

CANADIAN GROCER

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

Montreal: 232 McGill St.

Toronto: 10 Front St. East.

Winnipeg: 511 Union Bank Building.

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

VOL. XXIII.

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NO. 17.



It is a food—Sell it—

Robinson's Patent Barley

The grocers of Great Britain all sell it, it is right in their line—It is
a most healthful and nourishing food for young and old.

It pays you a good profit—

Write for sample and particulars to

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

Agents for the Dominion of Canada

Starch Sales

Your starch sales depend on three things

1. The quality of the goods.
2. Your customers' confidence in same.
3. Your own confidence and salesmanship with such brands as

**Edwardsburg "Silver Gloss" Starch
and Benson's "Prepared Corn"**

(Canada's oldest and best advertised brands)

ALL THREE REQUISITES ARE FULFILLED

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

Front St. East, Toronto, Ont.

Works, Cardinal, Ont.

164 St. James St., Montreal



A profit to be good must be sure. Sure profits are made only on goods that have a sure sale.



Quality is essential to make sales sure. In the manufacture of Imperial Products quality is the first consideration.



MacLaren Imperial Cheese Co., Ltd., Head Office TORONTO



AT

Asparagus

AT POPULAR PRICES

GRIFFIN-SKELLEY CO. are packing this season the **Choicest** California Asparagus, grown in their own beds.

THE ONLY ONES who can pack finest flavored are those who do so right where the Asparagus is grown. These beds were laid down two years ago and nothing finer can be produced.

AT SUCH PRICES as G. & S. Asparagus can be sold at, everyone can enjoy this delicious article.

ORDER NOW for Fall delivery.

Arthur P. Tippet & Co., Agents

8 Place Royale
Montreal

84 Victoria Street
Toronto

STOWER'S LIME JUICE CORDIAL



Order Now
and be
in Time

Popular
Profitable
Palatable

NO MUSTY FLAVOUR

Supplied to all the Royal Palaces for the use of
HIS MAJESTY KING EDWARD

Arthur P. Tippet & Co.

General Agents



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

<p>THE MAN ON THE SPOT "There is many a slip between the enquiry and the reply." The man on the spot gets the order—That's me. FACE TO FACE BUSINESS G. WALLACE WEESE Manufacturers' Representative. Hamilton, Can. Offices, Myles' Fireproof Storage Warehouse. Write Me To-day.</p>	<p>D. McL. DROPHY 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>T. A. MACNAB & CO. ST. JOHN'S, NFD. MANUFACTURERS' AGENTS and COMMISSION MERCHANTS Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's. Codes: A, B, C, 5th edition, and private.</p>	<p>MacLaren Imperial Cheese Co. Limited AGENCY DEPARTMENT Agents for Grocers' Specialties and Wholesale Grocers 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>W. S. CLAWSON & CO. Manufacturers' Agents and Grocery Brokers. Warehousemen ST. JOHN, N.B. Open for a few more first-class lines</p>	<p>Wholesale Grocery Brokers and Manufacturers' Agents Connection with Jobbing Trade of Toronto, Hamilton and London. Foreign and Domestic Agencies Solicited. Best of Storage Accommodation. LIND BROKERAGE CO. 23 Scott Street Toronto</p>
<p>Snowdon & Snowdon MANUFACTURERS' AGENTS and BROKERS Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited. Address 23 Burton Ave., Westmount, MONTREAL</p>	<p>Finest Storage in Toronto. Our own warehouse. Lowest possible rates. Also lowest insurance rates. W. H. MILLMAN & SONS GROCERY BROKERS 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. C. & J. JONES WHOLESALE BROKERS MANUFACTURERS' AGENTS AND IMPORTERS. 62 Scott Block - WINNIPEG, Man. Domestic Agencies Solicited. Good Storage Facilities.</p>

Canned STRAWBERRIES

"Prosperity" Brand

Packed in
Sanitary Cans

Selected
Fruit

TWO MORE

ONLY—
\$1.50 PER
DOZEN

Canned CHERRIES

"Kitchener" Brand PITTED

Full pack, selected fruit, very choice

EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO

A GOOD LINE



CATCH OF THE SEASON

We shall be pleased to send you full particulars
on application to

RAM LAL'S PURE TEA CO., Limited

266 ST. PAUL STREET, - MONTREAL, P.Q.

WATSON & TRUESDALE

(Successors to Stuart, Watson & Co.)

