, to his firm, and was mailed on the same train he was on. His house called him down the next day, asking him why he had not called on "Jones & Smith." He said he had but that there was nothing they required and that the quotation was too high.

Many travelers come in who do not know enough to take the cigar out of their mouth, while others who might know the buyer salute him in a very familiar and loud tone with, "Hello, Jack, old boy, how are you?"

Still others who come in feel it their privilege to walk around the office and chat with other members of the office staff if the buyer happens to be busy.

I could go on giving you many more "Dont's" which the traveler should take note of but space and time are too limited to allow me to do so.

As an old traveler myself I would say that the first thing a traveler should do when approaching a buyer is to mention the wares he handles and the name of his firm. There is not one buyer in a thousand who care a snap for the traveler's name or his beautifully embossed cards.

"SUNSHINE."

The editor would like to hear from other readers on this subject. Experienced travelers know how to approach a customer and make it worth the customer's while to give him a hearing. There are many young salesmen on the road to-day, however, who have their careers to make or mar, and instances where buyers or salesmen have been discourteous are worth repeating if a lesson can be learned from their telling.

MARKING PRICES ON GOODS.

Some merchants lose money because of failure to properly mark goods, thinking they can remember the cost price, and in this way they many times do not get actual cost for the goods.

Other merchants, either from carelessness or force of habit, mark the selling price on all goods a certain percentage above cost, regardless of real values. Still others do not see the goods at all, but tell a clerk to open them up and what selling price to mark on them.

When goods come into the store they should be carefully inspected, for if there is one place where the best judgment of a merchant is brought into action, it is in marking or pricing goods. Only the very best judgment should be used to put a good, strong profit where it will fit, and make up for the short profit, or possible loss, on something which has been purchased to sell at a bargain.

Marking goods in plain figures can very often be made the basis for further sales. A customer while waiting to purchase some special article is often prompted to buy other things by being able to know the price. But, above all, don't have mixed or cut prices. Remember that one man can't do all the business.

Make it a law to have one price to all, and that price in plain figures, and "money back if you want it" should be the rule in every wide-awake retail grocery store. Let it be recognized in the community that a child may be able to buy goods in your store as cheap and with the same satisfaction as could an expert of values.

Such a policy can not do other than command the confidence and respect of the public and bring the greatest possible benefit to the retailer.

Notes from the Maritime Provinces and Quebec

Free Trade Discussion in Montreal—Large Cargoes of Sugar Arrive at Halifax—Nova Scotians Want Apples Shipped in Boxes Instead of Barrels.

ST. JOHN, N.B.

May 25.—Up to the present the harbor fishing for this season has not been up to the mark; very few shad are being caught and they are retailing at 35c to 50c each. Lobsters are coming in quite freely from bay ports in St. John and Charlotte counties, and range in price from 10c to 40c each.

The farmers in Upper New Brunswick and Aroostook County, Maine, are now putting in seed potatoes. The greater part of last season's crop has been disposed of and last week the price quoted was \$2.40 a barrel. In St. John prices remain about the same as last reported.

T. Edwin Robinson, James N. Riley, M. Wellington Cox and J. Donald McKenzie, all of this city, have formed a partnership under the name of the Standard Creamery Co., and will engage in a general creamery business.

J. J. McGaffigan, the Dock Street tea merchant, has returned to the city, after more than four months spent in traveling in the United States and Mexico.

Killam Bros., who for several years occupied a stall in the county market, where they carried on a commission business, have removed to the South Wharf and will carry on a wholesale business in groceries, fish and country produce.

Johnston & Boulter, of O'Leary Station, P.E.I., have opened a new grocery and provision store.

Murdock Kennedy and Parnell McMahon, of Emerald, P.E.I., have opened a general store.

MONTREAL.

May 25.—Grocers report a good volume of business. Some, especially those in the west end, state that they are beginning to notice the exodus to the country, but this has not reached any appreciable size yet. Weather conditions have been decidedly unfavorable. During the latter end of the week however, there was a decided change for the better. Weather conditions affect the small grocer in the less fashionable quarters of the city more than his influential brother whose customers do most of their ordering by telephone. One grocer stated that he thought people ate more when the weather was good.

Considerable interest has been manifested in the warm discussion which has been going on at the Board of Trade with reference to Free Trade within the Empire, and the continuance of the preferential arrangement. In discussing the situation with some of the leading grocers in the city some amusing comments were made. While the most of these observations were made in a more or less jocular way, they contained more than a casual amount of common sense, and shrewdness. One gentleman whose name can-

not be divulged said: "I believe too much prominence is given to such discussions as these since the participants are private citizens and do not represent, as our Parliament does, the will of the great mass of the people. Whilst I do not doubt the sincerity of these men and that they are acting from purely patriotic motives, their proximity to the wheat pit and other operations of a like sort is more than apt to make people think that their views would be warped." Continuing he stated a discussion of free trade and protection always made him think of what Abe Lincoln said about the merits of protection. Lincoln when asked his opinion of protection said: "If protection means that when we want steel rails, we go to England and get them, and the Englishmen get our money, and we get their rails, well then I'm not for protection, but if it means, when we want rails we go somewhere in the U. S. and get them, and an American gets our money, and the United States gets the rails, well, then I'm for protection." This I believe is what Canada should aim at—to produce everything possible within her own borders, and be satisfied."

J. A. Jenkins, representing the Gwaltney, Bunkley Peanut Co., Smithfield, Va., was in Montreal for a few days this week, and called upon the trade, with W. C. Christmas, the local agent of the firm.

Howard Cane of The William Cane & Sons Co., Newmarket, Ont., was in Montreal last week.

F. W. Rowley, of Underdown & Crichton, London, Eng., is making a tour of Canada, visiting the firm's agents throughout the Dominion.

W. R. Webster, of W. R. Webster & Co., Sherbrooke, cigar manufacturers, spent a few days in town last week.

Henri Jonas has returned from a trip to Europe.

W. C. Rowe, late of Dean, Rowe & Lacy, Sherbrooke, has gone into the lumber business. Mr. Rowe, who is associated with several other gentlemen in this new venture, has purchased extensive limits in the Province of Quebec.

John Robertson, St. Catherine St. W., has a fine window display of a breakfast food this week. This grocer's window has long been famous for the beauty of his window displays. The boxes are arranged in three arches, the middle one reaching three quarters of the way to the top of the window. On the floor of the window are two neat little mounds of the food, and numerous cards bearing the price of the product are distributed throughout the exhibit. Altogether the window is a very attractive one.

Couvette & Sauriol, paper merchants and wholesale grocers, have removed from Bonsecours Street to larger premises at 253 to 255 St. Paul Street, corner of St. Vincent Street.

Murphy Bros., St. Catherine St. W., showed a fine display window last week consisting of small bags of flour. The window is very tastily gotten up and

certainly does not fail to attract attention.

L. W. Chaput another West St. Catherine St. grocer, displayed a unique flour window also. It possesses decided originality and good taste.

The Ogilvie Flour Mills Co. showed a very fine team of heavy draft horses and waggon in the recent Horse Show held here. Unfortunately one of the horses went lame in the ring which ruined their chances of a ribbon. Otherwise it would be safe to say that they would have been close to the top.

The Brodie Manufacturing Co. are opening a booth at Dominion Park May 24 for the summer. They intend to cook doughnuts and other foods with their brand of baking powder which they will advertise in this way.

Ocean Mills, 101 Mount Royal Avenue, have the plans prepared for a new five storey building 26x94, corner of LaSalle and Mt. Royal Aves. Work on this building will commence immediately. This plant will be absolutely up-to-date in every respect. New manufacturing and packing machinery will be installed. The equipment for making the starch which is this firm's special brand will be improved and will enable them to produce one car per day. The new structure will be of brick. The proprietor O. Lefebvre, has been in the manufacturing business for 15 years, during which time his efforts have been rewarded with success. The new factory will produce many lines among which are starch, extracts, blanc mange and cough mixtures.

John R. Henderson, of Sancta Maria, Mexico, has been paying a visit to Montreal recently, revisiting the scenes of his childhood and early manhood. He has been away from Montreal for nearly thirty years, during which time he has been engaged in the grocery business in various parts of the United States and for the last nineteen years in Mexico. When in Albuquerque, N.M., he became aware of the possibilities of the business in Old Mexico and decided to go there and he states that he has never regretted the change. He is very enthusiastic regarding the possibilities of the country. Speaking with respect to the grocery business he states that it required some courage to depart from their old antiquated methods, but he has done so and met with great success. His store is regarded as one of the finest equipped grocery stores in Mexico. He has introduced novel methods and Canadian ideas into his enterprise and this fact has been chiefly responsible for the business which he has built up there.

Buyers in Montreal during the week were: J. B. Lefebvre, Ste. Therese, Que.; M. Sauve, St. Scholastique; X. Desautels, Ste. Angele de Monnoir; F. Mathieu, Lachenaie, H. Pare, Granby; G. Daoust, St. Anne de Bellevue; M. Huet, St. Julie Vercheres; A. Lemieux, Henryville, Que.; L. Barbeau, La Prairie, Que.; J. A. Lanctot, St. Isidore, Que.; Aug. Beausoliel, Terrebonne, Que.; J. F. Davis, Gaspé, Que.; E. E. J. Mallette, Tredwell, Ont.; H. Desparois, Chateaugay, Que.; J. Bougie, Pointe Claire, Que.; L. Robert, St. Bruno, Que.; E. Lahaie, St. Eustache, Que.; H. Tourangeau, Varennes, Que.; U. Guay, Mont Tremblant, Que.; Aug. Flamond, St. Cesaire, Que.; N. Beaugregard, Mitchell, Que.; M. Huet, Ste. Julie, Vercheres, Que.; G.

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NEWCASTLE, N.B.

John McLoggan has started a wholesale and retail flour, feed and grocery business in Chatham, N.B.

The catch of fish this season in Bay Verte was so great that the fishermen were almost unable to get the nets cleared long enough to have them taken up. All the fish smoking factories have already all the fish they need.

HALIFAX.

May 25.—Large cargoes of sugar continue to arrive. The steamer Dagfrid that arrived here recently brought 12,000 bags, and another steamer from the West Indies also brought a large shipment. Shipments of molasses are falling off some.

Some Nova Scotians interested in the fruit industry are urging the apple growers and shippers of this province to pack their fruit in more attractive style. They say that the west leads Nova Scotia in this respect, and that it is time our shippers packed their fruit in boxes when shipping to the Old Country. The box has many advantages over the barrel, as it is much more conveniently handled and just about suits the average family. They claim that it is practically impossible for a grower to build up a reputation among consumers if he uses only the barrel package, for it is too large for all but a comparatively few of the consuming public. If the barrel is used it is opened by the grocer and the consumer seldom knows from what source the fruit comes. The box package also gives the consumer a much better opportunity to examine the fruit before purchasing, in case that he does buy in the original packages, since by removing the cover or sides, one-fourth of the apples are exposed to view. Finally, the box is a much neater and more attractive package than the barrel, and permits a peep at the contents even before it is opened. It will, no doubt, be some time before the average grower in Nova Scotia will adopt the box, but with the rapid inroads made in all the markets, by the western-grown fruit shipped in boxes, this style of packing must claim the attention of Nova Scotia growers. It is claimed that if the western growers can make money by this care of the apples and pay the extra expense of shipping to the east, there ought to be money in it for the local growers. With few exceptions the London apple receivers prefer the barrel, instead of the box. For instance, the barrel can be rolled, and the box has to be carried, and the porters in Convent Garden like to roll things.

Then again the box as a Nova Scotian market production is a new thing in the English market.

The grocery trade is in a prosperous condition and the volume of business passing is quite satisfactory. There is quite an improvement in the condition of the country roads, and as a result business has benefitted considerably. Collections are very good in most districts, being fully up to the average of the year.

Butter is coming in quite freely and the market is well supplied. The quality of a large proportion of it, however, is very poor, and in consequence the sales are slow. The reason for some of this butter coming to the market in poor condition is due to the country storekeepers. Many of them take butter in exchange for other goods, and they hold it too long before placing it on the market. The butter referred to is principally in small rolls.

The first cargo of bananas for the Fruit Dispatch Company arrived here

last week on the steamer Boston. The steamer landed about 14,000 bunches. Heretofore it had been the custom of many of the Halifax commission men to import their bananas direct, and they supplied a large portion of the trade, not only in the city, but throughout the province.

The grocers of Halifax are handling more green truck than ever before, and they report that their sales continue to show a steady increase. Lettuce, radishes and tomatoes are now raised in large quantities in Nova Scotia.

F. J. Holman & Co., successors to W. S. Brown, of Charlottetown, are having their store painted and the interior thoroughly renovated. They intend stocking up with a complete line of first-class groceries, fruit and confectionery.

Recognizing the economic value of the Y.M.C.A. to the employer of labor, Wentzells Limited, wholesale grocers, have given one thousand dollars towards the construction of a new Y.M.C.A. building in Halifax.

Some Interesting Ontario Grocery Correspondence

Chatham Merchants Discuss Ticket Selling and Program Advertising—Expensive Eggs for Packing Predicted by London Authority—Annual Meeting of Berlin R.M.A.—Excursions Arranged by Toronto, London, Brantford and Hamilton Grocers.

CHATHAM.

Chatham, May 17.—The question of program advertising and ticket selling was discussed at the last meeting of the Retail Merchants' Association, the subject being brought up by Wm. Anderson, who urged that the association seize the opportunity to reiterate its stand, taken some two years ago, to the effect that members of the association would not advertise on programs, hotel registers or similar "illegitimate" advertising devices, and would not purchase tickets of any kind in their places of business. He quoted a few instances where he had noticed the rule was being disregarded. Most of those present, however, reported that the rule was working well, and that the program advertising and ticket-selling nuisance had been practically reduced to a minimum. It was decided to have notices respecting the association's rule printed and distributed among members, to be posted in their places of business with a view to facilitating the turning down of advertising and ticket solicitors. Mr. Anderson also voiced some emphatic views with respect to calendars, adding that he thought the rule should be extended to include them and that he would bring up the matter at the next meeting.

An interesting point respecting calendar "advertising" was elucidated by a merchant the other day. He said: "In most houses the best and prettiest calendars find a place in the dining-room, or sometimes the parlor. The cheaper calendars are relegated to the

kitchen. Now, the average family—that variety of family from which we draw our trade—lives the best share of its time in the kitchen, has most of the meals there, and rests and studies there in the evening, so that the cheap calendar as a result of its very cheapness is a more effective advertising agent than the pretty and expensive product. Just take a look in the average house, and see if I'm not right, and if the poor calendar isn't hung where it will be seen ten times to the good calendar's once. Of course," he added, "I don't think the calendar is any good anyway."

W. E. Parrott has evolved an interesting advertising innovation. His delivery rig is ornamented with a few hand-made pasteboard advertising cards. "We have good butter at 25c" is a sample. This sort of advertising has the advantage that it can be changed as often as the advertiser wishes.

E. H. Ruttan, of Wallaceburg, has put a new delivery wagon on the road.

J. G. Rose, general merchant and postmaster, of Duthill, has sold his store to Chas. Howson, and will leave for Montreal.

P. Y. Anderson, grocer, of Wyoming, has fitted up a handsome ice cream parlor in the premises adjoining his store.

Early-closing during June, July and August is being considered by Wallaceburg merchants.

Waseif David fruit dealer, of Kingsville, has leased the Prideaux Fox store for five years and will move there shortly.

The Lambton Creamery Co. has arranged to operate and finance the Glencoe Creamery for the coming season, retaining Mr. Smith as buttermaker.

The W. L. Clark Seed Co., of Leamington, will in a few weeks give up their present store, opening an office in rooms over the store. A large warehouse will be erected near the station.

BRANTFORD.

May 26.—The committee who have in charge the arrangements for the annual excursion of the Grocers' and Butchers' Association are P. Truss, F. C. Harp, A. Coulbeck. They went down to Hamilton yesterday and completed arrangements whereby the Brantford and Hamilton grocers will run a joint excursion as they have in the past.

charge \$2.50 a month for 25 lbs. daily.

The Liberty Oil and Drug Co. cases have not become a dead issue yet. All the alleged local debtors of the company have received letters from C. S. Walters, a Hamilton accountant to pay up. Mr. Walters has been informed that matters would be facilitated if he dealt with the committee appointed to look after all the local interests.

BRACEBRIDGE.

May 26.—Saturday last the main street of the town was thronged with people, mostly buyers from the country and from up the lakes and the stores were doing a brisk trade. On Monday the town seemed deserted, nearly all of the merchants taking the day off.

20. It ends up with this motto: "Buy at home. It will save many disappointments and will make you a more valuable citizen of the town you live in."

The high price of potatoes struck us fair and square last Saturday when the price soared to one dollar and ten cents a bag. Other prices ruled about the same as last week, with the exception of flour, which is rapidly advancing.

One good thing noticed recently in one of the leading grocery stores here was a large card with a sample of biscuits on it, thus doing away with so many half-filled boxes kicking around the store. The clerks make sales from the samples.

The Grocer is certainly becoming a valuable book, not only for the proprietor, but for the clerks as well. When asking one clerk on the pretty window he had decorated a few days ago with brooms, brushes and housecleaning goods, he said the idea came from *The Canadian Grocer*. Nearly every week new ideas on window-dressing can be picked up out of that book.

LONDON.

May 26.—City retail business is fair and wholesalers report trade in the country improving. There is little change in prices except for California fruits, seeded raisins and prunes advancing.

C. F. Edy and J. McRoberts, who recently sold their business on the Hamilton Road, will shortly leave for the Pacific Coast, and if they find things looking well out there will probably remain.

Work on the new wholesale warehouse for John Garvey on King St. to which reference has already been made in *The Grocer*, is being pushed forward vigorously, and when completed it will be the largest in the city. It is to be five stories in height, including basement.

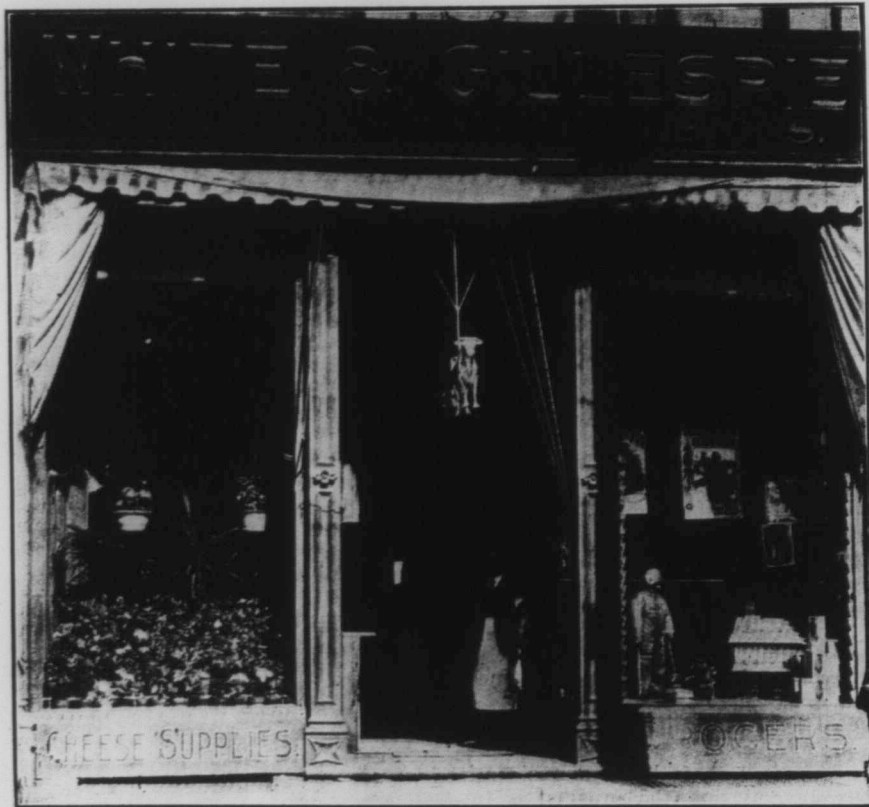
The executive of the Retail Grocers' Association met last week and completed arrangements for the annual picnic to Detroit on June 23. President E. J. Ryan presided and the following committees were appointed: R. A. Ross, chairman; F. Travers, E. F. Reid, F. Paull and Thomas Shaw.

Advertising committee—H. Ranahan, chairman, and E. J. Ryan.

Railroad committee—Harry Ranahan, chairman, N. MeLeod, James Haskett and Thomas Shaw.

Charles Maker was appointed to act in the capacity of master of ceremonies on the train en route. Those present were President Ryan; N. MeLeod, Jas. Haskett, H. Ranahan, Thos. Shaw, E. F. Reid, F. Travers, J. Henderson, R. J. Donahy, Frank Paull, Cyril Hayes, M. A. Young, R. A. Ross and Thos. Vincent. President Ryan, Vice-President Haskett, Treasurer Ranahan and ex-President Shaw were in Detroit this week making arrangements at that end.

The Sanford Manufacturing Co., of Hamilton, has purchased the premises



Window of White & Gillespie, Peterboro. Ont., Showing a Display of Flowers, in Which the Firm Does an Extensive Business, as was Explained in last Week's Issue of *The Grocer*. The Above Windows Were Dressed by Walter Fitzgerald, one of the Clerks.

The front of Misner Bros. store on Colborne St. is being repainted a bright red.

A number of grocers are displaying fireworks this week.

It's a cool proposition the ice man has to make this year. The prices here are \$2.50 a ton in single lots delivered; 15c cwt. for over 500 lbs.; 20c cwt. for less than 500 lbs.; which means that the grocers will have to pay practically 20c per 100 lbs. For private houses they

"Do your shopping at home," is a good motto and it will pay. Some days ago your representative received a grocery catalogue from one of the large departmental stores and found, on making a study of it, that the merchants here not only held their own, but in some cases sold below the prices quoted. Then why do people send away from the town they live in for their goods? One of the best items on mail order business was a lengthy article in the *Simcoe Reformer* of the issue of May

from John and which completion of St.

Struck engine, while he for a dist emerged escape of Adelaide laide St. morning was dragg to a sta horse we About ter at the t course th A. E. Flavelles, statement eggs in C ent price the count he says. higher th year. S opened o amount o time near to Engla egg goes The prod ply the that nea more chi The dem this year we have eggs the very littl be no ch the cons this co more in prices. "The and the Prices i from 20 and 26c March o highest p ter sold gradually enough we will fore Jun to go d than it i ers will l The m last mee socation tive on has alre Grocer. consider mously

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from John Garvey, now occupied by him, and which he will vacate on the completion of his new warehouse on King St.

Struck by a rapidly approaching yard engine, which demolished the wagon, while he and the horse were dragged for a distance of twenty feet and both emerged unscathed, was a miraculous escape of Wm. Knapp, grocer, 885 Adelaide St., experienced at the Adelaide St. crossing of the C.P.R. one morning last week. With his horse he was dragged till the engine was brought to a standstill. Mr. Knapp and the horse were not injured in the least. About ten dozen eggs were in the wagon at the time of the accident, and of course they are a total loss.

A. E. Silverward, manager for Flavelles, Limited, is authority for the statement that there will be no cheap eggs in Canada this year. "The present prices of 17 and 18c a dozen in the country are the highest on record," he says. "These prices are two cents higher than the prices at this time last year. Seven years ago when we first opened out in London we could get any amount of eggs at 10c a dozen. At that time nearly all Canadian eggs were sent to England. Now there is hardly an egg goes to England from this district. The production is not enough to supply the home demand notwithstanding that nearly every farmer is keeping more chickens now than he did then. The demand from the western markets this year will surpass all records, and we have already sent several million eggs there. Prices may come down a very little in the summer, but there will be no cheap eggs at all. Canada now the consumer of the eggs produced in this country, and in consequence is more independent in establishing the prices.

"The butter market is just opening, and the prospects are for lower prices. Prices in the country are at present from 20 to 22c a pound as against 25 and 26c at this time last year. In March of last year prices reached the highest point in several years, and butter sold for 32c a pound. It dropped gradually though. The grass is not good enough yet to establish a market, and we will get very little good butter before June 1. In the summer it is likely to go down a couple of cents lower than it is now, but even then the farmers will be getting good prices."

The most important matter before the last meeting of the Retail Grocers' Association was the report of the executive on provincial organization, which has already appeared in full in *The Grocer*. The report was discussed at considerable length, and finally unanimously adopted.

BERLIN.

May 26.—The seventh annual meeting of the Berlin Retail Merchants' Association was held on the 12th inst., and brought out the largest attendance in

the history of the organization. The retiring president, C. B. Dunke, gave an interesting resume of the year's business, dwelling on the legislation put through the town council in the interests of retailers at the instance of the association's officers. He referred also to the successful operation of the Credit Reporting Department. The list of delinquents furnished to the members periodically had been a considerable source of protection and the letters sent out in connection with this department had been very effectual in spurring on delinquent debtors.

The election of officers for the ensuing year resulted as follows:

President—John Hessenauer.
1st Vice-President—Geo. J. Schell.
2nd Vice-President—R. D. Lang.
Treasurer—W. A. Clarke.
Secretary—F. I. Weaver.
Auditors—A. Weseloh and W. L. Leeson.

A hearty vote of thanks was tendered the retiring president and also the retiring secretary Mr. Brubacher who had acted in that capacity for the past six years. It was decided to have a new supply of cards printed setting forth that the association members were prohibited from making donations to subscription solicitors except in cases where they had received the approval of the association.

The association has now a membership of over 80.

OWEN SOUND.

May 26.—There is much interest displayed here among merchants in regard to a police court case in which a number of grocers were charged with displaying goods on more of the sidewalks than was permitted by law. An information was laid by J. T. McInnis and H. G. Tucker represented him. In reply to the Police Magistrate's query as to what was to be done, counsel for the prosecution said that his client had observed that the sidewalks were clear on the morning of the trial and that as his object was attained he did not wish to push the prosecutions, provided the defendants paid the costs. His Worship expressed his satisfaction at this statement, and said he would dismiss the charges without costs, as it had been explained to him that the council of a later day than the date of the by-law had granted the privilege to merchants of occupying a space on the walks eighteen inches wide and high for display of goods, and gradually this space had been enlarged until the walks had been too much encroached upon, he believed in some cases. His Worship's statement that there would be no costs did not satisfy the solicitor, who questioned his right to dismiss the charges except on the wish of the prosecutor to withdraw, as there was a direct penalty attached. To this His Worship replied that when a man is brought up for drunkenness he has broken a town by-law, yet he may in his discretion say to the man, "Go, but don't do it again,"

and so he could do in this case. Finally the solicitor gave the court to understand that it was the costs for his own services which was in his mind, and which he did not consider should be saddled on his client who was acting as a public benefactor. Pro bono publico, replied His Worship, who then informed the solicitor that he had nothing to do with his costs, but there would be no court costs. Mr. Tucker conferred with his client after which the case was withdrawn without any question as to costs.

The by-law in question is No. 380 which was passed in 1885 when J. Rutherford was mayor. It is a general by-law for the regulation of affairs on the streets of Owen Sound and many of its clauses are as dead letters as was the one under which the present action was taken and should be enforced as well as this one.

The clause of By-law 380, under which the action was taken, and which is now being enforced, is as follows:

"No person shall place any goods, wares, merchandise or other article of any kind upon any street or sidewalk or hang or expose any goods, wares, merchandise or other article outside of any shop, house, warehouse, or other building so as to project over or encroach upon any portion of a street or sidewalk in the Town of Owen Sound; but this section shall not be construed so as to interfere with the use of a portion of a street or sidewalk for a reasonable time during the reception or delivery of merchandise or other articles and so as not to obstruct public travel."

GUELPH.

May 26.—Benson Bros. have just received a line of Crown Derby ware, which, placed amongst the cut glass, as they have done, makes a charming effect.

English Stilton cheese has arrived in the city, but it lacks the flavor for which Stilton cheese is noted, probably owing to it not having sufficient age.

It is not always the largest store which does the most business. Metcalf's store, although small, is quite a suburban "Beehive." One department of this store is used for confectionery, the candy turnover being large, considering the district.

It is marvellous what a smart, trim look a few stacks of canned goods give to a store. "Joe" Hadden seems to have the happy knack of just placing everything to the best advantage. His store, always nice, looks distinctly inviting with the piles of these goods.

We are pleased to hear that R. Weber, who recently came from Berlin, is receiving his share of the Wyndham Street patronage.

TORONTO.

May 26.—Excursion matters were talked over at the regular meeting of the Retail Grocers' Association last week. David Bell reported that the executive had decided to accept the

terms of the Niagara Navigation Co. but the exact destination was left over until a special committee went across to see the various prospective points. When a report is made by this committee to the executive the destination will be decided upon. The date of the excursion was fixed for Wednesday, July 14th. On motion of J. S. Bond and J. H. Johnston it was decided to have printed a new set of by-laws containing the old code with necessary revisions. The committee to look after this is composed of D. Clark, chairman, C. F. Thorne, A. J. Coniam, J. S. Bond, J. H. Johnston and Thos. Clarke.

B. S. McMurty, 1146 Yonge St., is reaching out in more ways than one to gain the best knowledge to conduct his business, and he is rapidly swinging to the front.

A. A. Martin, 202 Lippincott St., has bought out A. Dumond, and is putting new life into the business. He has been one of Gunn's, Limited, waggon hustlers and is favorably known. He will soon gain his full share of the trade in that part of the city.

F. Leonard, 199 Lippincott St. is doing a nice clean business on a small, economical scale.

J. Thain, 183 Lippincott St., is a hard worker and has the reputation of selling reliable goods. He deserves success, which naturally follows good methods.

P. R. Morrison, 127 Lippincott St., is doing a good business, and through his courteous manner and straight dealing has won the confidence and respect of his rapidly increasing army of customers.

R. E. Dunsheath, 246 College St., has bought out Mr. Chester and feels that he has the right location, and will do a big trade. He is filling up the store with new goods and is wonderfully improving its appearance. He used to be with White & Co. and therefore comes with a valuable experience which will enable him to give splendid service to his customers.

John Waddell, 860 Bloor St., comes from the town of Harrison, where he has been in business for 30 years, and has taken The Canadian Grocer since it was in existence. He has the able assistance of his own family.

The grocery store of Mrs. Brown, 97 Cumberland St. was visited by thieves on Sunday night and although they gained an entrance they were frightened away by a barking bulldog across the street.

OTTAWA.

May 26.—The outlook for the fruit this summer is very bright. Canadian strawberries have come through the season without suffering damage from frost, and should be offered in quantities within the next two months, and at a price which will satisfy the careful housewife. The apple crop also looks good and such apples as the McIntosh Reds which were scarce last year will be abundant.

Lemons will probably be higher in price as the annual auction sale in Montreal shows. Only 12,000 cases were offered for sale, compared with 30,000 cases the year previous.

Because the early selling by-law is not observed members of the Ontario Vegetable Growers' Association, declare that they will not make use of one of the markets unless the law is

inforced. This will mean that a large quantity of early vegetables will be sold only to regular customers and produce merchants. At their recent meeting it was maintained that hucksters on the market sell their loads before the bell rings and leave them in their waggons. After the market bell rings it is taken away. The semi-monthly meeting of the Ottawa Retail Grocers held on May 12 discussed this action on the part of the Vegetable Growers, and greatly approved of their stand taken in same. The grocers themselves were of the opinion that they should boycott the market altogether since the council refused to make it an open one, and have their supplies brought in by the farmers direct to their shops. It was decided, however, that such action should not be taken until it had been more thoroughly considered. The fire-cracker nuisance was brought up, and all grocers present decided to discontinue the sale of those dangerous explosives. Authorities do not seem to interfere, although the letting off of fire crackers before May 24th is contrary to law.

A eucbre contest and smoker was held in Court Royal Albert Hall by the

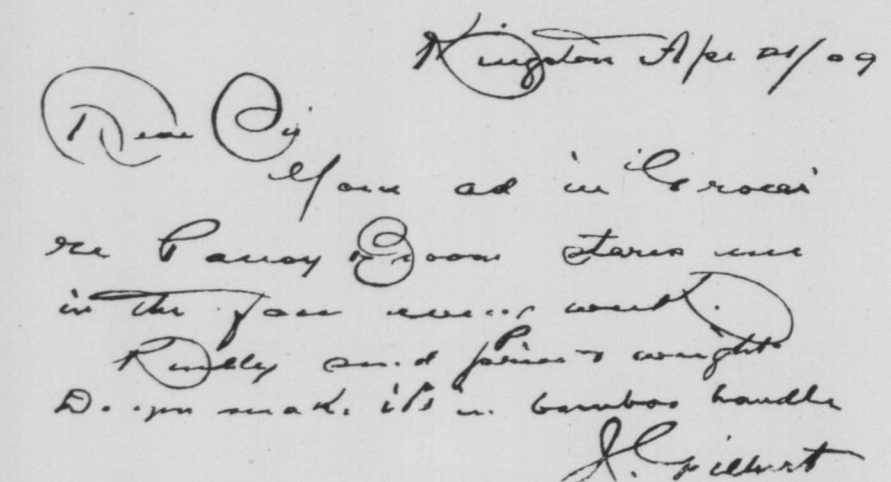
WANT PROFITS IN SUGAR.

English Retailers Take Steps to Have Prices Advanced.

London, England, May 12.—The decision of the Committee of the Retailers' Sugar Association to take steps to advance the price of sugar by ¼d. per pound in those cases where the present retail price leaves no margin of profit will bring to an end a cutting competition that has been waged for the past six or seven months.

Many retail shops will advance the price this week, and it is expected that by Tuesday next the retailers in the provinces will have followed suit. The cost price of granulated sugar to-day works out at 1½d. a pound and is sold at that sum, and in some cases at 1d. The rise will not affect those better class districts where granulated sugar is retailed at 2d. a pound.

In days when modern advertising methods were unknown, the grocer was in the habit of using a low price for



The above is a facsimile of a post-card received recently by H. W. Nelson & Co., Toronto. This is one illustration of what persistent advertising in The Canadian Grocer does.

Grocers' Association, on May 26th. The confectioners are the latest class of dealers to feel the advance in the local prices of flour.

W. R. Stroud tea merchant, returns to occupy a seat in the city council vacated by ex-Ald. Walter Cunningham, of The Walter Cunningham Company, wholesale and retail grocers and wine merchants. Mr. Stroud has been connected with the city council for 20 years and is a familiar figure around the City Hall.

E. M. Lernier & Sons have commenced business as produce merchants at the premises lately occupied by Prevost & Allard, wholesale grocers, at 11-15 York St.

The Fort William Milling Co. has been given a Dominion Charter to manufacture flour, etc.

sugar to attract customers to his other wares, and the method is still retained. Hitherto the obstacle to a rise in price has been due to the multiple traders, but they now see the necessity of an increase.

John Hewitt, representative in Toronto of the Shredded Wheat Co., was in Fort William recently on a two weeks' business trip.

HINTS TO BUYERS.

The grocer who handles only the finest products in cheese will be glad to know that the MacLaren Imperial Cheese Co., Ltd., have in store some very fine old Canadian cheese, both white and colored. They will be pleased to quote prices on application.—Advt.

Latest Reliable Trade Review of the Golden West

British Columbia Fruit Crop Looks Promising—Potatoes Still Expensive—Winnipeg Grocer Adds Meat and Confectionery Departments—New Method of Displaying Maple Syrup in Vancouver—Regina Merchants Open Tea Room.

WINNIPEG.

May 25.—Bert Cowan, head of the Cowan Manufacturing Company, was in the city last week. The competition in the cocoa and chocolate lines has been quite keen in the western territory this spring.

Harold F. Ritchie, a Toronto commission merchant, spent a few days among retailers during a short time ago. He returned from a trip to the coast, and reports business conditions as very promising.

Joseph Irwin, representing the Borden Condensed Milk Co., of New York, left Winnipeg for that city recently, having covered the western territory in the interests of his firm.

The representative of the Eby-Blain wholesale grocery house, of Toronto, Mr. Williamson, was in the city recently.

The Foley, Lock wholesale house, has secured the services of A. Badenock as city traveler. Mr. Badenock has been traveling for A. M. Smith & Co., of London, Ont., for the past nine years.

Mrs. Badenock accompanied her husband on his trip west, arriving in the city on May 14.

Mr. McLaurin, a local farmer, was in the city recently and purchased a carload of seed potatoes of an early variety. Fifty acres of land has been reserved for potatoes alone and Mr. McLaurin intends making a specialty of that branch of farming. He has his farm equipped with planting and digging machines.

SASKATOON.

May 25.—J. F. Cairns has returned from a business trip to Winnipeg.

L. S. Bishop has taken charge of the new grocery department for W. H. MacBeth. Mr. Bishop is a young fellow particularly well fitted for such a position. His experience has been picked up, among other places with N. K. Fairbank Co. of Chicago, and Pearson Bros. of Bilouxi, Miss.

A neatly trimmed window display is to be seen at MacBeth's store this week. Tinned fruits are piled high on each side, while pickles, teas and other similar goods are laid out between. The background is taken up with brooms nailed to the casing.

Jones Bros. have put a new front on their store on First avenue. The windows are now much larger allowing a bigger and better display of goods.

REGINA.

May 25.—Among the outside merchants noticed in the city recently were Mr. Wright of Kendal, D. Anderson of the Moose Jaw Trading Co., Moose Jaw, Mr. Cuddie, of Dixon & Cuddie, Belle Plaine.

Grocery jobbers report a fair number of orders being received, but the country merchants are buying light. Since Regina has had two wholesale grocery

houses a great deal of the business which formerly went elsewhere has been diverted here.

There has been a noticeable improvement in the movement of canned goods, but there are no other special features to note in the movement of groceries.

Waddell Bros. lately purchased the store adjoining their restaurant, which was lately occupied by Messrs. Carroll & Coyle, milliners, and have opened up a fine tea room at the back and confectionery and fruit stand at the front. This is certainly appreciated by the ladies of Regina, as previously they had no place to go for a stimulating cup of tea while out shopping. These enterprising young fellows have also extended their lunch counter another three or four feet and they have one of the best stands in the city.

Tom Murray opened his new store on Searth Street recently and with his fine stock of confectionery, cigars and tobaccos, fruits, etc., should do a good business.

The friends of H. S. Stockton, of Stockton & Mallinson, have recently been apprised of his marriage in Winnipeg.

Bert Cowan, manager of the Cowan Co., Toronto, spent a few days in the city with the company's representative Mr. Ennis.

M. A. Muldrew, representing the G. F. & J. Galt Co., of Winnipeg, was in town last week.

A. E. Thomas of the St. Thomas Match Co., was also in town a couple of days last week.

EDMONTON.

May 25.—Now that the fine warm weather is with us again business has taken a spurt in all lines. The farmers are hard at work now making up for the lateness of the spring in getting their seeding done.

Owing to the high price and great scarcity of wheat in this section one of our local mills has been forced to raise the price of their flour another ten cents per cwt. This grade is now selling at \$3.10 per sack of 98 lbs., formerly sold at \$2.85.

Henry Wilson has just leased the premises recently vacated by Johnson Bros., south of his store on Queen's Ave. He is going into a new venture in connection with his grocery business. The new store is to be devoted exclusively to flour and feed.

A. L. Vandrick has opened a grocery store with a side-line of hardware on Namayo Ave. out near Alberta in the northerly limits of the town.

Oats are getting scarcer and in consequence higher every day. In fact,

there is hardly any coming into the city and what little is to be had is selling at forty cents per bushel. The conditions on potatoes has not improved any, they being extremely scarce still, the price quoted generally in the city to-day is \$1.25 per bushel.

VANCOUVER.

May 25.—In face of the recent advance in sugar and the prospect of another increase in price, the representatives of the Glebe Sugar Refining Company, of Glasgow, Scotland, is taking orders for June delivery at \$5.25 a hundred. Local sugar sells now at \$5.60.

In consonance with the general advance on wheat products the Brackman-Ker Milling Company has put up its prices on Graham flour from \$3.35 to \$3.55 per gunny, which is an advance of 35c per barrel, bringing the price of that to \$6.10. The company's whole wheat flour has also been advanced 20c, making it \$3.75 a gunny, or \$6.35 per barrel. Standard flour has gone up 50c per barrel since the corner on wheat took place, the price being now \$7.50.

Potatoes are scarce and will remain so until the new crop comes in. The price is firm at from \$40 to \$42 for locals and from \$47 to \$50 for the best.

The death took place on the 13th instant of W. S. McGregor, sales manager for Kelly, Douglas & Company. He was cleaning his gun in the morning, and did not notice that an extra cartridge was in it. This went off, the charge hitting him in the head, killing him instantly. He was a member of the U.C.T.

The Wholesale Grocers' Association has issued a notice that all the city and coast travelers will be given seven days' holidays from June 6 to 12 inclusive. This will give all who wish to avail themselves of it an opportunity to take in the U.C.T. excursion to the Seattle exposition in the Makura.

J. R. Crawford, who has been a member of the firm of Brown & Crawford, Kamloops, has accepted a position as traveler for Stirton & Dyer, cigar manufacturers, of London, and will cover the territory between Vancouver and Winnipeg.

All the business men in Chilliwack have agreed to close on Wednesday afternoons during the summer months. Even the professional men are falling into line. In New Westminster the hardware men are the only ones yet who have decided, but the others are expected to come along too.

K. G. Ripley, who represents the Swift Company in their soap lines in the west, has been making a trip through Canada. He states that in all probability the company would estab-

lish a soap manufacturing plant in connection with its packing plant at Edmonton.

Strawberries and cherries are finding a place on the market, the demand being good for this time of year. Strawberries are still rather pale, retailing for as low as two boxes for 35c. Cherries bring 30c pound.