Wholesale Commission Brokers and
Manufacturers' Agents.

WINNIPEG, - - - MAN.

Domestic and Foreign Agencies Solicited.

HALIFAX

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.

SASKATOON

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Ware-
housed and Forwarded, Warehouse on Transfer
Track. Business Solicited.

PHONE 159 SASKATOON,
P.O. BOX 257. Western Canada



No Odor

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

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

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

THE PEOPLE OF
JAMAICA

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

KINGSTON
"GLEANER"

might bring inquiries. Better
write for rates to

I. C. STEWART, Halifax

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.

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



is without a peer in the
Canadian market.

No tea is more exten-
sively advertised or better
known.

Good tea is a magnet
which always draws trade.

Ridgeway'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 mer-
chants for the merchants. In procuring, verifying and
promulgating information no effort is spared, and no
reasonable expense considered too great, that the result
may justify its claims as an authority on all matters affect-
ing 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 manufac-
turing concerns, and by responsible and worthy financial,
fiduciary and business corporations. Specific terms may be
obtained by addressing the Company at any of its offices.
Correspondence Invited.

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

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

—OFFICES IN CANADA—

THOS. IRVING, General Manager
Western Canada, Toronto

Scarcity of French Sardines

French catch has been so short and prices so high in past years and the goods usually quite unobtainable after season's pack completed (the packers having advance orders for much larger quantities than the total pack), that many grocers have ceased to stock French Sardines and supply smoked **Sprats**, dubbed "Norwegian Sardines," which may be some relief from the rank class of Portuguese bought to retail at 10c., but can never be acceptable to people accustomed to French **Sardines**.

We offer and have the **goods on spot**

Henri Martiny, 1/4s 8-12 at 10c.

Jules Talence, 1/4s 16-18 at 10c.

and shall be pleased to send samples to any retail firm on demand, and to execute promptly any orders sent to us direct or through any wholesale firm in Canada. In either case the goods will be billed and shipped by a wholesale firm.

J. L. Watt & Scott, Toronto
Agents for Packers

We are Salesmen Not Order Takers

We are a commission firm introducing specialties to the grocery trade.

We have a staff of specialty men whose business it is to do this.

If you appoint us as your representatives it will not be necessary for you to send your own specialty men to introduce your goods.

We can do this for you and save you money.

We have our own large warehouse and can store big consignments.

We can handle one or two more good lines.

Why not yours throughout the Great West?

RICHARDS & BROWN

Wholesale Commission Merchants

314 ROSS AVENUE

WINNIPEG, MAN.

**The Best you can Purchase
Giving Fair Margin of Profit
You Turn Them Over Promptly**

Mr. Grocer! this is what

**The
Old Homestead Brand**

of canned goods does.

Our factory is complete, modern and sanitary throughout. We obtain the finest, choicest and richest products raised in the famously fertile county of Prince Edward. Our processing methods and equipment are unexcelled and in our products all the flavor, taste and nutriment of the vegetables and fruit is preserved. What more could you ask?

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

The Old Homestead Canning Co.

Picton

Ontario

Making the Customers Come Back

That's just what

"Pride of Niagara Falls" Brand Canned Goods

have been doing this Season

They'll keep on doing it. It's all owing to the quality and methods employed in the most modern and sanitary factory in Canada. We have on hand

Select Hand Picked Tomatoes Refugee Wax Beans

These are not cheap goods but THE BEST. Can be obtained through the following agents:

Eby-Blain, Limited, Toronto.

Frank L. Benedict & Co., Montreal

F. H. Wiley, Winnipeg, Western Agent.

"PEERLESS" Brand Canned Goods

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

Put up by the Beamsville Preserving Co., Limited.

SOLE DISTRIBUTORS:

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



Tilbury Brand Tomato Catsup

made in Canada's best equipped Canning Factory

A Strictly High Grade Catsup
at a Standard Grade Price

A Trade Winner

Selling Agents :

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

RYAN BROS., 147 Bannatyne Avenue, Winnipeg.