To convince the customer in these days of non-adulteration, the maple syrup is being advertised on show cards as "pure sap syrup." It is a good phrase, and instinctively one asks one's self what "sap syrup" is, and the point is gained by the storekeeper. If one has come from the sap regions of the east, the whole fact is brought home with the one word. Sap syrup is retailing at 50c per quart, or \$1.75 in bulk, and \$1.90 or \$2 in tins.

Three carloads of eastern eggs arriver recently, and as is usual when a large quantity comes, in it is offered at half a cent lower than the regular price to entice the retailer to stock it. It is offered at 24½c, the general price being 25c. Eastern butter is quoted at 26½c, wholesale, while cheese is firm at from 16c to 16½c.

The grocery clerks of the stores in Mount Pleasant, one of the sections of this city, have asked for a summer half-holiday on Wednesday afternoons. The following have signed to close on that half-day during May, June, July and August: Andrews & Nunn, H. O. Lee, H. D. Thompson, Efford Bros., H. J. Parry, A. Murray, J. Thompson, J. W. Thompson. It is expected that the others who have not already signed will be prevailed upon to do so.

Dr. K. C. McDonald, of Vernon, B.C., is in the city this week and reports that irrigated fruit lands in the Okanagan are in great demand. He thinks the crop outlook for the valley this year is excellent. The influx of newcomers is not confined to the upper portions of the valley, but also obtains farther south, toward Penticton.

J. A. Simington, of Moose Jaw, Sask., is on the coast, having made a special trip to arrange for the purchase of strawberries during the coming season. He contracted in Victoria for upwards of 3,600 cases. In speaking of the British Columbia berries, he said that there were none grown anywhere else within his knowledge that could compete with those of the southern end of Vancouver Island.

F. Fraser, of the canning company of Fraser & Whitehead, Kelowna, makes the statement that his company has already sold \$20,000 worth of the coming season's product of canned goods.

McRae Bros. have closed their store in Greenwood and will remove the stock to Prince Rupert.

The big meat packing companies are establishing themselves more firmly in British Columbia. There has been newspaper talk of a war to be waged by the Swift interests to get some of the trade that has been practically monopolized by P. Burns & Company, but whether or not this is so, the fact

remains that both firms are active. One of the largest recent moves was the purchase of the business of Porter Bros. by Burns & Co., reference to which has already been made. Last week, R. B. Hunter, of the J. Y. Griffin Company, of Edmonton, was in Revelstoke and announced that J. H. Smith, of Edmonton, will be located in Revelstoke as district salesman, and H. Ebert, of St.

Paul, was to take up his residence there also as wholesale manager for British Columbia. The local Government cold storage building has been leased from C. B. Hume & Company for the purpose. Although the J. Y. Griffin Company is supposed to be the Swift interests in Canada, R. K. Ripley, of the latter company, was also in Revelstoke looking over the situation.

Winnipeg Needs Retail Grocers' Association

Trade Becoming Demoralized For Lack of Organization—Visiting Grocers From St. Louis May Have Poor Reception—Price Cutting Depreciating Extent of Profits.

Winnipeg, May 24.—A number of features have become evident in the retail grocery trade recently which tend to reveal the demoralized condition into which the trade has relapsed since the Retail Merchants Association has been abandoned. The lamentable failure of the organization due perhaps to no cause except the mistakes of one man, has left an ill-effect upon the trade which will be difficult to efface. The one great effect of that failure was to establish a feeling of untrustworthiness among the individual retailers, making it extremely difficult for them to come together mutually as fellow-citizens and fellow-tradesmen.

The feeling seems to be inculcated in the minds of many that some retail grocers were involved in the affairs of the association which has recently passed into the hands of the receiver. This feeling is quite unnecessary however, and perhaps they only way to eradicate it would be to have a general meeting of the grocers at which it would be possible to arrive at a definite understanding. But to have a meeting which would be adequately representative is the great problem of to-day.

Affairs Not Yet Unravelled.

Not much time has elapsed since the retail merchants relinquished their organization, and indeed the affairs have not yet been completed by the receiver, and it is not known definitely what the last move of the retailers will be. It is expected however, that each member of the organization will be levied a uniform sum in order to raise the required amount to pay off the standing debts.

The grocers are only a section of that general organization and the present circumstances need not interfere with the development of a new organization on part. This organization must sooner or later be affected, as every grocer undoubtedly believes, if the standard of excellence which the trade demands is to be maintained.

Visit of St. Louis Grocers.

It is very regrettable that at the present time there is no organization of

local grocers in order that preparations might be made for the entertainment of the retail grocers of St. Louis, who pass through this city on May 26, enroute for the Seattle Exposition.

The secretary of the Board of Trade notified the ex-president of the Retail Merchants' Association that the visitors were coming and asked that they be entertained by the city grocers. Accordingly a few down town grocers met to deal with the matter and they felt compelled to refer the responsibility back to the Board of Trade, the industrial bureau and the wholesalers' guild, on the grounds that they were not organized, and thus co-operatively they could do nothing. The fact was, however, that among grocers initiative was lacking in order that even a temporary organization might be effected for the special obligation that came upon them. It is hoped that among them all, our visitors from the south will be royally entertained during the few hours they stop in our city.

Price Cutting Prevalent.

Another condition which prevails at present and which could not prevail should the grocers heartily organize, is that old-time, disgraceful and foolhardy custom of price-cutting. Many of our grocers are competing with their neighbors by selling goods below cost, their object being apparently, to force others to close their doors.

The time should have come when retailers find it to their advantage, because it is advantageous to the trade generally, not to compete in prices, but in quality and excellence in their business generally.

Those engaged in this struggle at the present time are personally opposed to the scheme, simply because they are robbed of an honest profit, but it is an infection of haphazard business methods coupled with individual selfishness, which has carried those infected quite away from the methods of sound, practical business men.

It is regretted in this case, also, that there is no organization to bind up these running sores of the trade's life.

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MANITOBA MARKETS

(Corrected by Telegraph).

Winnipeg, May 27.—Travelers returning from all parts of the country are all delighted with future prospects, but they have booked small orders for early shipments. No complaint is made on the part of the wholesalers for the present quiet condition since they are confident that as soon as the extensive seeding operation is completed, the revival of trade will more than compensate for the present situation. Payments are made quite promptly by merchants throughout the entire West. Most of the papers falling due in February and March last, and upon which credit was extended have been cleared off to date. A local wholesaler stated a few days ago that the prospects for the trade from the wholesaler's point of view was never better.

The blossoming out of summer weather has meant much to the local retailers during the past week. Everywhere we hear and see evidences that the trade is good. The chief items of discussion this week are the advances on cereals and the weakness in the sugar market. The potato market is very firm, the general retail price being \$1.20 per bushel. There are some transitional changes in the green fruit and vegetable market. Local trade on the whole is very encouraging.

SUGAR—The reduced price of a few days ago remains general, but certain brands are being wholesaled in a few quarters at a slightly lower price than those quoted. Certain refiners seem determined to enter the field at all cost.

Montreal and F. C. granulated, in bbls.	5 0
" " in sacks	4 95
" yellow, in bbls.	4 60
" " in sacks	4 55
Wallaceburg, in bbls.	4 91
" " in sacks	4 50
B. O. gunnies granulated, 5-18's to bale, per cwt	4 95
" " 5-20's "	4 95
" icing	5 60
bar sugar	5 60
Icing sugar in bbls.	5 60
" " in boxes	5 80
" " in small quantities	6 00
Powdered sugar, in bbls.	5 35
" " in boxes	5 55
" " in small quantities	5 85
Lump, hard, in bbls.	5 90
" " in 1-bbls.	6 0
" " in 100-lb cases	5 90

MAPLE PRODUCTS—The market is firm in syrup. Customers generally say that this season's syrup is of a superior quality. Maple sugar has a weak market.

FOREIGN DRIED FRUITS—These lines have had a good market for some time. The quality has been kept up, and this is always good for this market. Peaches and raisins are somewhat scarce locally. There is a slight weakness in the old date market.

Smyrna Sultana raisins, uncleaned, per lb.	0 07
" " cleaned, per lb.	0 08½
Trenor's Valencia raisins, f.o.s., per case, 28's	3 95
" " " 14's	1 00
" " " selects " 28's	3 25
" " " " 14's	1 15
" " " layers " 28's	3 25
" " " " 14's	1 25
California raisins, choice seeded in 1-lb. packages	0 05½
" " fancy seeded in 1-lb. packages	0 05½
" " " " per package	0 05½
" " choice seeded in 1-lb. packages	0 06½
" " " " per package	0 06½
" " fancy seeded, 1-lb. packages, per package	0 07½

Raisins, 3 crown muscatels, per lb.	0 05
" " " "	0 0 ½
Prunes 90-100 per lb.	0 0 ½
" " 80-90 "	0 0 ½
" " 60-70 "	0 0 ½
" " 50-60 "	0 0 ½
" " 40-50 "	0 0 ½
" " 30-40 "	0 0 ½
Silver prunes	0 09
Currants, uncleaned, loose pack, per lb.	0 06½
" " dry cleaned, Filistras, per lb.	0 06½
" " wet cleaned, per lb.	0 07
" " Filistras in 1-lb. pkg. dry cleaned, per lb.	0 07½
Pears, per lb.	0 08½
Peaches, standard, per lb.	0 07½
" " choice	0 08
Apricots, standard, per lb.	0 12½
" " choice, per lb.	0 13
Plums, black pitted, per lb.	0 11½
Nectarines, per b.	0 09½
Dates, new, per lb.	0 06

RICE AND TAPIOCA—Japan rice has advanced ¼ cent per pound due to the advance in the freight rate on that commodity. Wholesalers are selling old stock at the old price, and it is expected that the advance of 10 cents per hundred on the freight will not materially affect the market.

Japan rice, per lb.	0 04
Patna " "	0 04½
Rangoon rice per lb.	0 03½
Tapioca, per lb.	0 04

HONEY—Some new arrivals of the section product have weakened the market on the strained honey. We quote the prices unchanged.

Honey, 2½ lb. tins, in case	8 85
" " 5 " " " "	8 75

NUTS—There seems to be always a good market for walnuts. They are used extensively in confectionery in this city. The market is fair on almonds.

Shelled Walnuts, in boxes, per lb.	0 26
" " small lots, per lb.	0 28
" " Almonds in boxes, per lb.	0 28
" " small lots, per lb.	0 30

ROLLED OATS—The whole oat market has advanced greatly. The teamster who earns five dollars per day can scarcely afford to feed his horses oats at 54 cents per bushel. The rolled product is advanced 40 cents per sack.

Rolled oats, 80 lb. sacks, per 80 lbs.	2 67
" " 40 " " " "	2 73
" " 20 " " " "	2 77
" " 8 " " " "	3 07

CORNMEAL—The market is firm, but no changes are recorded. We quote the prevailing prices.

Cornmeal, per sack	2 15
" " per ½ sack	1 05
" " per bale (10 sacks)	2 35

QUAKER OATS—This cereal is selling well since the advance in rolled oats. The cereal market is firm throughout.

Quaker oats, 35 packages	3 50
Quaker toasted cornflakes, 24 pkgs.	2 00
Pet. John breakfast food, 18 pkgs.	2 25
Puffed rice in bbls., per lb.	0 22

POT AND PEARL BARLEY—The market keeps up well.

Pot barley, per sack	2 70
Pearl barley, per sack	3 90
" " per ½ sack	2 05

BROOMS—Many brooms are moving this housecleaning season, in spite of the high price. Most retailers are buying for \$3.50 per dozen.

TUBS—Prices are unchanged.

Eddy's tubs, No. 0, per dozen	11 25
" " " 1 " "	9 10
" " " 2 " "	7 50
" " " 3 " "	6 40
" " " nests of 3, No. 0, 1, 2, per nest	2 35
" " " " 3, No. 0, 1, 2, 3, per nest	1 95
" " " " 4, No. 0, 1, 2, 3, per nest	2 85

CANNED GOODS—These lines have weakened during the past few weeks. Apples and peaches are the best selling.

We quote nominal prices only since the market is quite unstable.

	Group No. 1	Groups No. 2 & 3
Apples—3's standard, per case	\$2.44	\$2.34
" " gals, standard, per case	1.55	1.52½
Cherries—Red, pitted, 2's	4.18	4.08
" " black, pitted, 2's	4.18	4.08
" " white, pitted, 2's	4.38	4.28
Currants—Red, 2's	4.18	4.08
" " black, 2's	4.18	4.08
Gooseberries—2's	4.58	4.48
Lawtonberries—2's	4.18	4.08
Peaches—Yellow, 2's	4.18	4.08
" " yellow, 3's	6.54	6.44
" " pie, unpeeled, 3's	3.34	3.24
" " pie, unpeeled, gals	2.42½	2.40
" " pie, peeled, gals	3.30	3.27½
Pears—Flemish Beauty, 2's	3.68	3.58
" " Flemish Beauty, 3's	4.74	4.64
" " Globe l.s., 2's	2.73	
" " Globe l.s., 3's	4.14	
Plums—Damson l.s., 2's	2.28	2.18
" " Lombard l.s., 2's	2.28	2.18
" " Green Gage l.s.	3.08	2.98
Raspberries—Red, 2's	4.18	4.08
" " red, gals	3.80	3.77½
" " black, 2's	4.18	4.08
" " black, gals	3.80	3.77½
Strawberries—2's	4.18	4.08
" " gallons	3.80	3.77½

GREEN FRUIT AND VEGETABLES

—We quote both declines and advances this week. The advances are on tomatoes, oranges, pineapples and apples. Pineapples have been selling low for some time but the stock is getting scarce. The navel orange season is nearing completion and the Valencias are coming.

Celery, Cal., per doz.	0 80
Tomatoes, Florida, per ca.	4 00
Lettuce, per doz.	6 30
Radishes, per doz.	0 30
Parsley, per doz.	0 30
Oranges, per box	3 50
Lemons	4 00
Bananas, per bunch	2 50
Strawberries, per case, 24 qts.	4 25
Pineapples, per crate	3 50
Apples, Wash box, Ben Davis	3 00

MEATS—The market is strong. We quote last week's prices.

Clark's 1 lb., pork and beans, plain, per case	2 40
" " 2 " " " "	1 90
" " 3 " " " "	2 45
" " 1 " tomato sauce, per case	2 45
" " 2 " " " "	1 90
" " 1 " Chili " "	2 45
" " 2 " " " "	2 45
" " 3 " " " "	3 45
Soups, per doz.	1 20
Cornd beef " 2's per doz.	2 70
" " 1's " "	1 60
Roast beef " 1's, per doz.	1 50
" " 2's " "	2 70
Potted meats, 1's, per doz.	0 55
Veal loaf ½ lb., per doz.	1 25
" " 1 lb. " "	1 35
Ham loaf ½ lb. " "	1 25
" " 1 lb. " "	1 35
Chicken loaf ½ lb. " "	1 25
" " 1 lb. " "	1 35
Lancho tongue 1's.	3 30
Sliced smoked beef 1-lb. tins, per doz.	1 55
" " 1-lb. tins, " "	2 65
" " 1-lb. glass, " "	2 45
English brawn, 1's, per dozen	1 60
" " 2's, " "	2 75
Cambridge sausage, 1's, per dozen	1 85
" " 2's, " "	3 15
Geneva sausage, 1's, per dozen	2 70
" " 2's, " "	3 65
Boneless pig's feet, 1's, per dozen	1 65
" " 2's, " "	2 75
Lunch tongue, 1's, per dozen	3 30
" " 2's, " "	6 60
Paragon ox tongue, 1's, per dozen	7 35

EGGS—The market continues quite firm. The Manitoba fresh laid eggs are selling from 18 to 19 cents per dozen. A decline is expected soon.

BUTTER—Creamery butter sells firmly at 25 cents per pound. The dairy product is going more freely than usual at about 15 cents per pound.

Romantic Beginning of the Famous Finnan Haddie

Widow Bereft of Her Breadwinner Receives Gift of Haddies From a Former Suitor—Too Many to Use She Cures the Remainder—Evolution of the Industry Within a Century—Enormous Quantity Taken from Waters of United Kingdom During a Year.

By an Aberdeen Writer.

The little village of Findon, or, as it is locally pronounced, Finnan, lies a mile or so on the Aberdeen side of Stonehaven, and seventy or eighty years ago was the chief fishing town on the east coast of Scotland. There the regular mail coach between Aberdeen and Edinburgh at that time stopped for breakfast, and the guard, himself fond of fish, found a very toothsome morsel in the "reekit haddies," which were then beginning to establish a market for themselves at Stonehaven and Aberdeen. By way of giving a treat to his brother, who lived in Edinburgh, he brought him up a parcel of finnan haddocks, and they were so much thought of that the treat was looked forward to with considerable interest when the coach was due in the capital of Scotland. The guard's brother ran a store in the Grass Market, and was a victual dealer in a very considerable way.

Demand Quickly Arises.

The "good thing" being sometimes shared with friends and business connections, the excellence of the cured fish in time became known, and a demand arose for them, so much so that the weekly consignment now regularly ordered on from the north was as eagerly picked up on its arrival by a steadily increasing run of customers.

A well known lord of session was one of the first to introduce the finnan at his famous breakfasts. He had them regularly when on circuit at Aberdeen, and, hearing they were to be had at the Grass Market direct from Findon, had them served up by way of a specialty, and thus gained renown, not only for his well remembered and well attended breakfasts, but for the "reekit haddie" as well. Dates are wanting by which to fix the start and progress of the trade, but the "haddies" soon became known in the markets of both Edinburgh and Glasgow, and, with the easier transit of steam, every village between Aberdeen and Stonehaven made a specialty of the "Finnans" to supply the constantly increasing demand. That was sixty years ago, at least.

A Romantic Beginning.

But, to begin at the beginning. A very old fisherman told me some years ago that he could remember the time

when a few dozen haddocks were now and again home smoked by fishermen's wives in the peat reek of their own firesides. They did this when there was an extra good catch, and when there was not the same facility for getting rid of them as there is now. With them it became a necessity to "cure" the haddocks, so that they might be kept for a few days longer than in the fresh state, and until a sale could be effected. Thus, like many other branches of industry, the origin of the "finnan haddock" was more a matter of force than choice.

Remembers His Former Love.

There is a glamor of romance attached to the discovery of the "cure" no less interesting than the fact that it was accidentally hit upon by the party interested. A widow residing in the village of Findon, who had been left with a large family of young children when bereft of her breadwinner in a wintry gale, was occasionally presented with a basket of haddocks and codlings by a former but rejected sweetheart, who, although married and with a family of his own, had still a soft spot for his love of former days, and in her hour of distress lent her a helping hand. But, as she was not able to consume all she received fresh, and not wishing to be wasteful, she opened them, gutted them, and then stretching them flat, hung them up in her chimney to dry and season in the peat reek (smoke) till she could place them on her frugal table, or exchange them, as she frequently did, for some other household commodity of which she was in more immediate want. It was by these exchanges that "Meggie's" (Margaret) fish became famous, and the housewives round about were not slow in picking up the process, especially so when they came to be asked for by Aberdeen and other merchants.

Such was the discovery of the "Finnan haddies," otherwise known in the trade as "yellow haddocks," "Aberdeen haddocks," "north-country haddocks," and so on; and which are now cured much after the same original fashion from John O' Groat's to Maiden Kirk, whenever the haddock can be landed, but more generally on the east coast and at Aberdeen and the Moray Firth villages in particular.

Development of the Industry.

When the fame of the "reekit haddie" began to spread, orders for supplies came from far and near. The introduction of the "iron horse" made the commerce in finnans an important business, and it soon became organized as a regular branch of the fish trade. When a ready and constantly extending market was opened up by railways and steamboats, the smoking of haddocks and young cod in quantity was found to pay almost as well as if sold "fresh," so that in the progress of time the fireside smoking was transferred to the smokehouse or kiln, where the business could be, and is, carried on more systematically than in the fisherman's cottage.

There are no fireside smoked haddocks on the market nowadays, but if you breakfast in any of the marine hotels in Cove, Portlethen, Mouchalls, or Stonehaven, on a holiday, and ask for a home cured haddock, mine host can easily furnish it, and may charge a penny or so extra for the trouble, but it is well worth the extra coin.

Product of the Peat Reek.

The original finnan was a product of the peat reek. So is the fish of the present day, but with this difference: In the early part of the nineteenth century, and well on through the first half of it, the finnans were "reekit" (smoked) at the fireside, and received more attention than is now bestowed on them in the factories. The women and old men, who did the "reeking" took particular care to shift the fish as necessity arose from the top to the bottom, so that each fish had its modicum of heat, as well as smoke. But now such individual attention cannot be paid to the tons and tons of cured haddies that must be turned out of a morning for dispatch by the next mail. In short, the "cure" has become deteriorated, the work is hurried, and the peats are not up to the mark of former days while hardwood chips and sawdust are so often substituted for the more acceptable peat.

Yet, for all these drawbacks, the finnan haddock is by a long way the best in the market. Whether they are got off Shetland, Orkney or Caithness, whether they are the product of the steam liners from the Firth of the Forth, or the fruits of the Dogger Bank brought into Fraserburgh, Peterhead, or Aberdeen by the magnificent fleet of trawlers working from these ports, if they are cured fresh, i.e., brought for the purpose of making yellow haddocks, then they may pass muster as "real finnans," and be confidently accepted as such. When fish are not put fresh into the smokehouse, they cannot come fresh out of it, and it is a decided drawback

to this method of curing when the fish are not brought into the market specially for the purpose. Coddlings and whittings are often cured and sold as "finnans," but the haddock is the best fish for smoking, colors nicely, and has a better look than either the whiting or the cod on the breakfast table, and is much more toothsome to boot.

Under the Solder Seal.

In 1900 the haddock taken in the waters of the United Kingdom amounted to 600,000 tons, ranging in weight from four ounces to four pounds. Within the last eight years this quantity has been just about doubled. In Aberdeen alone the haddock represents one-half the trade in white fish, and of the half million quintals landed there last year two-thirds were converted into finnans.

The haddie is likewise canned for export, and keeps sweet and wholesome for two or three years under the solder seal.

ADVANCED RATE ON RICE.

Transcontinental freight rates have recently been revised, advancing the rates on certain commodities and revising the general situation. Among the items changed is the through rate on rice from Japan to Winnipeg, which shows an advance of ten cents per hundred pounds, or from eighty-five cents to ninety-five cents.

In the past the rate to Winnipeg has been less than to intermediate wholesale centres such as Regina and Moose Jaw. These centres have been agitating more or less for as liberal a rate as that to Winnipeg. The advance, therefore, to Winnipeg puts all points on a par as to freight rates from Japan.

This advance, which took effect on May 15th, is not merely to off-set the agitation from the intermediate points, however. Winnipeg, in transcontinental tariffs, is considered in a group called "Missouri River" points, and rates from the Orient on rice have been advanced to all points lying within this scheduled territory.

INTERESTING LEGAL POINT.

A point in law not generally understood is that a cheque marked "paid in full of account" can be accepted and used without prejudice even though the amount of the cheque does not cover the full account. A merchant having, for instance, an account for \$200 against a delinquent could accept a cheque marked "paid in full of account" and then sue for the balance due.

What Grocers Can Do in the Month of June

A Good Time to Sell Kitchen Utensils to Young People Who are Founding New Homes—Confectionery and Biscuits are Seasonable and Should be Carefully Displayed—Protect Goods From Insect Pests.

June is the month of brides and bridegrooms and of flowers. The new wife and lady of the manor will have manifold wants. All sorts of things will be necessary to make the home suited to her taste. The grocer should bear these facts in mind, and seeing June is par excellence the marital month, cater to the wants of his new patrons.

He should pay especial attention to this fact as it is the time to make new customers. Most women will stick with greater tenacity to the people whom they like than the opposite sex. Men will trade where it is most convenient, and will not go out of their way for the sake of friendship. Not so however with women. This is due to the overruling natural conventionality of the woman and her dislike for investigating new enterprises. If a man who has been married for a couple of years is asked about the expenses of house keeping, he will tell you that there is no end to the number of things which have to be bought for the kitchen. Most of them will declare that they never imagined so many things could be crowded into a little kitchen.

Now, the grocer must be alive to these requirements, and be ready to meet them. In June window displays of the usual utensils that a newly married couple require in their kitchen should be made. A variety of articles have been displayed by grocers in the windows with a card stating that the entire outfit could be purchased for a certain price. This saves the housewife considerable thought and she appreciates the attention.

Schools Close in June.

When the kitchen is pretty fairly stocked with utensils then the larder needs attention. Many useful and timely suggestions can be made by the grocer. Practically all the schools close in June, and it is then that the real exodus to the country takes place. This means that the grocer will lose some of his trade if he does not seek pastures new. This is a good time to inspire clerks to bring in new customers, and make it worth their while for their effort. A little friendly rivalry stirred up among them will accomplish wonders, in this direction. Many of the grocers' families will be leaving the city for the country, and they should be well supplied with provisions before they leave.

In some cases grocers keep in touch with their customers all summer if they do not go too far away. In cities which have summer resorts close at hand, it is practicable to run deliveries especially designed to serve these customers. This opens an opportunity for the enterprising grocer. Someone may find it convenient to patronize him, and if that person is well treated, the probability is that the trade can be held when the family returns to town in the autumn. In this way a new customer is made.

The people who remain in town give themselves up largely to frequent ex-

cursions into the country for picnicking purposes, and their requirements should not be forgotten. Picnic hampers could be made a specialty. The summer is well commenced by this time, and the beverages incidental to this. This branch of the business pays good season should be given prominence, returns when well attended to. Candies, confectionery, biscuits are now in good demand. During the warm months people's appetites have got to be coaxed a little, so the wise grocer puts out his most tempting products.

The fact is a little slackness is almost inevitable during the summer, commencing in this month, and the grocer should take advantage of it, to make any changes in the interior of the store which may be deemed necessary. If there is any painting to be done inside or outside, June is a good month to do it, as good weather generally prevails. The muddy season is over, and the heavy dust of midsummer is not so noticeable.

Watch the Flies.

There is a necessity in this month for a precaution to be observed which will have great weight with the lady patrons of the store, and this is protection of the goods from flies. These little domestic insects seem to be the chief worry of good housekeepers in the summer, and they quickly observe any preventative means which their trades people adopt to dispose of this pest. This can be largely effected by proper screen doors and windows, and hanging netting over the goods on the shelf.

The arrangements for showing goods outside the store can be made more perfect. A grocer with ordinary mechanical skill can construct long boxes with wooden frames fitted in with glass. Some arrangement should be made to permit a free circulation of air through the box, otherwise the unnatural heat which is generated will very largely assist the process of decay. This inlet and outlet should, however, be made as impervious to dust as is practicable. The old custom of decorating the front door steps and sidewalk with food products is yearly becoming less in use. People passing a store who see the goods in a glass box, kept free from dust and other things, will be predisposed favorably toward that grocery store.

Brighten the Delivery Wagon

June is also a good month in which to fix up the delivery wagon. A new coat of paint will improve its appearance wonderfully. The harness will look no worse for a good cleaning, with soap and a little harness oil. There are numberless little jobs like this around a grocery store which will require doing in the slack time.

A search in the cellar may disclose some potatoes in a rotten condition behind the bin or an old bag. Some out of the way corner of the cellar may contain some form of putrefying vegetable matter. A still hunt generally brings these things to light

Canadian General Markets and Market Notes

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

QUEBEC MARKETS

Montreal, May 27, 1909.

There is an old saying that "a cool, wet May makes a barnful of hay," and certainly the country looks as if this saying would come true. While the weather has been unfavorable to the immediate trade of the country, it is thought, nevertheless, it will result beneficially to the crops. At the latter end of the week a much better feeling was noticeable in all lines. Most houses think a few days of sunshine will restore a healthy tone to the market. Grocery lines have presented very few changes during the week. Sugar, flour, tea and the other chief products have remained steady. Collections for the week have been fairly good.

SUGAR—Trade is only fair, and prices are unchanged.

Granulated, base	4 55
" 20-lb. bags	4 65
" Imperial	4 20
" Beaver	4 21
Paris lump, boxes, 100 lbs.	5 45
" 50 lbs.	5 55
" 25 lbs.	5 75
Red Seal, boxes	0 35
Crystal diamonds, bbls.	5 75
" 100 lb. boxes	5 85
" 50 lb.	5 95
" 25 lb.	6 15
" 5 lb. cartons	0 40
Extra ground, bbls.	5 01
" 50-lb. boxes	5 20
" 25-lb. boxes	5 40
Powdered, bbls.	4 80
" 50-lb. boxes	5 01
Phoenix	4 56
Bright coffee	4 50
No. 2 yellow	4 40
No. 2 "	4 31
No. 1 " bags	4 15
Bbls. granulated and yellow may be had at 5c above bag prices.	

SYRUPS AND MOLASSES — The market for molasses has presented no new features during the week. Corn syrups are passing into consumption fairly freely.

Dark brown, in puncheons, choice and fancy	0 38	0 43
" in barrels	0 41	0 46
" in half-barrels	0 43	0 48
New Orleans	0 22	0 25
Antigua	0 24	0 27
Porto Rico	0 40	0 43
Corn syrups, bbls.	0 02	0 02
" 1-bbl.	0 02	0 02
" 5-lb. pails	1 75	1 75
" 25-lb. pails	1 25	1 25
Cases, 2 lb. tins, 2 doz. per case	2 40	2 40
" 5-lb. " 1 doz. "	2 75	2 75
" 10-lb. " 1 doz. "	2 85	2 85
" 20-lb. " 1 doz. "	2 80	2 80

MAPLE PRODUCTS—Nothing new.

Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 07	0 08
Pure syrup, 2 1/2 lb. tin	0 60	0 62
" 10 1/2 lb. tins	0 70	0 75

TEA—The Japan situation has not changed much yet, as it is a little early to get very full information. Some business has been transacted in the few blacks left, particularly Pekoes and Souchongs. Prices are unchanged.

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

COFFEE—Steady and unchanged

Mocha	0 15	0 25
Rio, No. 7	0 09	0 11
Santos	0 19	0 18

DRIED FRUITS—A despatch from California states that the prospects of the 1909 prune crop are much better than for 1908. "At that time the carry-over of 1907 crop on the coast was heavier than to-day's carry-over of 1908 fruit, and, furthermore, large holdings of 1906 and 1907 prunes were held in every important city of the United States and Canada in cold storage. That is not the case this year, according to investigations we have just completed. About four weeks ago it was estimated that there would be a much larger crop of Santa Clara Valley prunes than last season. Since then the situation has changed, and our belief is that the entire crop of prunes for the state will not exceed the tonnage of last year." Other lines are unchanged.

Figs		
Tapnets	0 03	0 05
Elmes	0 08	0 14
Dates		
Hallowees, per lb.	0 05	0 06
Sairs, per lb.		0 05
Malaga Raisins		
London layers	2 25	0 75
" Connoisseur Clusters	2 50	0 75
" Royal Buckingham Clusters, 1/2-box	1 30	0 75
" Excelsior Windsor Clusters, 1/2-box	4 75	1 75
" " " " "	5 75	1 75
Australian raisin	0 07	0 08
California Raisins		
Fancy seeded, 1-lb. pkgs.	0 08	0 09
Choice seeded, 1-lb. pkgs.	0 07	0 08
Loose muscatels 3 crown	0 08	0 09
" 4 crown	0 08	0 10
California Evaporated Fruits		
Apples, per lb.	0 12	0 14
Peaches	0 11	0 14
Pears		0 13
Prunes		
Prunes 25-lb. boxes, 30-40s.	0 10	0 12
" " " 40-50s.	0 09	0 10
" " " 50-60s.	0 08	0 10
" " " 60-70s.	0 08	0 08
" " " 80-100s.		0 07
Currants, fine filistras	0 06	0 07
" Patras	0 08	0 08
" Vostizzas	0 08	0 09

SPICES—The spice market is unchanged. A fair amount of business is passing for all lines.

Peppers, black	0 14	0 20
" white	0 20	0 27
Ginger, whole	0 15	0 20
" Cochin	0 17	0 20
Cloves, whole	0 18	0 20
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 23
Allspice	0 15	0 18
Nutmegs	0 30	0 30
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—Rice is very dull this week. Tapioca is somewhat more active. The warm weather, it is thought, will give the market a little boost, as both these products are used largely for summer desserts.

Rice, grade B, bags 250 pounds	2 91
" " " 100 "	2 95
" " " 50 "	2 95
" " " pockets 25 pounds	3 05
" " " " " 12 1/2 pounds	3 15
" " " grade c.c., 250 pounds	2 85
" " " 100 "	2 85
" " " 50 "	2 95
" " " pockets 25 pounds	2 95
" " " " " 12 1/2 pounds	3 05
Tapioca, medium pearl	0 04

BEANS AND PEAS—Both beans and peas are scarce. Austrian beans have been introduced to the market and are selling at \$1.90 to \$1.95.

Ontario, pickers	2 25
Peas, boiling	1 50
Austrian	1 90 1 95

EVAPORATED APPLES — Evaporated apples are scarce, and the price is firm.

Evaporated apples, new	0 07
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CANNED GOODS

MONTREAL.—Canned fruits continue dull, owing to prices being high. Canned meats are selling well, also baked beans. Canned fish is moving only slowly. Vegetables are in good demand.

TORONTO. — Wholesale distributors report business fair. A representative of a large Canadian canning concern, when asked what this season's pack would be like, stated that it is yet impossible to tell. In some places the peas are only being planted, and the new prices for the year will not be known for a couple of months yet.

Corn and peas are pretty well cleaned up, he said, and by the way things were looking he thought tomatoes would also disappear before the new pack arrives.

Canned apples are getting scarce, the demand being splendid. Peaches and apples are also good sellers.

ONTARIO MARKETS

POINTERS—

Sugar—Firmer tone to market.

Figs—Stocks very low.

Beans—Scarcity.

Evaporated Apples—Splendid sellers.

Dried Peaches—Low stocks.

Toronto, May 27, 1909.

Business is brightening up rapidly in many lines with warmer weather. The farmers are now able to get onto their land and although the season is late there is no reason to believe that crops will be light. This is lending additional strength to business. The only drawback that might occur will be a premature ripening of the grains by hot August weather. Good orders are coming in from the travelers in the country, but city trade is comparatively small. Collections are fair and few complaints along this line are ventilated.

There is a firmer tone to the sugar market this week. Raws in some cases have advanced, sugar beets in the Old Country have firmed up and local brokers and wholesalers, as well as Willett & Gray, anticipate an advance in refined. Sugar is about 30 points below what it was this time last year.

The fact that figs are practically all cleaned off the market is one of the interesting features. Importations have been small, the extent of the demand not being forecasted correctly.

The past month has seen a large sale for evaporated apples, which somewhat

surprised wholesalers, in view of the poor demand during the fore part of the year. They are a good substitute for apples, and the prices have been tempting.

The splendid home demand this year for beans as well as a demand from the United States, has left the stocks of beans in farmers' granaries rather low. The people are beginning to appreciate beans as a food and are buying more extensively than usual.

SUGAR—Although no changes have occurred in the sugar prices, they are very firm and an advance would not be a surprise to brokers and wholesalers. Barbadoes raws have advanced an eighth. The fact that strawberries are coming on the United States market very freely has caused a big consumption of sugar there, which will soon be followed by a better demand here. Owing to unfavorable weather on the European continent sugar beets have advanced somewhat.

"Crystal Diamonds," barre 5	5 85
" " half barrels	5 95
" " boxes, 100 lbs.	6 05
" " " 10 lbs.	6 15
" " " 25 lbs.	6 35
" " " 5-lb. cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond Dominoes, 5 lb. ctas	8 40
Parisumps, in 100-lb. boxes	5 75
" " in 100-lb.	5 65
" " in 25-lb. boxes	6 95
Red Seal	7 00
St. Lawrence granulated, barrels	4 70
Beaver granulated, bags only	4 30
Bedpath extra granulated	4 70
Imperial granulated	4 30
Aoudia granulated, (bags and barrels)	4 60
Wallaceburg	4 60
St. Lawrence Golden bbls.	4 21
Bright cones	4 60
No. 2 yellow	4 50
No. 1	4 40
No. 1	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES — Just at the present time the market in syrups and molasses is quiet and wholesalers report little doing.

Syrups—	
Medium	0 30 0 35
Bright	0 40 0 45
	Per case.
2 lb. Tins, 2 doz. in case	2 50
5 " " " "	2 85
10 " " " "	2 75
20 " " " "	2 70
Barrels	0 03 1/2
H.-lf. Barrils	0 03 1/2
Quarter	0 03 1/2
Falls, 3 1/2 lbs. each	1 80
" " 25 " "	1 30
Molasses—	
Gallons, 5 to case	4 80
" " 12 " "	5 40
Quarts, 24 " "	5 40
Pints, 24 " "	3 00
Molasses—	
New Orleans, medium	0 21 0 3
" " bbls.	0 29 0 31
Barbadoes, extra fancy	0 45 0 45
Porto Rico	0 45 0 45
West Indian	0 31 0 35

TEA AND COFFEE—Indications are that high grade flavory teas are in good demand in England just now. Otis A. Poole & Co., of Yokohama, Japan, in their first review of the tea market in Japan, dated April 24, say: "So far the weather conditions in the tea growing districts have been most propitious. There have been no frosts and in general the season is from a few days earlier in some sections to about the same in others, as last year. It was decided to begin picking the 22nd inst., as against April 26 of last year, not because the season is that much earlier, but in order to avoid the mistake of last year, when the crop was allowed to get too far ahead to yield the required proportion of fancy young leaf teas.

"In sections where silk and tea culture are concurrent industries, it is reported that the return on silk last year was not so satisfactory as on tea, in consequence of which more attention is devoted to tea this year, and an improvement can be looked for in quality and quantity.

"The usual first complimentary samples have already been shown and appear better in the cup and with leaf that will work up better in refining than corresponding samples of last year. Prices for the immediate future have only been muttered under the breath by the native growers. They intimate that if they must take lower prices for the common and late crop teas, they must have a corresponding increase on choice first-class teas, and their claim is not without justice."

The coffee market is quiet, but steady.

DRIED FRUITS—A favorable market still exists in many of the dried fruits. Prunes are selling well and the same may be said of apricots and peaches. Peaches, however, are getting scarce, and figs, as one wholesaler stated, "are absolutely cleaned up." One wholesale house even sold figs two years old at a good price, which they had intended throwing away. The cause of the shortage is attributed to small importations and not to a shortage in the crops, small importations being due to the fact that almost every year several dealers lose by getting too many. Figs used in Canada come from Smyrna, in Turkey, principally.

Prunes—		Per lb.
30-40's, 25-lb. boxes	0 10 1/2	
40-50's, 25-lb. boxes	0 09 1/2	
50-60's " "	0 08 1/2	
60-70's " "	0 07 1/2	
60-70's, 50-lb. boxes	0 07 1/2	
80-90 " "	0 06 1/2	
90-100 " "	0 06 1/2	
Apricots—		
Standard	0 12	
Choice, 25-lb. boxes	0 13	
Fancy	0 15	
Candied and Drained Peels—		
Lemon	0 10 0 11	0 17 0 20
Orange	0 10 1/2 0 12	
Figs—		
Element, per lb.	0 08 0 10	
Tapnets	0 03 1/2 0 04	
Bag Figs	0 03 1/2 0 04	
Dried peaches	0 17 1/2 0 08 1/2	
Dried apples	0 07 1/2	
Currants—		
Fine Filistras	0 06 1/2 0 07	0 08 1/2 0 09
Patras	0 08 0 08 1/2	
Uncolored, 2c. less.		
Raisins—		
Sultans	0 07 1/2 0 09	
" Fancy	0 11 0 12 1/2	
" Extra fancy	0 14 0 15	
Valencias	0 05 1/2 0 05 1/2	
Seeded, 1-lb. packets, fancy	0 09	
" 16 oz. packets, choice	0 08	
" 12 oz. " "	0 07	
Dates—		
Halloween	0 05 1/2	Fards choicest. 0 08
Sais	0 05	" choice. 0 07 1/2

NUTS—Peanuts are selling fairly well just now. There is always a steady demand for shelled almonds and walnuts during the summer months, but outside of that the market is quiet.

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

RICE AND TAPIOCA—Spring and summer are conducive to a good tapioca

trade and retailers have been buying rather freely. It is one of the hot weather foods. The rice market is quiet.

Standard B, from mills, 50 lbs. or over, f.o.b.	0 08 1/2
Montreal	2 95
Rangoon	0 08 1/2 0 08 1/2
Pina	0 06 1/2 0 06 1/2
Japan	0 05 1/2 0 06 1/2
Java	0 06 0 07
Bago	0 05 0 06
Seed tapioca	0 16 0 19
Tapioca, medium pearl	0 41

SPICES—This market rarely changes, the demand being steady.

Peppers, black	0 14 0 20
" white pure	0 22 0 30
" whole, black	0 18
" whole, white	0 28
Ginger	0 18 0 25
Cinnamon	0 25 0 40
Nutmeg	0 35 0 60
Cloves, whole	0 25 0 35
Cream of tartar	0 22 0 25
Allspice	0 16 0 19
" whole	0 17 0 20
Mace ground	0 50 0 60
Mixed pickling spices, whole	15 0 20
Cassia, whole	0 20 0 25

BEANS—"It is a question whether any more beans can be bought," remarked a wholesaler while considering this market. Beans are very scarce on account of the increasing demand from year to year. There was a short crop in the United States this year, and large quantities of Canadian-grown were exported there. In a couple more months the demand will be small.

Beans, hand pick-d.	2 35
" prime No. 1	2 10
" Lima, per lb.	0 07 1/2

EVAPORATED APPLES — "More sold this year than ever before," was what a wholesaler had to say of evaporated apples. During the first few months of the year they were very quiet, but the market picked up afterwards and is making a strong finish. There is no scarcity reported in Toronto and the season will soon be over.