The Tilbury Canning Company, Limited, Tilbury, Ont.

Unequaled in Quality
and a Producer of Permanent Profit

QUAKER Canned Goods

THE BLOOMFIELD PACKING CO.

BLOOMFIELD,

ONT.

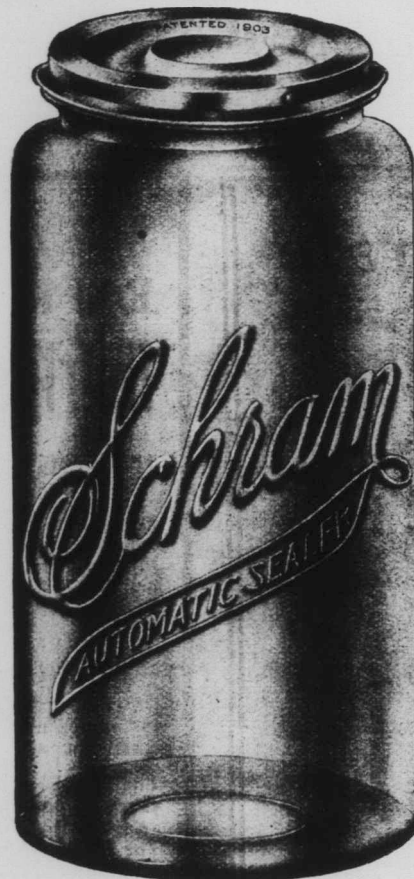
Satisfy Your Customers

Buy the **Schram Automatic**
Fruit Jar The New Sealer
at the Old Price

BE SURE THAT THE TRADE MARK IS ON THE JAR

Buy from the Manufacturer who helps you sell his goods by persistent advertising.

Would you like to get some expert and clever advertisements of Schram Sealers for use in your local newspaper? Just send us a post card and we will send you a set of cuts free.



Special Features in
our 1909 Model:—

- Easy to seal.
- Easy to open.
- Wide mouth.
- Clear Crystal glass.
- No leakage.
- No rubber bands.
- Sanitary.
- Every jar perfect.

REGISTERED TRADE MARK

Fifty Million in use and not a complaint

New Caps and Rubber complete retail at 15c. per dozen

IF YOUR JOBBER CANNOT SUPPLY YOU,
WRITE US AT ONCE

Schram Automatic Sealer Co. of Canada
LIMITED

WATERLOO, CANADA

DAVIDSON & HAY, LTD., TORONTO, Wholesale Distributors

Marshmallow Chocolate
Bourdeaux “
Whipped Cream “
Maple Walnut “
Butter Scotch

A few of our specialties which are put up in packages to retail at **10c. each.**

We make them right, so as to create a demand for them; we pack them right, so that there is never any complaint from your customers.

Delicately flavored and never weary the taste. Will revive your business during the dull season.

There is good business and good profit to be made handling this line of package goods.

Superior Quality, and the Prices Are Right.

We solicit your enquiries and give same prompt attention.

The MONTREAL BISCUIT CO., MONTREAL

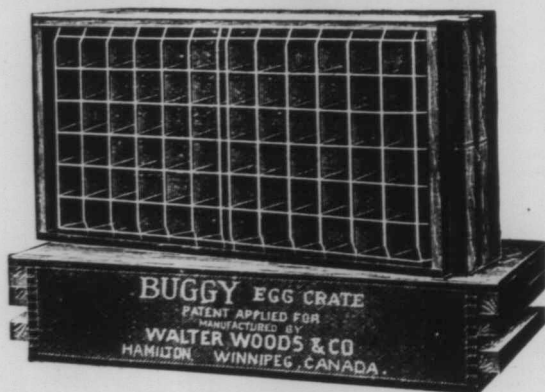
Manufacturers of Biscuits and Candy

EBY-BLAIN, LTD., Wholesale Grocers, Toronto, Ont.,

carry a full line of these goods.

Ask their salesmen for particulars.

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

HAVE YOU AN

EUREKA Refrigerator

IN YOUR STORE?