AUCTION SALE OF FRUIT.

The first auction sale of fruit in Montreal, from the Mediterranean for the season of 1909 took place recently at the Montreal Auction Company's rooms on Mountain St. This sale consisted of the cargo of the steamship Francesco Ciampa, which consisted of 36,000 packages of Palermo, Maiori, Catania and Sorrento oranges and lemons consigned to Hart & Tuckwell, wholesale fruit merchants of this city. The vessel had a very fine system of ventilation and owing to the northerly course taken by her on her voyage out and the quantity of ice encountered the fruit arrived in splendid condition. A large percentage of the fruit consisted of the famous November cut of lemons from Messina. J. J. Callaghan, the auctioneer, commenced the sale at 1 o'clock and as the attendance of buyers was large from all over Canada, the bidding for the different lots throughout the entire sale was spirited and the prices realized were considered satisfactory to all concerned. The buyers present included, Hart & Tuckwell, John Barry & Son, Bell, King & McLaren, G. Vipond & Co., and John T. McBride of Montreal, P. Gallagher of Ottawa; Dixon Bros., of Hamilton; McWilliam & Everist of Toronto; T. E. Faton, Toronto; The Quebec Fruit Exchange Quebec; Carley & Faulkes, Ottawa; Dominion Fruit Exchange, Ottawa; and many other smaller buyers.

On the Giving of Advice

YOU will remember the old conundrum about what is it that everybody gives and nobody takes: Of course, it's advice.

When a newspaper advises a merchant or a manufacturer to put a brand on his goods and to keep that brand or trade name constantly before the eye of the newspaper reader, the person to whom the advice is given naturally asks what right have you to advise me? You're a prejudiced witness, you are talking from your own self-interest. Perhaps there is something in that, too.

But here is the advice of a gentleman far removed from any position wherein he might be accused of having selfish ends to serve. First, the advice, then the author:—

“Experience has shown that even in the case of firms having an established reputation and world-wide connections attempts to discontinue advertising have usually been followed by a diminution in the sales effected, and it is not unreasonable to assume that the neglect by Great Britain of the most important forms of national advertisement would be equally detrimental to her interests as a manufacturing country.”

That reads much like the language of the newspaper, but the words are the words of His Royal Highness the Prince of Wales, addressed to the manufacturers of Great Britain and reported in “The Times” of April 6, 1909.

Such are the views of a gentleman occupying so impartial a position as does His Royal Highness in reference to the old-established houses of Britain. How much more important is it to the Canadian business man, who, to a large extent, has his connections yet to make, that he should advertise before the field is pre-empted by his competitor, either domestic or foreign.

Was there ever a more opportune time to advertise in the history of this country? The commercial world is just emerging from the cloudy skies of the past twelve months, and new avenues of trade are being sought out by every wide-awake business man. Amidst it all the one road which the history of thousands of successes demonstrates as safe and sure to travel, is that of newspaper publicity, properly done.

The Total Crop Acreage this year of the West is Estimated at 12,000,000 Acres

Does this not convey to you that there is a great market in the Western Dominion for your goods? Why not get on the ground early? We will help you.

Our special facilities and strong connection will assist you materially in acquiring a share of the astounding trade that is being done in the Prairie Provinces.

Manufacturers in Eastern Canada, Great Britain and elsewhere should communicate with us. We do business on a big, broad, generous scale.

At Winnipeg, Calgary and Edmonton we have track warehouses.

DROP US A LINE.

NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers

WINNIPEG

CALGARY

EDMONTON

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

Thurston & Braidich

128 William Street NEW YORK CITY

Direct Importers of

VANILLA BEANS
TONKA BEANS
GUM TRAGACANTH
GUM ARABIC

Winnipeg Representative,

W. H. Escott

Wholesale Grocery Broker

141 Bannatyne Ave., East

R. B. Wiseman & Co.

123 Bannatyne Avenue East WINNIPEG, MAN.

Warehousemen, Forwarding Agents and Wholesale Brokers

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

Reference—Bank of Ottawa, Winnipeg

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

LOBLAW CREDIT SYSTEMS

The CARTER-CRUME COMPANY, Ltd

TORONTO and MONTREAL

We Believe
IN
EASIFIRST



WE HAVE THE
BEST SHORTENING
ON THE MARKET
OUR CUSTOMERS SAY SO TOO!
IF YOU HAVE NOT USED IT
ORDER NOW!!
AND BEGIN TO SAVE MONEY
MADE UNDER GOVERNMENT INSPECTION
GUNNS Limited PACKERS
TORONTO

**ICE CREAM
SALT**

A very useful article at
this season of the year.
That which we are selling
is mined from the rock and
lasts a great deal longer
than salt pumped from the
well and then evaporated.

F. W. Fearman Co.
LIMITED
HAMILTON

Every
Man, Woman and
Child in Canada
Knows
REINDEER



It stands for the Purest, Richest
Condensed Milk.

It carries the most Businesslike
and attractive proposition.

It will pay you to get it.

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

YOU ARE NOT
Gambling

When you order our

Hams

Rolls

Backs

Breakfast Bacon

They bring repeat orders

The Wm. Ryan Co.
LIMITED

70-72 Front St. East

Toronto

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Produce and Provision Situation of the World

Suggestion to Packers to Buy Less Female Hogs in Order to Save Situation Not Considered Practicable — Imports From United States Not Large—New Cheese on Scotch Market.

The hog problem attracts attention from various sources. Some undertake to explain the cause of the difficulty, and others have a sure remedy. The farmers have an idea that they must get some new pointers from Denmark, and the government has voted \$10,000 to let them make the experiment. Some youthful genius suggests that packers should agree among themselves only to buy a certain percentage of female hogs and in that way force the farmers to keep them for breeding. This would be a sure success if the packers would all line up to this idea and be faithful to the agreement, and also if the farmers would all do what they are told by others. Experience, however, leads older men to shake their heads and find just two difficulties. The one is, that packers would not agree to carry this out, and the farmers would not submit to such arbitrary measures.

Some find the source of all the trouble in the fact that the duty on live hogs from the States is not giving the farmers sufficient protection. On making inquiries, it is found that very few live hogs are imported, and comparatively a small quantity of any kind of hog products. With all the fuss about the "deplorable" condition of our hog situation it is remarkable that according to the government statistics we exported \$11,250,723 worth of pork and bacon last year, besides supplying our wonderfully increased home consumption, and in all for the whole Dominion, we imported from the States only \$1,671,140. This is certainly not a bad showing, and we have no reason to complain.

Cables from England state that the new home make of cheese is beginning to make its appearance on the market especially in Scotland; this makes the demand for foreign a little quieter. The total amount available is still very small, and the price of Canadian has gone ahead this week to the extent of one shilling per cwt. There is almost sure to be a squeeze for the last of the autumn goods which are worth to-day 68s. for colored and 66s. for white, while April cheese is selling at 57s. 6d.

Reports from England state that copious rains have fallen and that the home outlook for butter has greatly improved. The weather has been very summery both in England and in Ireland. The supply has taken a wonderful turn for the better, and dealers are looking for an easing in prices.

There are, however, other factors in the market which make for greater firmness. The continental spring is very backward and Germany is buying in Denmark instead of shipping to England. The Danish output is also very small for this time of the year. In view of these facts, it does not after all, look as if prices would decline much. Colonial butter is in small compass,

and Siberian stock is also in small supply.

MONTREAL.

PROVISIONS—The demand for hogs is good, and supplies are small, which has resulted in a firm feeling. Sales of abattoir fresh killed were made at \$12 per 100 lbs. The trade in hams and bacon is quiet, but with warmer weather a more active trade is expected.

Compound Lard—	
Tierces, 375 lbs.	0 09½
Parchment lined boxes, 50 lbs.	0 09½
Tubs, 50 lbs.	0 09½
Wood pails, 20 lbs. net.	0 09½
Tin pails, in cases.	0 10
Heavy Canada short cut mess pork, in bbls.	24 00 24 50
Selected heavy Canada short cut clear boneless pork	24 50 25 00
Very heavy clear pork	25 00
Plate beef, 100-lb bbls.	8 00
" 200 "	15 50
" 300 "	22 50 23 00
Pure Lard—	
Tierces, 375 lbs.	0 14
Boxes, 50 lbs., grained.	0 13½
Tubs, 50 lbs.	0 13½
Pails, wood, 20 lbs., parchment lined.	0 14
Tin pails, 20 lbs., gross.	0 13½
Cases, tins, 10 lbs., each.	0 14
" 5 "	0 14
" 3 "	0 14½
Dressed hogs, fresh killed.	12 00
Smoked meats.	0 14
Pr. Bacon	0 17½
Window Bacon.	0 17
Roll Bacon	0 14
Prime Hams.	0 13½

CHEESE—The cheese market has not altered much since last quotation. Supplies are going forward to England freely now. New cheese (large) is a shade higher.

New cheese, large	0 12½ 0 12½
" twins	0 12½ 0 13
Old cheese, large	0 15½ 0 16
" twins	0 16½ 0 16
" small	0 15½ 0 16

BUTTER—Fresh dairy tubs are a half cent higher this week. Other lines are unchanged. The new make is arriving fairly freely.

Fresh creamery prints.	0 23
Fresh creamery, solids, lb.	0 22½
Dairy, tubs, lb.	0 14 0 15
Fresh dairy tubs	0 16 0 17½

EGGS—Eggs are arriving freely. The local demand is good. Prices are unchanged.

New laid	0 19 0 19½
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HONEY—No change has occurred in this market.

White clover comb honey.	0 13 0 15
Buckwheat, extracted.	0 86 0 09
Olover, strained, bulk, 30 lb. tins	0 10 0 11

TORONTO.

PROVISIONS—This week there is no advance in the price of hogs, and packers are of the opinion that the highest limit has been reached.

Long clear bacon, per lb.	0 13 0 13½
Smoked breakfast bacon, per lb.	0 15½ 0 16
Boil bacon, per lb.	0 11½ 0 12
Light hams, per lb.	0 15 0 15½
Medium hams, per lb.	0 15 0 15½
Large hams, per lb.	0 13 0 13½
Shoulder hams, per lb.	0 11 0 11½
Bacon, plain, per lb.	0 17½ 0 17
pea meal.	0 17 0 17½
Heavy mess pork, per bbl.	21 00 21 50
Short cut, per bbl.	24 50 25 00

Lard, tierces, per lb.	0 13½
" tubs	0 13½
" pails	0 14
" compounds, per lb.	0 08½ 0 11
Dressed hogs	11 00
Live hog, f. o. b.	7 50 7 75

BUTTER—The butter market is a little easier, but good quantities are in fair demand at unchanged figures.

Fresh creamery prints.	0 23 0 24
Farmers' separator butter.	0 20 0 23
Dairy prints, choice.	0 19 0 20
Large rolls.	0 17 0 18
Baking butter.	0 13 0 15

CHEESE—The condition of the cheese market is unsettled. The quality is still below the standard of good cheese, which is always the case during the month of May. With splendid pasture the June yield, which is always the best dairy month, should be large.

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

EGGS—Packers would like to get eggs for less money, but it seems the keen competition to secure the large quantities required, plays into the hands of the farmers, who seem just now to be getting the best of everything that is going. The price of eggs at country points is 17½c, and to sell them here by the case at 19c, shows a very small margin for the wholesale dealers.

Fresh eggs	0 19
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POULTRY—There is more poultry on the market than has been for some time turkeys, principally old gobblers, and cucking hens, with an increase of spring chickens. Prices are lower. Spring chickens are from 35c to 40c a lb.; heavy turkeys, 18c.

Early spring chicken, alive per b.	0 35 0 40
Young chicken, dressed, per lb.	0 14 0 17
" " alive, per lb.	0 13 0 14
Hens, per lb., dressed.	0 13 0 14
Turkeys, per lb., large	0 18 0 20
" medium young.	0 20 0 23

MAPLE SYRUP—This article receives little attention and is rapidly disappearing from the wholesale houses.

Maple syrup, in bulk, imperial gallon.	0 80 0 90
" in tins.	1 00 1 10
" sugar per lb.	0 09

COLLECTOR APPOINTED.

Chatham Merchants Make Good Progress With the Debt Collection System.

Chatham, May 26.—The new debt collecting system, now in process of formation, is the all absorbing subject among merchants at present.

The scheme was inaugurated at the meeting of the Retail Merchants a short time ago, when the executive presented its report. The report embodied the following clauses:

1. That the flat rate system of assessing members be adopted.
2. That the annual assessment be fixed at \$10 a year for the collection department, exclusive of the \$2 membership fee of the association.
3. That a 30-day post dated cheque or a 30-day note be accepted from prospective members, to be returned in case enough members are not secured to make the scheme a success.
4. That the proceeds of collections be divided equally among the different

merchants to whom the debts are owed, irrespective of the amounts of their claims.

5. That the division of receipts be made semi-monthly, and that a written report be furnished monthly to every merchant joining the collection department. This report will show the names of the debtors, names of those removed from the list, and amounts paid.

6. That a secretary treasurer be appointed to look after the clerical work who shall have general supervision over the work of the collector.

The recommendations of the executive came in for considerable discussion of the educative variety, but one after another they were unanimously adopted. An interesting point was raised by J. H. Kadwell, who stated that he had only \$2 on his books which he would need to place in the collector's hands, and who thought that \$10 was a rather large sum to pay for collecting so small an amount. It was pointed out, however, that the \$10 not only secured collections, but a protection from the incurring of bad accounts which meant far more to the merchant. Mr. Kadwell incidentally came in for some hearty congratulations upon having escaped the dead beats so easily—a circumstance probably due to the fact that he has been in business only a little more than a year, and sticks pretty closely to the cash principle.

The appointment of a collector also proved an interesting theme of discussion. F. J. Thomas was the man recommended, but Wm. Anderson, ex-president of the association, made a strong plea for the appointment of W. M. Murdock, the same gentleman who a month or more ago made the first definite proposition for handling the work. The association supported Mr. Anderson's nomination by a substantial majority, and the executive cheerfully accepted Mr. Murdock as the official collector. Mr. Murdock was formerly in the grocery business on Lorne avenue. More recently, he has been associated with the Confederation Life here.

Secretary J. W. Powers was appointed to look after the clerical work. The remuneration for the two offices was not fixed, but will be decided at a special meeting in two weeks, when the response of the merchants as a whole to the proposition will be known. The meeting was remarkably enthusiastic, and most of those present seized the opportunity to put their names down as subscribers to the collection department.

Since the meeting, Messrs. Murdock and Powers, assisted by members of the executive and individual merchants, have been at work among the merchants throughout the city, and report a hearty response.

Some Lively Tilts at Retail Grocers' Meeting

Circular of the Wholesale Fruit, Produce and Provision Men Upheld and Condemned—Arguments Pro and Con Put up by the Members Present—President Explains Why He Gave Interview to the Press—No Course Decided Upon.

Toronto, May 25.—Those present at the regular meeting of the Toronto Retail Grocers' Association last week were given a splendid opportunity to give ventilation to their views regarding the circular recently sent out by the Wholesale Fruit, Produce and Provision Association of Toronto. The meeting was an exceedingly active one inasmuch as some of the grocers upheld the stand taken by the wholesalers while others condemned it. It was the largest meeting held for some months and the most enthusiastic as well.

When the routine business had been attended to David Bell introduced the question as to wholesale fruit men selling to private individuals who were not employees. He explained that one of the dealers had requested that the association pass a resolution asking that this practice be discontinued and that the resolution be forwarded to the wholesalers' association. The latter would then have something to work on in order to refuse their friends further goods. Mr. Bell made a motion to the above effect but on the matter being discussed it was decided on motion of A. White to appoint a deputation to wait upon the Wholesale Fruit, Produce and Provision Association to state that the practice of selling to other than the retail trade was not approved of.

The committee appointed was A. White, chairman; D. Bell, R. Van Loan, D. McLean and Thos. Clarke.

A Lively Time.

The members turned their attention to the much-talked-of circular and upon this question, as intimated, the "house was divided."

R. Van Loan asked why the president had given an interview to a local paper in which he approved of the action of the wholesalers and had given his views as if they were those of the association. This was the beginning, and before the adjournment at 11 o'clock there were many stormy passages.

A. White, who had heard the minutes of the meeting, asked that the clause referring to the question be re-read. This showed that at the last meeting the circular was discussed and that none had disapproved of the action of the wholesalers.

J. S. Bond was soon on his feet to state that he had no recollection of the discussion. He entirely disapproved of the course taken by the wholesalers and of their black-list plan.

Not Worth Box of Lemons.

Later Mr. Bond said: "These men have, no doubt, a right to set their time limit, but the question is that the credit

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.**

QUAKER WHEAT BERRIES

The Dainty Breakfast Cereal

WRITE

W. H. ESCOTT

(Wholesale Grocery)

BROKER

WINNIPEG

CANADA

BARRELS

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

H. CARGILL & SON
CARGILL, ONTARIO

SALT

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

TORONTO SALT WORKS
126 Adelaide Street E., Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

The
Condensed Ads.
on page 57
will interest you

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

Magic Baking Powder.

Gillett's Cream Tartar.

Gillett's Perfumed Lye.

Royal Yeast Cakes.

Good Goods with a Reputation.



ESTABLISHED 1852.

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

The Trade's Co-operation

The co-operation of the trade with the advertising campaign of CLARK'S GANNED MEATS has resulted in good profits to them.

This campaign showed dealers there was a bigger net profit in handling well advertised goods of high quality than in selling unadvertised and probably inferior goods.

My present advertising campaign is now on. It includes

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

Make your stocks complete and be ready to meet the demand.

WM. CLARK

Manufacturer
MONTREAL

Of Great Value to the Private Investor

The Financial Post of Canada

This is the reason why every merchant, clerk, book-keeper, stenographer, office hand,—any one who has a few spare dollars saved up and would like to see them earning a good return placed in a safe investment—should read this readable, accurate progressive paper which, in a popular manner, gives the news of, treats of and discusses financial interests, bond issues and legitimate investments.

The Twentieth Century Belongs to Canada. The Post tells from week to week what is opening up in the way of investments. Its special articles are of material and timely assistance to the private investor.

The Financial Post

10 Front St. East, Toronto

of a good grocer is impaired when his name goes on that black list. If I should neglect to pay for a case of lemons at a certain time, it places me in the position that I'm not worth a box of lemons. It is different from the black list we used to have when only those who were poor-pay got their names on it.

"These men have taken the retail grocers by the throat and have said: 'If you do not pay your name goes on the black list as 'poor pays.'"

"We are the outlet for these men's goods. Why didn't they ask our opinions and use them? I'm in sympathy with the cash system but it's the manner they are taking that I'm not in sympathy with. They must look on retailers as having little respectability. If we go on that black list the banks and other wholesalers might take it up. "It is an erroneous, heinous system and I condemn it," concluded Mr. Bond amid applause.

Has Good Credit Customers.

"I'm against it; they haven't any right to dictate what we shall do," emphatically declared ex-president C. F. Thorne.

"The next thing we know all the wholesalers will be on us. The travelers are against it too. I want to say that my credit customers are better than those who pay cash, and these men haven't any right to make it universal."

The President Explains.

In order to meet the criticism against the interview referred to, Thos. Clarke, the president, stepped out of the chair, which was temporarily filled by Bailey Snow.

"The question," said Mr. Clarke, "came up before the last meeting and there wasn't a dissenting voice. Some said they thought it to be a good thing, and I had this in mind when the reporter asked me for my views. Personally, I believe it is right.

"I have a right to say when my customers shall pay me and I have a right to say if they don't pay me as to whether they get any more goods.

"Fruit men have to --- for their fruit when they get it and it takes an enormous lot of money to carry on their business. I think it wrong to be carrying on a business with somebody else's money. Short terms of credit cuts out this business of cutting prices; and I know some who have sold goods at 10 per cent. under the proper price—the sooner these people are out of business the better.

"If we could only get such a system working for us we would all be pretty well pleased. As it is now, the grocer and butcher get what's left out of a family's purse and the sooner we get down to a cash business the better. I thought this association endorsed the cash system, and when I spoke to the paper the other day I did so because this association had upheld the fruiter's action in establishing the shorter credits."

More Opposition.

"I'm opposed to it as far as the north is from the south on principle," was D. McLeon's ultimatum. "It is ridiculous that we should have paid thousands of dollars of our good money to these men, and now if we go in debt to them for two dollars we go on their black list as poor pay.

"They shouldn't do it collectively; individually they are justified to tell me when I should pay them."

No Use to Complain.

A. White took the stand that there was no sense in allowing a name to go voluntarily on the black list.

"If I must pay c.o.d. I'm beat; it is only childish play to allow our names to go on the black list for we're beat when we have to pay cash.

"I cannot see what we can do to prevent them," he said. "We may say it's mean and contemptible, but what can we do?"

"Labor unions say that they must place all men in the same rank as regards to the wages they receive because it's so awkward to grade them. These fruit men have done the same thing. As to whether the thing is right or wrong it depends on the way we look at it. They think they're right and some of us think they're wrong. If we were placed in their position it would be right."

R. Van Loan did not believe that the wholesalers should say what the retailers should do. Others thought it was an injustice to those who pay up and that it would soon right itself.

Catches Price-Cutters.

David Bell favored the action of the wholesalers. "It catches those who undersell and spoil business and it does away with the pedlar nuisance to a considerable extent. There will not be one-quarter as many of them on the street.

"Personally, I'm in favor of it; if this thing had been in vogue years ago we'd have been far better off and I'm strongly in favor of it."

Mr. Bond: "Have we to submit to a baker's dozen of these fellows? I'm a pup of the old British bull dog and I'll fight to the finish."

Believe in Cash System.

"I think the only system is the cash system," said A. J. Coniam, "and I think the nearer we all get to it the better."

The black list did not affect him but he thought that if the retailers wanted to beat the wholesalers they could do it by not doing any buying for one week.

Wanted An Amicable Settlement.

"We all know of the abuse of the credit system," remarked H. Tolehard, "and I believe the wholesalers had not only in mind the good of themselves but the good of the retailers as well when they shortened the credit terms. If they had thought it was going to be objectionable they would not have done it and I think if they were properly approached they would adjust matters correctly."

Mr. White also believed that the differences could be righted in a peaceable way.

"They are as reasonable a lot of men as we are, and we all do things wrong sometimes ourselves."

Bailey Snow remarked that so far as he could see the only people who were kicking were those who had always paid their bills.

President Clark again left the chair to re-enter the discussion. "There is

OPEN TO BUY

From 5 to 10 Cans Choice Cooking Peas
Clean and White
Quebec's leading Flour and Grain
House.

C. A. PARADIS, Dalhousie St., Quebec

CIE FRANCAISE des PATES ALIMENTAIRES
Macaroni, Vermicelli, etc.
Strictly French Manufacture Guaranteed
Manufactured at
82 Beaudry Street MONTREAL

SUCHARD'S COCOA

This is the season to push SUCHARD'S COCOA. From now on cocoa will be in demand daily. It pays to sell the best. We guarantee SUCHARD'S cocoa against all other makes. Delicious in flavor; prices just right.
FRANK L. BENEDICT & CO., Montreal Agents.

W. P. DOWNEY'S



White Dove Brands
are always



A Guarantee of
Absolute Purity

26 St. Peter St. - Montreal

Why it pays the dealer to concentrate on Christie's Biscuits—

YOU may have the brightest and cleanest store in your town. The first impression people get of it may be most favorable.

That first impression is important, but it won't go far unless backed up by the right goods.

For instance, a woman is attracted to your store by its appearance of cleanliness—by an atmosphere that seems to indicate the best of everything. When she gets inside let her see, prominently displayed, such standard lines as Christie's Biscuits and her confidence is won.

If she's thinking of biscuits, "Christie's" is the first name that comes to her mind. Other brands may be good, but she *knows* that Christie's are good—and that they cost no more.

By the use of your own personal recommendation you may persuade her to try another brand, on which your profit is slightly larger. What is the result?

This customer figures that you have deliberately deceived her, and unless she's very dull she will see your motive at once. Right here is where your store gets a black eye—and loses trade.

For sound business reasons, it will pay you to always give Christie's Biscuits the preference. In the first place they sell quicker than any others, and in the second place you can always rely on them giving thorough satisfaction.

Concentrate on Christie's and you'll find the volume of your biscuit trade increase to such an extent that the little extra profit per box on other brands will present no temptation.

Besides, Christie's Biscuits help you sell more than biscuits.

Christie, Brown & Co., Limited

DAILY CAPACITY 30,000 LBS.



**Dignard
Limited**

BISCUIT
MANUFACTURERS
MONTREAL

"LUCERNA"

IMPORTED
Swiss Milk Chocolates

will surely please your customers.
To buying agents for certain districts special terms are offered.

Write us for samples, prices, etc.

**LUCERNA ANGLO SWISS MILK
CHOCOLATE CO.**

214 Princess Street, - - Winnipeg

Canadian made Licorice
Y&S BRAND
All Druggists.



Manufactured
by
NATIONAL LICORICE CO.
Montreal.

SOFT MINTS—5c. boxes.

ACME PELLETS—5-lb. tins.

M. & R. WAFERS—5c. bags.

and a complete line of **LOZENGES, ETC.**

Hard and Soft Licorice Specialties

Appropriate for the confectionery, grocery
and drug trades.

Price Lists and Illustrated Catalogue on request.

AGENTS

ONTARIO, R. S. McIndoe, 54 Wellington St. E., Toronto

PROVINCE OF QUEBEC and MARITIME PROVINCES

W. H. Dunn, 394 St. Paul St., Montreal

MANITOBA, E. W. Ashley, 123 Bannatyne Ave., Winnipeg

VANCOUVER, J. F. Mowat & Co., 354 Water St.

no sense," he said, "in standing on the black list for spite. Every wholesaler whom I deal with knows whether my credit is good or not and even if I were on the black-list it wouldn't affect it."

As a matter of fact Mr. Clarke was on the black list for a time, but he was not aware that he owed anything.

"I straightened it out right away," he said, "and it didn't do me any harm."

Mr. White thought that not liking the black-list and going on it voluntarily was like not liking getting drowned and jumping into the lake.

J. H. Johnston stated that a few years ago a similar arrangement was made by the wholesalers. One or two broke the contract, some got credit and it was all off, but he believed they were solid this time.

After a great deal more discussion the matter was allowed to rest with no course decided upon and the meeting adjourned with the house still divided.

OCCASIONAL OBSERVATIONS.

What the Retail Grocers are Saying In Their Stores About That Circular.

It does not make any difference whether they get paid once a week or once a month. Any woman who has sense should know enough to pay as she goes along.

The retail merchants are a pack of fools.

The wholesale men squeeze the life out of the retailer.

The wholesalers should have their money as quickly as possible, but they have no right to lay down a cast iron rule.

Let me tell you, this thing will do good; it will teach even those who can pay to be more prompt.

A man in business should be a business man and not a careless, easy going humbug.

If the wholesalers had acted wisely and taken the retail association into their confidence and arranged with them on better terms they could have improved their condition without a hitch.

I would like to know whether any independent man would stand the threat, that was thrown out by the wholesalers.

Some of the retailers grew into the practice of downright carelessness, through the kindness of the wholesale men.

If any man in business is not prompt with his payments he is a nuisance to the trade.

I like promptness, but I don't like my man to tell me to do so and so, "or I will put you in the black list." It is too harsh.

Why can't people pay cash for their groceries? Go down to the theatres and see how they throw down the cash, and many of them have unpaid grocery bills.

Hundreds of people go away to some summer resort, and come home and

boast of the good time they had. But they don't say that it was done with the grocer's money or rather with the wholesaler's money.

To give credit to some people is mistaken kindness. It will not help them, but they will spend their money foolishly and then get into trouble.

We want the wholesalers to withdraw those offensive clauses, and we will do all we can to encourage prompt payment.

The wholesale men have been too good to the retailers and have spoiled them. They will have trouble to get them in line, for they have taken a very unwise course in putting them all in the same class.

If the wholesale men are not well paid by some, why don't they go for them or cut them out, and not treat us all like children by trying to frighten us with a threat. It is childish and good men should not tolerate it for a moment.

The wholesale men are right. They want their money and they have a right to it.

Why should we all be treated like scalawags when the greatest number of us are honest people?

I have always paid my bills promptly, but I won't do it now.

The retailers have no business to give credit with the wholesaler's money.

This giving credit to the people for things they eat is the worst trick that that has ever been taught them.

Both the Name and the Design of

Cowan's

Maple Buds

are patented and registered.

The great popularity of this superior confection has brought out imitators.

We wish to warn the trade that all infringers of our patent and registered rights will be prosecuted.

The Cowan Co., Ltd.

Toronto, Canada

CANADA: No better Country

MOTT'S: No better Chocolate

MOTT'S DIAMOND CHOCOLATE

Right--Always Right--

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

MOTT'S

"DIAMOND" and "ELITE" brands of

Chocolate

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

At Every Jobber's

John P. Mott & Co.

Halifax, N.S.

SELLING AGENTS:

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

Flour

The time in essential grains. cured a stocks a tario mi as \$1.40 the figu fore, be observe from 40 Vancou and bre The b products the pro breakfa dom ch Repor regular cers har for this where. ning to fectione ing a sl

FLOU moving ception Dealers and the Winter wh straight ro Extra.... Royal Hou Genora.. Manitoba Five Rose Harvest Q

ROLL large t during probabi changes: Fine oatm Standard Granulate Gold dust White con Rolled, oa

FEE able to with th sale w quotati Ontario b Ontario s Manitoba Moullle, Feed flour

FLO wheat winter makes the w pastry

Flour, Cereals and Confectionery Department

High Prices of Grains Cause Cereal Goods to Advance—
Scarcity of Ontario Wheat Noticeable—Confectionery Trade
Broadening Out Among the Grocers.

The cereal market is at the present time in an interesting condition, the essential cause being the scarcity of grains. Ontario wheat can hardly be secured and in many parts of the west stocks are exceedingly low. Some Ontario millers have been offering as high as \$1.40 and cannot get much even at the figure. Cereal prices have, therefore, been advancing. The advance as observed in Ontario and Manitoba is from 40 to 50 cents, and reports from Vancouver indicate that Graham flour and bread have both risen in price.

The high price of grains and of their products will likely have some effect on the profits to manufacturers of cereal breakfast foods, the prices of which seldom change.

Reports from all over Canada indicate regular increases in the number of grocers handling confectionery, departments for this side line being opened everywhere. The retail merchants are beginning to realize the advantages of confectionery, and they are desirous of having a share in the profits going.

MONTREAL.

FLOUR—There is very little business moving in the flour market, with the exception of the hand-to-mouth trade. Dealers are well stocked up apparently, and their requirements don't total large.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra Household.....	4 00 4 10
Genora.....	6 00
Manitoba spring wheat patents.....	6 30
" strong bakers.....	5 80
Five Roses.....	6 30
Harvest Queen.....	5 80

ROLLED OATS—There has been some large trading going on in this market during the week. This is due to the probability of a further advance. No changes in prices have taken place.

Fine oatmeal, bags.....	3 00
Standard oatmeal, bags.....	3 00
Granulated ".....	3 10
Gold dust cornmeal, 98-lb bags.....	2 10
White cornmeal.....	2 00 2 05
Rolled oats bags.....	2 75
bbls.....	5 70

FEED—The weather has been favorable to the sale of bran, but it is thought with the warm weather approaching, the sale will lessen largely. No changes in quotations have been recorded.

Ontario bran.....	22 00 23 00
Ontario shorts.....	25 00
Manitoba shorts.....	25 00
bran.....	23 00
Monilla, milled.....	25 00 27 00
straight grained.....	32 00
Feed flour.....	1 85 1 85

TORONTO.

FLOUR—The special feature in the wheat market is the scarcity of Ontario winter wheat. While Manitoba wheat makes a stronger flour for bread, it is the winter wheat that is required for pastry, and especially for biscuits. The

reason of this scarcity is the fact that large quantities were exported to Mexico. That country had a short crop, and as they had to import wheat they reduced their protective duty from 60c a bushel to 20c. This opened a market for our wheat, which was bought up before the rise at from 95c to 98c a bus. Not being able to make a reliable estimate on the unseen wheat which was supposed to be in the hands of farmers, the real situation was not discovered until it was too late. It is still uncertain what quantities are held by the farmers, but it is feared that the quantity is very much below what was expected. Scarcely any is coming out, but this may be owing to the busy season for the farmer. Seeding is now about completed and whatever may be in their hands will be brought out, for which they will get about \$1.35 a bushel.

Manitoba Wheat.

1st Patent.....	6 10 6 30
2nd Patent.....	6 00
Strong bakers.....	5 80

Winter Wheat.

Straight roller.....	5 80
Patents.....	6 30
Blended.....	6 00

CEREALS—An advance of from 40c to 50c per 100 lbs. in cereals has taken place since last week and the market is very firm. Oats have reached 57½c, and wheat as high at \$1.40 a bushel.

Rolled wheat, car load.....	3 50
oats.....	2 75
Oatmeal, car load.....	3 00
Rolled wheat in barrels, 100 lbs.....	3 75
oats in bags, per bag 90 lbs.....	2 90
Oatmeal, standard and granulated, in bags 98 lbs.....	3 20

TRADE NOTES.

Fred Fowlie, Orillia, has disposed of his stock of groceries and dry goods to C. M. Boys of Toronto. The former intends going into the life insurance business.

T. A. Stone, Hawkstone, is improving the front of his place of business by cement walls and other improvements. Mr. Stone has built up a good business in the little village.

J. H. Smith, sales manager of the Mooney Biscuit and Candy Co., Stratford, for territory east of Toronto, was in Montreal recently. He interviewed the trade in the company of Brault & Co., local representatives of the firm.

J. C. Mossington, of Orillia, has purchased the stock of the estate of A. C. Buckner. Mr. Mossington has stocked up the store with the best lines of groceries and is out for his share of the trade of the enterprising town of Orillia.

Miss Birdie Livingston (taking her first meal at the bride's)—"These tea biscuits of yours are exquisite, Ethel."

The Bride—"Oh, I am so relieved to have you say so. I was dreadfully afraid I had put too much tea into them."

Biscuits that Build Trade



Every active, discerning grocer should now make a special effort to push the sale of :

Mooney's Perfection Cream Sodas

He has the opportunity of doing so, as this is the great picnic and vacation season. There is nothing more toothsome, crisp and relishable in the cracker line. Every pleasure seeker knows this.

Mooney Biscuit and Candy Co., Limited

Stratford Canada



COX'S INSTANT POWDERED GELATINE

A Pure Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs. Cox under the control of their scientific staff.

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

HINTS TO BUYERS.

Information supplied by sellers but for which the editors of The Grocer do not hold themselves responsible.

Since it has been proved that acetylene gas was capable of producing a light and a good light, too, and by which colors can be distinguished as easily as in daylight, many inferior machines for re-generating have been put on the market. This condition naturally caused dissatisfaction and for a time it seemed as if acetylene gas was doomed. More had to be learned. These difficulties and discouragements had to be overcome. Men of science and mechanics studied and experimented with success and proved that to produce acetylene gas certain conditions were necessary. A generator must be built of the proper dimensions of the best material and workmanship, yet withal simple enough in design that any person could operate them with safety.

There should be no overheating of gas during its generation. This overheating was the greatest trouble with primitive machines in which the heat was (known to sometimes rise to 1,000 degrees.) It is no wonder, now that its nature is understood, that acetylene failed to give satisfaction in the past. Unless the acetylene is washed, and dried, relieving it of impurities, the bubbles destroyed, filtered, and made at a uniform temperature, it is impossible to get good results. The National Gas Generator, manufactured by the National Acetylene Gas Company, Sherbrooke, Que., is said to fulfil these requisites. It is well made, automatic, simple, durable and is easily recharged, and cleaned. It is provided with a bell or floating gasometer which gives uniform pressure to the gas, and has but one place where to feed the water. It has an agitator or shaker, contains sufficient water to generate the gas and sufficient water to keep it cool. The National, which washes gas, destroys all bubbles, filters the gas, dries it, and gives a bright mellow light, is approved by the Canadian Fire Underwriters' Association. The company also has in hand certain new and useful improvements in flush tanks invented by J. O. Brousseau, of North Hatley, Que. By these improvements, which have been patented, the syphoning of the tank is made much more certain, while the defective closing of the inlet valves and outlet flush pipes, and consequent waste of water, is prevented.

O.K.—This familiar combination of letters has been traced as having originated in California in the gold digging days, when some rather unlettered millionaire appended them to a document to signify that it was "Orl Kreet" (all correct). This concise method of approving of an account found many admirers in the States where it became widely adopted, and in thousands of telegraph offices in the United Kingdom O.K. is the code-signal that all is satis-

factory. It is 35 years ago since this appropriate appellation was given to "O.K." Sauce by the manufacturers. Geo. Mason & Co., Walham Green, London, and which is now world renowned for its absolute purity and high quality, being particularly piquant and appetizing. Messrs. Mason offer \$5,000 to any person who can prove by analysis or otherwise that "O.K." Sauce is made from anything other than absolutely pure and finest quality ingredients. "O.K." Sauce has recently been introduced into Canada, for which markets Messrs. Mason are putting up a special 12-oz. "Giant" bottle instead of the 10-oz., which makes it now the largest sized bottle of its kind in the world, and which is retailed at 25c. We understand from Messrs. S. T. Nishimura & Co., its Canadian representatives, that they are doing a very large business already with it, receiving repeat orders daily, and they are very sanguine as to its future popularity in Canada.

Cold Spring Lemonade Power is a new line being introduced to the trade by S. H. Ewing & Sons, Montreal. The article seems to have made quite a favorable impression upon trade and consumer alike, considering the short time it has been on the market. Lemonade is secured simply by adding cold water. The packages, lithographed tins, are very neat, and sell at popular prices.

ANSWERS TO INQUIRIES.

Questions referring to any trade matters are solicited for this column. Address all communications to The Canadian Grocer.

James Kilgallen, 421 Wellington St., Montreal, writes: Could you give me some information on the manufacture of charcoal or the name of any book or papers that I could get with the best method of producing charcoal and wood spirits?

Ans.—W. T. Brantt has written a book on vinegar and acetates, which is published by H. C. Baird & Co., Philadelphia. May (1909) issue Canadian Machinery will also give information on this subject. Write Jas. Montgomery, superintendent of the Wood Products Co., Donald, Ont., and A. D. Gall, Board of Trade Building, Montreal.

Molasses Pumps.

Arthur S. Estabrooks, Coldstream, N.B., asks: Please refer me to manufacturers of self measuring molasses pumps.

Ans.—The Enterprize Manufacturing Co., of Philadelphia U.S.A., make molasses pumps. It seems to be a difficult matter to get them with accurate self-measuring devices.

Building New Store.

Arthur Bell, Hamilton, Ont., writes: I am about to build a new store (20x50) and would be obliged if you would send me any information you may have or inform me as to where I might write for same.

Ans.—The issue of The Grocer of May 21st, contains a plan of a store interior in Cape Breton, giving dimensions. For further information write Stennet Bros., corner Queen East and Kippendavie Sts., Toronto, who have recently erected a model corner grocery.

WM. BERRY LTD.
 MANCHESTER and LONDON, ENG.
**Wax-Waterproof
 Shoe Polishes**
 Dominion Agent
SIDNEY LEAR, 77 York St., TORONTO

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



**WILSON'S
 FLY PADS**
 Demand constantly growing, output for March and April nearly double that of any previous season.
ADVERTISED THROUGHOUT CANADA

Versatile Flour

What does it mean—to you?

IF YOU were about to buy a horse at a good figure to work for you, you would be careful to buy one that could take you up hill as well as down, that would serve you not only on the level, but in the broken country. For you don't want to buy *two* horses, only *one*.

¶ See the housewife in her bakeshop. Every month she averages 50 pounds of flour—is it *your* flour? She wants a flour to make her a *good pastry cook* as well as a *good baker*; she can't use soft wheat flour or even the "hard-soft" kind, for they don't make bread like **FIVE ROSES**. Why? Ask

Nature why—she makes the wheat we buy!

¶ If she uses *cheap* flour for pastry, she must buy bread flour also. But she doesn't want *two* flours in the house if she can help it, and she can—*if you give her FIVE ROSES*.

¶ In **FIVE ROSES** is contained the rich elastic gluten of the hardest spring wheat in the Northwest, the bread producer famed as the cause of lofty, well-piled, golden brown loaves such

as *none other can produce*. Then, such puff paste as **FIVE ROSES** can deliver! And when a flour makes *good* puff paste there's *nothing* in the pastry line it will not accomplish. We *know*, for we speak from experience; we've eaten both—and will yet eat *more*.

¶ **FIVE ROSES** is a flour with a mission. Not made for bread alone, nor for pastry cooks alone. Made for *both in one barrel*—a two--power flour unlike any you have ever known, as different as cream is from milk. Because only such parts of the purest hard spring wheat grown in Manitoba are used as will make **FIVE ROSES** the *real housewife's delight*, every recipe a success.

FIVE ROSES

Double - Barreled Success

¶ Look through your customers' spectacles just this once. Think what it means to her to find success always in the *same* barrel. It takes versatile flour to do *that*, efficient flour. Bear this in mind, also: If a woman comes to you to buy this double-barreled flour and *you* let her get out without buying (because you cannot give what you have not got), *somebody else* will get her money and good will. We are partners in this deal, so we say—"Get it yourself!"

LAKE OF THE WOODS MILLING CO.

LIMITED

Montreal, Toronto, Winnipeg, Keewatin, Vancouver, St. John

The Grocer's Encyclopedia From Week to Week

Origin of the Apricot and Its Commercial Value—Where the Tree Thrives—District From Which Canadian Supply Comes—Uses of the Fruit.

APRICOT—The apricot belongs to a very numerous genus of fruit bearing trees and trees which differ widely in their character. The genus *prunus* comprises all the varieties of the cherry, the laurels properly so called, the plum, the sloe and a number of others that are never cultivated for the sake of their fruit. Many of the genus are poisonous, and though the fruit of some of them is agreeable to the taste and safe enough when taken in limited quantities there is none of the family that can be indulged in to excess with impunity.

Columella says that the Persians sent the peach which is of the same family as the apricot to Egypt to poison the inhabitants, and species of apricot is called by the people of Barbary, "Matza Franca" or the killer of Christians. All these evil qualities are, however, destroyed by cultivation; for it is the privilege of man not only to distinguish between the good and evil properties of vegetables, but to eradicate the evil in many cases by his skill and industry.

Where the Apricot Grows.

The apricot is very widely diffused in Asia and grows upon the slopes of the barren mountains of China. Many species of it are cultivated and, as they ripen earlier than the peach or nectarine they are in considerable estimation. Some varieties are exceedingly delicious, and the Persians in their figurative language, call the apricot of Iran, "the seed of the sun."

It seems that the apricot was known in Italy in the time of Dioscorides, and that it got its name *precocia* from ripening earlier than some other fruits. The Romans get little value on the apricot as it was often referred to as something of inconsequential use. The scientific name for the apricot is *Prunus Armeniaca* which it derives from the fact that it almost covers the slopes of the Caucasus and other mountains in and about Armenia, up almost to the margin of the snow. The general opinion that it is a native of Armenia has been controverted by M. Reznier, a French naturalist, who contends that as Armenia is a high mountainous country, the climate of which resembles that of middle Europe, it cannot possibly be the country of a tree which begins to flower so early that its blossoms are often destroyed by the frost, notwithstanding every care of the cultivator.

The apricot, too, although it has been cultivated in Europe for many ages never sprang up from seeds in any of our forests, neither has it been found wild either in Armenia or in any of the neighboring provinces. M. Reznier is of the opinion that it is a native of Africa, and that its limits appear to be a parallel between the Niger and the range of the Atlas mountains, from whence it has been carried by cultivation towards the north.

Its Uses in China.

Apricots are very plentiful and in great variety in China, and the natives

employ them variously in the arts. From the wild tree the pulp of whose fruit is of little value, but which has a large kernel, they extract an oil; they preserve the fruit wet in all its flavor, and they make lozenges of the clarified juice which afford a very agreeable beverage when dissolved in water.

The apricot attains the size of a very large tree in Japan. It also flourishes in such abundance upon the Oases, as to be dried and carried to Egypt as an article of commerce. In those sultry climates, the flavor is exquisite, though the fruit is small. The apricot was first brought to England in 1524 by Woolf, the gardener to Henry VIII.

The Canadian Supply.

Apricots are almost exclusively used in a dried state for cooking purposes. Tarts, pies and other things of this nature are made from them. Canada uses an increasing amount of the fruit in this way every year. She derives her supplies from Eastern Mediterranean points.

GREATEST OF CONVENTIONS.

The National Association of Retail Grocers of the United States will hold their annual convention at Portland, Ore., from June 2nd to 5th. This is expected to be the greatest and most important convention ever held by the retailers of the United States.

TO BURN THEIR COFFEE.

The state of Sao Paulo, Brazil, has offered a proposition, to the Brazilian Government, which, it is said, has been approved by the latter body, of burning one-tenth of the coffee crop, each year and doing away with the 9,500,000 bag limitation under which agreement the Sao Paulo bond issue was recently made.

Tell Your Customers That :

SHAMROCK BIG PLUG SMOKING TOBACCO

When cut never dries up or becomes hard. The leaves are so firmly packed that the plug remains fresh and moist

CLAY PIPES

A perfect article. Sell it
Insist upon having McDougall's.

D. McDOUGALL & CO., Glasgow, Scot.

ASK FOR THE CELEBRATED
BISCUITS

G. N. Pichet

For sale by all Leading Grocers

JOS. COTE Wholesale Tobacconist
186-188 Rue St. Paul Importer

EXCLUSIVE SOLE AGENT

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

**The Big Black Plug
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



"CANADA'S BEST"

A NEW, WHITE
Laundry
Soap



"Here is a NEW laundry soap. It is WHITE—not yellow! It is NOT ADULTERATED WITH RESIN, as are yellow soaps. Resin ROTTS clothes, you know."

If you were to show a woman a bar of "Canada's Best" and make the foregoing statement you know she would straightway buy this New, White Soap.

You could certainly make things HUM around your soap section if you had "Canada's Best" in stock—and why haven't you? Just write for prices and terms.

UNITED SOAP COMPANY - BRANTFORD, CAN.



The manufacturers' name, "S. C. CO." stamped on every

"7-20-4"

10 CENT CIGAR

IS THE SMOKER'S PROTECTION

It is our latest product and excels anything we ever before attempted—FINEST HAVANA FILLED.

We made a success of HOGEN-MOGEN and ROYAL SPORT on a QUALITY basis, and it is just the same with all our lines. THE QUALITY is remembered long after the PRICE is forgotten.

Write to-day for a trial order of "7-20-4." There's money in it for you.

SHERBROOKE CIGAR CO., - Sherbrooke, Que.

OUR TRAVELLERS COVER THE DOMINION

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

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is the latest

Order from Your Wholesaler

Manufactured
from

Imported Leaf Exclusively

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

HAMILTON, CANADA

Canadian Fruit, Vegetable and Fish Markets

Advance in Price of Cranberries—Twenty Carloads of Pine-apples Distributed From Toronto During the Week—Strawberries Moving Rapidly—Vegetables and Fish More Plentiful.

MONTREAL.

GREEN FRUITS—Cranberries are higher, having advanced 50c since our last report. Strawberries are down to 20c, owing to freer supplies arriving. Other lines are the same as last quoted.

California navels, 96, 112, 126, 250, 288 size	2 9J
150, 17, 200, 216 size	3 25
Cuban oranges	2 25 2 50
Valencia oranges, 420 size	4 50 5 00
Cal. blood oranges, 15. to 216 size	4 25
Grape fruit	3 25 6 00
Lemons, choice, 300 size	2 25 2 75
Bananas, crated	1 75 2 25
Pineapples, extra fancy, 24 size	2 40 2 50
Cranberries, per box	5 00
Spies, XXX	7 50
Ben Davis, XXX	6 00
Strawberries	0 20
Cocanuts, bag	4 19

VEGETABLES—There have been some ups and downs in the vegetable market during the week. Among the former lines are tomatoes, leeks, green peas, and beets. New potatoes by the bbl. are selling at \$5.50. Boston lettuce is \$1 cheaper. Beets have declined 25c. Twelve thousand bags of P.E.I. potatoes have arrived recently by boat. Red onions are scarce. There are lots of local stuff.

Mushrooms, lb.	0 75
Cucumbers, dozen	2 5J
New carrots, doz.	1 0J
Tomatoes, crate	4 50
Leeks, dozen	1 50
Paranipe, bag	1 10
Green peas, basket	5 0J
Asparagus, doz.	3 50 4 0J
Cauliflowers, doz.	4 00
Fennel, doz.	0 75
Sage, per doz.	0 60
Savory, per doz.	0 50
Celery, doz.	1 25 50
Water cress, large bunch, per bunch doz.	0 75
Spinach, barrel	2 50 3 00
Green peppers, crate	3 50
Beets, bag	1 25
Carrots, bag	1 25
Lettuce, early	0 40
Lettuce, Boston, box	2 0J
Radishes, doz.	0 40
Horse radish, per lb.	0 15
Montreal potatoes, bag	1 10
New Brunswick potatoes	1 30
New potatoes	0 04
P. E. I. potatoes, bag	1 5J
New potatoes bbl.	5 5J
Onions large bag, lb.	0 34
" Egyptian	0 24
Turnips, bag	0 60 0 7J
String beans, basket	3 50
New cabbage, crate	1 60 1 75
Shallots, doz. bunches	0 0J 0 10

FISH—All kinds of fish are plentiful now. Fresh halibut is arriving freely, likewise haddock and cod. Lake fish are coming along more freely, and a depreciation in values is a possibility. Demand for oysters is quiet now.

FRESH

Haddock, per lb.	0 04 0 76
" fancy shore, per lb.	0 05 0 07
Steak cod, per lb.	0 06
Grass pike, round	0 08
Halibut, per lb.	0 07
Round perch, per lb.	0 05
Dressed bu. heads (Barbotte), per lb.	0 03 0 10
Bluefish, per lb.	0 16
Sea bass, per lb.	0 13
Striped bass, per lb.	0 14
B. C. salmon, new, per lb.	0 18 0 20
Roe shad, each	0 90
Buck shad, each	0 50
Shad herring, large, each	0 02
Brook trout	0 25
Flounders	0 09 0 10

SMOKED

Haddies, 15 lb. box, per lb.	0 07 0 07J
Kipper herring, per box	1 0
Large haddies, per box	1 1
Smoked herring, small boxes	0 08
Smoke salmon, small boxes, per lb.	0 25

SHELL FISH

Select bulk oysters, per gal.	1 50
" Sealight" se. oysters, per gal.	1 90
Live lobsters, per lb.	0 15
Boiled lobsters, per lb.	0 17

FROZEN

Market cod, per lb.	0 03
Steak cod, per lb.	0 05
Halibut, per lb.	0 09
B. C. salmon, red, per lb.	0 09
Qualla salmon, per lb.	0 08
Fall salmon, per lb.	0 07
Grass pike, dressed, per lb.	0 03
Dore, round, winter caught, per lb.	0 08
Large whitefish, per lb.	0 09
Small "	0 06
Lake trout, per lb.	0 10
Mackerel, round per lb.	0 10
Large frozen herring, per 100.	1 5J
(Weigh 55 to 65 lbs. per 100 fish).	

SALTED AND PICKLED

Labra lor herrings, barrel	5 70
Labrador salmon, half brls.	9 00
B. C. salmon, half brls.	9 00
No. 1 mackerel brls.	1 75
Small green cod, per lb.	0 02
Large "	0 03
Labrador sea trout, 1 brl.	12 50
Skinless cod, 100 lb. cases	5 25
Boneless cod, in block, 5, 6, 8, 9 cents per lb.	

TORONTO.

GREEN FRUITS—The supply of all kinds of fruit is quite sufficient to meet the demand. The California navels are keeping up in abundance but the quality shows that they are past their proper time. Pineapples are taking the lead, of which 20 carloads were handled last week. Two cars of strawberries were sold by one firm last week and this week they have ordered three. Apples are still on the market and choice stock brings as high as \$7.50 a barrel.

Apples, Spies	6 10 7 50
" Russets	3 10 4 10
" Baldwins	4 10 5 00
" Greenings	4 00 5 00
Oranges, Valencias, 420, ordinary	5 10
" 427, large	6 00
" 714	5 00
" California naves	2 50 3 55
" Mexican	2 10 2 10
" Palermo bloods, half cases	3 00
Lemons, Messina	2 75 3 25
Bananas	1 3 2 0
Grape Fruit, Florida, box	5 70 5 50
Pineapple, Florida, crate	2 25 2 50
Strawberries, Tennessee	1 18
Cherries, Cal	3 00 3 25

VEGETABLES—All kinds of vegetables, with the exception of tomatoes, are getting more plentiful. Such stuff as rhubarb, radish, onions and spinach are now coming in from our own gardeners. Cabbage arrived in abundance, and some of it is of inferior quality. Southern celery is practically off the market. Potatoes are firm.

Bee s. Canadian, oil, per bag	0 45 0 50
" Florida, new, per dozen	1 00 1 20
Paranips, per bag	0 75 0 80
Potatoes, Ontario, per bag	1 0 1 10
" sweet, hamper	2 50 2 15
" Bermuda, per bushel	2 00 2 05
" per barrel	7 40 7 55
Onions, Canadian, dried, bag	1 35 1 40
" Spanish, crate	5 0J 5 55
" Bermuda, per case	2 0 2 25
" Egyptian, per sack of 112 lbs.	3 50 3 75
Tomatoes, Florida	4 00 4 50
" small	1 50
Carrots, 1 per bag	0 45 0 50
" new, per bunch	1 50 1 20
Cabbage Florida, new	1 53 2 00
Celery, Florida, per half case	2 75 3 00
Turnips	0 35 0 40
Radishes, per dozen	0 40 0 45
Lettuce, per doz.	0 30 0 35
Spinach, per bushel	0 90
Spin ch, per barrel	2 75
Egg plant, per doz.	3 10
Green peppers, per doz.	1 50
Cucumbers, per hamper	2 00 2 25
Asparagus, per dozen	1 00 1 25
Green onions	0 08
Rhubarb	0 3J 0 35

FULL SUPPLIES OF Delaware Strawberries

are now coming
Forward

These will please you.

Also
Cucumbers, Beans, Wax and Green,
New Potatoes—Cabbage,
Tomatoes.

FRESH ARRIVALS DAILY.



25-27 CHURCH ST. - TORONTO

PACKED BY
Franc Tracuzzi
MESSINA,
ITALY

Franc Tracuzzi advises
that he is back at
Messina again

and **St. Nicholas** will be
Home Guard

packed
in possibly the largest and
most up-to-date Packing
House in Sicily.

AGENT:
J. J. McCabe
TORONTO

BETTER FRUIT CONDITIONS.

Cooling Stations for British Columbia Are Outcome of Conference.

Winnipeg, May 25.—A few days ago several local C.P.R. officials, including F. W. Peters, assistant to 2nd vice-president, and J. Lamigan, district freight traffic manager, attended a gathering of British Columbia fruit growers and government officials of that province, for the purpose of bettering the conditions of carrying British Columbia fruit, and in so doing aid the fruit growing industry of that province.

For some time there has been an unpleasant feeling existing between the fruit growers and the C.P.R. upon whom they depended to carry and distribute their produce over the greater part of Canada. It was agreed therefore to come together and put matters right for the benefit of all concerned.

The object of the meeting was realized and much to the advantage of the producers. They, however, came to understand that the C.P.R. were not so much to blame for the condition in which their fruit arrived on outer markets as was considered. The trouble has been that the fruit had not been properly cooled before it was enclosed in the refrigerator cars and sent en route for its destination. As a result the fruits, chiefly apples would shrink and spoil on the way and would not appear attractive on the retail market.

The delegates took steps to remedy this by deciding to build cooling plants in which to store the fruits before they were loaded for shipment. The C.P.R. will build a refrigerator car barge to run across the Okanagan Lake in British Columbia, in which fruit from the packers will be placed. Another cooling station will be built at the landing point in which the fruit will be stored before loading. In this way the fruits will not of necessity have to sit in open barges and docks exposed to the heat before they are subjected to the close refrigerator shipping car. The cooling barge and station will gradually prepare the fruit for the car which will preserve it from chilling and the resultant shrivelling.

The fruit growers and the government of the province agreed to co-operate in building similar cooling stations at the different shipping points.

This was the only issue discussed at the convention. When this difficulty is overcome it is thought that B. C. fruit could be landed on Canadian markets in as good condition as Washington fruits which are coming in and taking the place of Canadian produce to a certain extent. The duty and freight rate has been disadvantageous to the Washington fruits, yet these goods come in abundantly simply because they were landed in better condition.

CHARTER OBTAINED.

An Ontario charter has been granted to the Toronto Fruit, Produce and Provision Association creating Henry Watts Thorpe, James Thomas Madden; Andrew Gunn; William Holland Despard and John Joseph Fee, all of Toronto, and any others who have or may thereafter become subscribers to the Memorandum of Agreement of the Company, and their successors, respectively, a Corporation for the objects following:

(a) To secure a more intimate relation amongst themselves as produce and fruit merchants and the like; (b) To regulate business transactions; (c) To collect in a systematic manner reliable information and statistics relating to the produce and fruit trade, and the like and similar trades; (d) To aid in enforcing just and equitable rules and regulations in the conduct of business, and (e) To exchange information relating to credits and hold periodical meetings for the discussion of questions affecting the said or like or similar trade.

TO WATCH U. S. FRUIT.

There will be no special privileges given to United States fruit which is imported and distributed into Canada, according to J. A. Ruddick, Chief Dairy and Cold Storage Commissioner. By this time Mr. Ruddick has reached British Columbia, where he will visit the various fruit growing districts.

He has jurisdiction over the Fruit Marks Act. and intends to enforce it.

"I am aware," he says, "that it has been claimed that some of the provisions of the Fruit Marks act do not apply to imported fruit, but that is not our interpretation of it, and we have the opinion of the department of justice in support of this view. Of course we cannot go into the United States and compel packers to grade and mark their fruit according to the requirements of Canadian law, but we can and will insist on its being so graded and marked before it is distributed in this country. That puts the responsibility on the importer and the inspectors will see that the law is observed. It would be obviously unfair to both Canadian growers and consumers if American fruit was allowed to come in under special privileges."

It is likely that some additional inspectors will be appointed.

BIG STRAWBERRY CROP.

A despatch from Dover, Delaware, states that the strawberry season of 1909, which is expected to make some rich men out of poor farmers in Delaware, has opened. Never in the history of peninsular fruit growing have such luxurious berries hung from the vines. From \$750,000 to \$1,000,000 is the estimate placed on the crop of Delaware's

three counties alone. It is admitted, however, that the million dollar figure will only be realized in case good solid prices prevail throughout the season. The \$750,000 estimate allows an average of 3½ cents a quart for the ripened fruit.

THE QUALITY MAN IN BUSINESS.

By Edwin W. Moore, in System.

The hardest thing that I know of in selling is to show a customer that first cost is not last cost; to make him understand that while the price of some goods may be much lower in the beginning, they are almost invariably dearer in the end; to show him that almost always an article is worth just about what it costs; in short to impress him with the meaning of "quality."

No word in the vocabulary of business is more pregnant with significance than that one word "quality." You may apply it to goods, to service, to ability; this one truth is universally the same—no extravagant assertion of present advantage, no false logic of economy, can long make headway against downright merit in merchandise or men.

Who are the biggest men in the world to-day?

They are the men who have recognized the value of reaching the highest standard of efficiency, whether it be in the manufacture of a commodity or the rendering of a professional service. They may call themselves bankers, lawyers, engineers or ministers. As a matter of fact they are selling for themselves or someone else and the best salesman gets the highest price. They have stepped beyond the dividing line of quality that marks off the great from the mediocre. They know that the great salesman sells his commodity at his own price; the "medium good" man sells his at the customers' price.

True it is that the great are few, the mediocre many, but the few who have scored highest in the business game are the men who have built on "quality."

Highest price paid for
DRIED APPLES
O. E. ROBINSON & CO.
ESTABLISHED 1886
Ingersoll - Ontario
Would you like our Weekly Circular

SEASON 1908-9
Dried Apples
Shipments Solicited
Settlements Prompt
W. A. GIBB COMPANY
HAMILTON
JAMES SOMERVILLE, Manager

PINEAPPLES CHEAP
THE DAWSON COMMISSION CO., TORONTO
SEND US YOUR ORDERS.



THEY ARE DELICIOUS

The methods of catching, cleaning and canning Sardine Herring will bear the closest investigation. There is no brand that equals

BRUNSWICK BRAND SEA FOODS

When once your customers have tried them they become permanent patrons. Just try a tin yourself if you doubt the merit, delicacy and quality of our **SARDINES** in oil. Drop us a card and we will send you a tin to sample.

It is in your interest to do this. You will know then what we know—

THE BRUNSWICK BRAND IS A WINNER

CONNORS BROS., Limited, Black's Harbor, N.S.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.



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

Equally Good in All Flavors

You can depend upon the palatable, satisfying and enjoyable dessert contained in every package of

SHIRRIFF'S IMPERIAL JELLY

They make real jelly quick and are the favorites with the discerning and discriminating housewife. That's why it pays to handle them.

IMPERIAL EXTRACT CO., 18-22 Church St., Toronto, Canada



**THE IMPORTANCE OF
GOOD GROCERY FIXTURES
IS SECOND ONLY TO THAT OF
A WELL - SELECTED STOCK**



WALKER BIN FIXTURES will

**Build up a new business,
Put new life into a dead business and
Improve and make more profitable
the best grocery business in Canada.**

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

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Designers and Manufacturers of
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Something's Wrong**

When a grocer fails his reason is usually:
"bad accounts," or "couldn't collect." What's
the use of such talk, when there's away to
prevent the trouble?

**ALLISON
Coupon Books**

Enable the grocer to keep all credit customers
"under his thumb." And the best part of it is,
the customers like the plan. Allison Coupon
Books not only save many a dollar, but they
SAVE MANY A BUSINESS.

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 ev. rywhere
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For Sale by the Jobbing Trade Everywhere.
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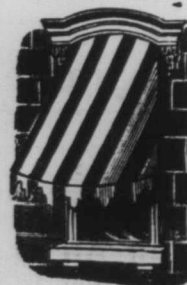
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may have a bunch or bruise on his
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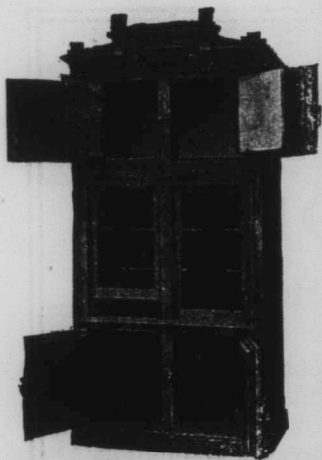
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He will gladly tell you just about
what the cost of a nice awning would
be. He'll tell you, too, how it will
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Drop him a line. He won't mind
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A leader for half a century, it is not an experiment but an assured success. We guarantee it to have a perfect circulation of dry, cold air which

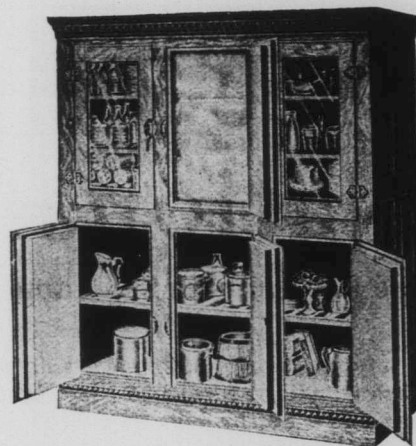
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That's real economy. The Arctic is built in a number of attractive styles and sizes suitable for any business or household.

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RYAN BROS., Agents Western Provinces.

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PLEASED!!!

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MODEL REFRIGERATORS

There are no better Refrigerators for your business than these, will cut your ice bills in two and will prove a time and labor saver as well as an up-to-date attraction for your store.

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They are the
Fastest Grinders
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Ask any wholesale grocer, tea and coffee house or jobber for prices

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

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

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

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10 Front St. East.
Toronto, Ont.

Gentlemen:

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

Miles from Toronto.	Number of subs.	Mark X
25 to 50	3	
51 100	5	
101 150	7	
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201 250	11	
251 300	13	
301 350	15	
351 400	17	
401 450	19	
451 500	21	
501 600	23	
601 700	25	
701 800	28	
801 900	31	
901 1000	34	
1001 1100	37	
1101 1200	40	
1201 1300	43	
1301 1400	47	
1401 1500	50	
1501 1600	53	
1601 1700	56	
1701 1800	59	
1801 1900	63	
1901 2000	66	
2001 2250	72	
2251 2500	80	
2501 2750	89	
2751 3000	97	

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My Ticket to be Via: _____

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

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1-lb. ti
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Case
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.
M
BA
PO
Clevel
Barrel
Crown
1 lb. ti
1 lb.
1 lb.
WHITE
White
1-lb.
1-lb.
1-lb.
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W. H. GILLARD & CO.

Diamond	1-lb. tins, 3 doz. in case	\$2 00
	1-lb. tins, 2 " "	1 25
	1-lb. tins, 4 " "	0 75
IMPERIAL BAKING POWDER.		
Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	12-oz.	1 75
1-doz.	12-oz.	3 50
2-doz.	12-oz.	3 40
1-doz.	2 1/2 lb.	10 50
1-doz.	5 lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	5 " "	0 75
4 " "	12 " "	0 95
2 " "	12 " "	1 45
2 " "	18 " "	1 65
2 " "	18 " "	1 70
1 " "	2 1/2 lb.	4 10
1 " "	5 " "	7 90
2 " "	6-oz.	Per case
1 " "	12 " "	\$4 55



ROYAL BAKING POWDER

Royal-Dime	Per Doz.
1 lb.	1 40
1 lb.	1 95
1 lb.	2 55
1 lb.	3 85
1 lb.	4 90
1 lb.	13 50
1 lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cleveland's—Dime	Per Doz.
1 lb.	1 33
1 lb.	1 90
1 lb.	4 45
1 lb.	3 70
1 lb.	4 65
1 lb.	13 30
1 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

CROWN BRAND.

1 lb. tins, 3 doz. in case	\$1 30
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Baking Powder—	
1-lb. tins, 3-doz. in case, per doz.	2 00
1-lb. " " " "	1 " "
1-lb. " " " "	0 8 " "

Blue.

Keep's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillet's Mammoth, 1/2 gross boxes	2 00

Cereals

H-O. COMPANY ROCHESTER, N.Y.	
Per case.	Per case.
Force, 36s.	\$1 50
Korn-Kinks, 3's, 1.45	3 10
Presto, 36s.	3 40
Pancake, 36s.	3 50
Tapioca, 36s.	2 85
Hominy, 36s.	2 50

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00	
The King's Food, 2-doz. in case, per case, \$4.50	
White Swan Barley Cereals, per doz., \$1.	
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.	
White Swan Self-rising Pancake Flour, per doz., \$1.00.	
White Swan Wheat Kernels, per doz., \$1.40.	
White Swan Flaked Rice, per doz., \$1.	
White Swan Flaked Peas, per doz., \$1.	

Chocolate and Cocoa.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb. tins, per doz.	\$1 70
Perfection, 1-lb. per doz.	2 40
Perfection, 1-lb. per doz	1 30
Perfection, 10c size	0 90
5-lb. tins	
per lb.	0 37
Solu le, bulk, No. 1, per lb.	0 30
Solu le, bulk, No. 2, per lb.	0 18
London Pearl, per lb.	0 22
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate—	
Plain Rock, 1/2's & 1/4's, cakes, 12-lb. boxes	0 38

Perfection chocolate, 50c size, 2 dozen boxes, per dozen	1 80
Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen	0 90

Sweet Chocolate—	
Queen's Dessert, 1/2's and 1/4's, 12-lb. boxes, per lb.	\$0 40
Queen's Dessert, 1/2's, 12-lb. boxes, per lb.	0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 30
Parisian, 8's	0 30
Royal Navy, 1/2's, boxes, per lb.	0 30
Diamond, 7's, 12-lb. boxes, per lb.	0 24
" 8's	0 28

Ingredients for cake—	
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., 1/2-doz. in box, per dozen	\$0 90

Confections—	Per lb.
Milk chocolate wafers, 5-lb. boxes	0 35
Maple buds, 5-lb. boxes	0 36
Chocolate wafers, No. 1, 5-lb. boxes	0 30
Chocolate wafers, No. 2, " "	0 25
Nonpareil wafers No. 1, " "	0 30
Nonpareil wafers, No. 2, " "	0 25
Chocolate ginger, 5-lb. boxes	0 30
Milk chocolate, 5c bundles, per box	1 35
Milk chocolate, 5c cakes, per box	1 38

BENSCHDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
10c. tins, 4 doz. to case	\$ 90
" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

EPPE'S.

Agents, O. E. Colson & Son, Montreal.	
In 1/2, 1 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN F. MOTT & CO.'S.	
R. S. McIndoe, Agent Toronto,	
Arthur M. Loucks, Ottawa,	
J. A. Taylor, Montreal,	
Jos. E. Huxley, Winnipeg,	
R. J. Bedington & Co., Calgary, Alta.	
Standard Brokerage Co., Vancouver, B.C.	

Elite, 10c size (for cooking), doz.	0 90
Prepared cocoa, 1/2's 0 28	
Prepared 1/4's	0 28

Mott's breakfast cocoa, 10c. size	90 per dz.
" breakfast cocoa, 1/2's	0 38
" " " " " "	0 38
" No. 1 chocolate, 1/2's	0 32
" Navy " " "	0 29
" Vanilla sticks, per gross	1 00
" Diamond chocolate, 1/2's	0 24
" Plain choice chocolate liquors	0 32
" Sweet Chocolate Coatings	0 20

WALTER BAKER & CO., LIMITED.	Per lb.
Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 1/2-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 35
Auto Sweet chocolate, 1-5 lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 34
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cocoanut.

CANADIAN COCOANUT CO., MONTREAL.	
Packages—5c, 10c, 20 and 40c. packages packed in 15 lb. and 30 lb. cases.	Per lb.
1 lb. packages	0 26
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 lb. packages assorted	0 26 1/2
1/2 and 1 lb. " "	0 27 1/2
1/2 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " "	0 28
1 lb. " " in 5, 10, 15 lb. cases	0 30
Bulk—	
In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails. Tins Bbls.
Best Shredded	0 18
Special Shred	0 17
Ribbon	0 19
Macaroon	0 17
Decicated	0 16
White Moss in 5 and 10 lb. square tins, 21c.	

WHITE SWAN SPICES AND CEREALS LTD.	
White Swan Cocoanut—	
Featherstrip, pails	0 18
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.	
Wm. H. Dunn, Agent, Montreal & Toronto.	
Cases. Doz.	
"Eagle" brand (4 doz.)	\$6 00 \$1 50
"Gold Seal" brand (4 doz.)	5 00 1 25
"Challenge" brand (4 doz.)	4 00 1 00
Evaporated Cream—	
"Peerless" brand evap. cream	4 70 1 20
hotel size	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.	
"Jersey" brand evaporated cream per case (4 doz.)	\$4 00
"Reindeer" brand per case (4 doz.)	5 10



Coffees.

EBY BLAIN CO. LIMITED.	
Standard Coffees.	
Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 25
Fancy Bourbon	0 22
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
ground	0 17 1/2
Golden Rio	0 14
Package Coffees	
Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18
THOS. J. LIPTON retail wholesale	
Lipton's "Special" blend	
1 coffee, 1 lb. tins, ground or whole	0 40 0 30

JAMES TURNER & CO.	Per lb.
Mocha	\$0 32
Damascus	0 28
Cairo	0 20
Sirdar	0 17
Old Dutch Rio	0 12 1/2
PATTERSON'S "CAMP" COFFEE ESSENCE	
Agents, Rose & Ladame, Montreal and Toronto.	
5 oz. bottles, 4 doz., per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 " "	6 50
Imp. 1 " "	9 00



WHITE SWAN SPICES AND CEREALS LTD.	
White Swan Blend.	
1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins	
30c. lb.	
Mo-Ja, 1-lb. tins	
28c. lb.	
Mo-Ja, 2-lb. tins	
28c. lb.	

Cafe des Epicures—1-lb. far of glass jars, per doz., \$3.80.	
Cafe l'Aromatique—1-lb. amber glass jars, per doz., \$4.	
Presentation, with 3 tumblers, \$11 per doz.	

THOMAS WOOD & CO.	
"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 30

Cheese.—1	
Large size jars, per doz.	\$8 25
Medium size jars, " "	4 50
Small size jars, " "	2 40

Individual size jars.

per doz.	1 00
Imperial holder—	
Large size, doz.	18 00
Med. size " "	17 00
Small size " "	12 00
Roquefort—	
Large size, doz.	2 40
Small size, " "	1 40



Confections

THE COWAN CO., LTD.	
Cream Bars, 60's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
100 cakes, 36 in box	2 35
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1/2-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD

Imperial Peanut Butter "Boba," the Perfect Confectionery.	
Large size, cases, 25 cartons	\$3.50 each
Small " " " "	3.60 " "
Assorted, cases, 25 small, 12 large	3.55 " "
Net 30 days.	

Coupon Books—Allison's.	
For sale in Canada by The Eby Blain Co. Ltd. Toronto. C. O. Beauchemin & Fils. Montreal \$2, \$3, \$5, \$10, \$15 and \$20.	
All same price one size or assorted.	

UN-NUMBERED	
Under 100 books	each 04
100 books and over	each 03
500 books to 1000 books	each 03
For numbering cover and each coupon, extra per book 1/2 cent.	

Cleaner.	Per doz.
4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

Wholesale Agent: The Davidson & Hay, Limited, Toronto

Extract of Beef.	
LAPORTE, MARTIN & CIE, LTD.	
"Vita" Pasteurized Extract of Beef, Per case. Bottles 1-oz., case of 2 doz.	\$3 20
" " " " " "	3 00
" " " " " "	4 50
" " " " " "	4 75
" " " " " "	9 00

THOMAS J. LIPTON
Prices on application.

Infants' Food.	
Rob noon's patent barley 1-lb. tins	\$1 25
" " " " " "	1 10
" " " " " "	1 10
" " " " " "	1 10

"Mephisto" and "Purity" Canned Lobsters.



Flavoring Extracts	
SHIRRIFF'S	
1 oz. (all flavors), doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	3 00
5 " " " "	3 75
6 " " " "	5 50
16 " " " "	10 00
52 " " " "	18 00

Discounts on application.

Jams and Jellies.	
BATGER'S WHOLE FRUIT STRAWBERRY JAM	
Agents, Rose & Ladame, Montreal and Toronto.	
1-lb. glass jar, screw top, 4 doz., per doz	2 20
THOMAS J. LIPTON	
Prices on application.	

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	per lb. 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 6 pails in crate, per lb.	0 08 1/2
30-lb. wood pails	0 07 1/2



ALWAYS RIGHT. SUN PASTE Stove Polish is just right every time you sell it and the boxes are always filled full. You have no complaints coming after you pass it over your counter. Why not make friends for yourself as well as for us by selling the stove polish which always pleases the housekeeper? That's SUN PASTE. Just push it and see them come back for more.

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

Beyond all Doubt

It's the most widely known, easiest applied, quickest in results and rapid selling of any

SHOE POLISH

THE F. F. DALLEY CO. LIMITED

2 in 1



More people buy it

than they do any other kind, because it's the best liked and most widely advertised of any

SHOE POLISH

Hamilton, Ontario

Buffalo, New York



SELL
Royal Metal Polishes
NOW

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

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

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL

AGENTS: Ottawa—General Supply Co. of Canada Ltd. Winnipeg—H. W. Glasco & Co. Vancouver—Wm. Friesen & Son. Halifax—J. C. Calder. Sherbrooke—E. H. Bowen. And all dealers.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

Any Boy who has One Cent can Turn it Into Ten Dollars

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. SO CAN YOU.

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

The MacLean Publishing Co., 10 Front Street East, Toronto

Once a User, Always One



Absolute Purity

That's the tale of all customers who buy the

E.D.S. BRAND OF JELLIES AND JAMS

They have a reputation and recognition that

Creates a Permanent Patronage

AGENTS

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

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

50-lb. wood pails..... Per lb 0 062
Pure assorted jam, 1-lb. glass jars, 2 doz in case..... 1 75

Jelly Powders



Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case, Contains 4 doz \$3.60
Assorted Case, Contains 2 doz \$1.80
Lemon (Straight) Contains 2 doz \$1.80
Orange (Straight) Contains 2 doz \$1.80
Raspberry (Straight) Contains 2 doz \$1.80
Strawberry (Straight) Contains 2 doz \$1.80
Chocolate (Straight) Contains 2 doz \$1.80
Cherry (Straight) Contains 2 doz \$1.80
Peach (Straight) Contains 2 doz \$1.80
Weight 7 lbs. to case Freight rate, 8d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... 5 25
Five cases, or over..... 5 15



THE ROBERT GREG COMPANY.

White Swan, 15 flavors, 1 doz. in handsome counter carton, per doz., 90c.



List price
"Shirriff's" (all flavors), per doz. 0
Discounts on application.

Lard.

M. E. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.

Tierces....\$0 104
1-bbls.... 0 104
Tubs, 60 lbs. 0 104
20-lb. Pails. 2 20
20-lb. tins. 2 10
Cases 3-lb. 0 114
" 5-lb. 0 104
" 10-lb. 0 104



F.O.B. Montreal.



GUNNS "EASIFIRST" LARD COMPOUND.

Tierces... 0 14
Tubs... 0 104
20-lb. pails. 0 11
20-lb. tins. 0 104
10-lb. " 0 114
5-lb. " 0 114
3-lb. " 0 114

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper... per lb. 80 40
Fancy boxes (16 or 50 sticks)... per box 1 25
" Ringed " 5-lb. boxes... per lb. 0 48
" Acme " pellets, 5-lb. cans... per can 2 08
" " (fancy boxes 40) per box 1 50
Tar Licorice and Tolu wafers, 5-lb. cans... per can 2 83

Licorice lozenges, 1-lb. glass jars... 1 75
" " 20-lb. cans... 1 50
" " Licorice 10 sticks... 1 45
" " 100 sticks... 0 75
Dulo licorice sticks, 100 in box... ..

Lye (Concentrated)

GILBERT'S PERFUMED. Per case
1 case of 4 dozen..... \$3 50
2 cases of 4 dozen..... 3 50
4 cases or more..... 3 40

Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case... per doz \$1 00
16-oz. glass jars, 2 doz. in case " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Pint Sealers (24 oz.), 1 doz in case, per dozen..... 2 00

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz... 1 55
2-lb. " " " 2 20
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON

Prices on application



SPRATT'S PRICE LIST

Mixed Bird Seeds, 1-lb. pkts., 3 dozen cases per box... \$0 85
Parrot Food, 1-lb. pkts., 1 doz cartons 1 45
Parrot Food, 2-lb. pkts. " " " 0 35
Bird Cage Sand, about 1 1/2-lb. bags, 1 gross cases..... 0 30
Bird Cage Grit, about 1 1/2-lb. bags, 1 gross cases..... 0 30

Mince Meat

Wetley's condensed, per gross net... \$12 00
" " per case net... 3 70



ST. CHARLES CONDENSING CO.

PRICES:

St. Charles Cream-family size, per case..... \$4.70
Ditto, hotel, 4.90
Silver Cow Milk 5.00
Purity Milk... 4.70
Good Luck... 4.10

Mustard

COLMAN'S OR KEEN'S
D.S.F., 1-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... 2 50
" 1-lb. tins..... 5 00
Durham 4-lb. jar..... per jar 0 75
" 1-lb. jar..... 0 25
F.D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... 1 45

Olive Oil

LAFORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts. 24's..... 6 50
" 1-pt. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
1-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75
THOMAS J. LIPTON
Prices on application

Soda

COO BRAND



Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1/2-lb. containing 30 1-lb. and 60 1/2-lb. pkgs., per box \$3.00

Case of 50 pkgs. containing 96 pkgs. per box, \$3.00
MAGIC BRAND Per case
No. 1, cases 60 1-lb. packages..... \$ 2 75
No. 2, " 120 1-lb. " " " 2 75
No. 3, " 30 1-lb. " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkg
1 case..... 2 7
5 cases..... 2 7

Sell Seeds That Feed—
SPRATT'S
 MIXED
BIRD SEEDS

SPRATT'S PATENT, Ltd., LONDON, ENG.

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.

MONTREAL—13 St. Therese St., St. Gabriel's.

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 Tap Hole"
 "Bottom Like The Top"

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, . . . Ontario

**If the Merit
 Wasn't There**

We couldn't in a thousand years sell the salmon we have under the **QUAKER BRAND**.

It's because of the undeniable and consistent high quality of the brand that "**QUAKER**" has stood for **THE BEST** in salmon for years.

Your own interests demand that you sell the best Salmon—**QUAKER BRAND**

Mathewson's Sons

Wholesale Grocers

202 McGill Street . . . Montreal

FREQUENCY OF SAILINGS

Every twelfth day a Pickford and Black steamer leaves Halifax for Bermuda, The British West Indies and Demerara, and is away thirty-eight days. A delightful trip for moderate cost. Write us.

PICKFORD & BLACK
 HALIFAX

Oakey's The original and only Genuine Preparation for Cleaning Cutlery, Ed. and Ia. Canisters
'WELLINGTON' KNIFE POLISH

JOHN Oakey & Sons, Limited
 Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
 MONTREAL.

To
Brokers and Manufacturers' Agents

—Your business card on this page will keep
 —your name and field of operations before
 —Manufacturers, Importers and others
 —looking for responsible representatives.
 It costs you little and means much to you if you are looking for agencies.

Write for particulars to

THE CANADIAN GROCER
 Montreal Toronto Winnipeg

SALT

Ample Stocks
Prompt Attention to
Orders

Best Value

VERRET, STEWART & CO.
LIMITED
MONTREAL

Canned Fruits

The quality of

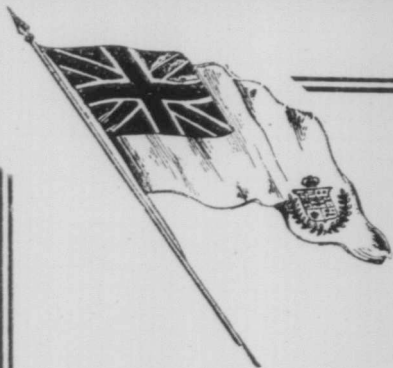
WETHEY'S
LAUREL
BRAND

speaks for itself.

Do not buy without consulting us.

Get our prices.

J. H. Wethey, Ltd.
ST. CATHARINES, ONT.



Future Canned Goods

See Us Before Buying. It Will Pay You.

RICE

Some Good Values.

COFFEE

Our Sales of Empire Brand Were Never as Large.
Not Cheap but the Best.

SEE OUR TRAVELLERS OR WRITE US RE SPECIAL
COFFEE OFFER.

GEO. E. BRISTOL & CO.

Wholesale Grocers

Hamilton,

Ontario

Empire Brand

4

Free Phones

Use them freely

C

Montreal:

VOL. J



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