Orders are coming in rapidly from grocers, restaurants, florists, meat merchants, etc. The style shown here is No. 014, 14 and 15.

The EUREKA patent dry air circulation is unequalled.

Perishable goods are bound to spoil in a refrigerator when the air is stagnant.

The EUREKA patented system is the result of twenty-five years devoted exclusively to building refrigerators and in an EUREKA there is not a square inch of stagnant air. The EUREKA is extremely easy on ice and will preserve all kinds of foodstuffs so that they retain their freshness and purity until sold. Our catalogue will tell you much more of the superiority of our product—yours for the asking.

EUREKA REFRIGERATOR COMPANY, LIMITED

54 and 56 NOBLE STREET, TORONTO, Canada

Near Queen Street Subway



DO YOU WANT

to buy or sell anything, to engage a clerk or secure a situation? Try a Condensed Ad. in The Canadian Grocer, it will bring results. Two cents per word for first insertion, one cent per word for each subsequent insertion. See page 69 for yearly rates.

Book-keeping Without Books

The Up-to-date Total Forwarding System

Over 50,000 in Use in the United States

It handles your accounts with only one writing.

It stops all forgetting to charge goods.

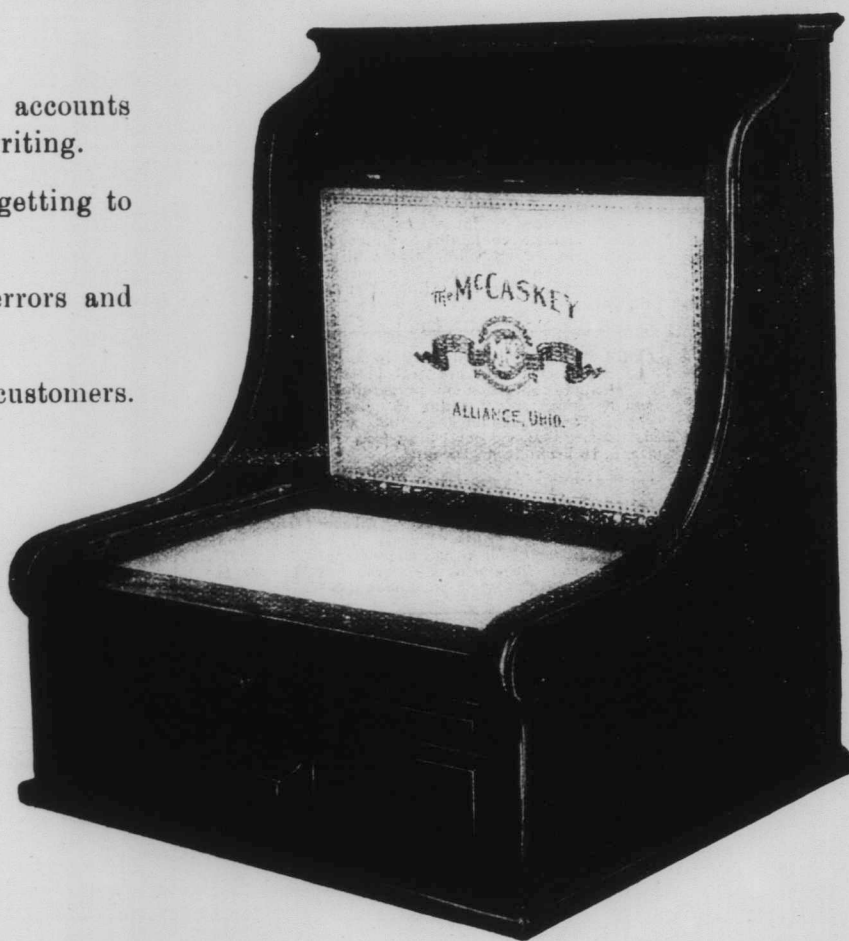
It eliminates errors and disputes.

It pleases your customers.

It draws new trade.

The greatest collector ever invented.

No night work copying and posting accounts.



It takes care of

Cash Sales,
Credit Sales,

Cash on
Account,

Produce and
Exchange
Sales,

C.O.D. Sales.

Gives you
COMPLETE
DETAILS
of your
business.

A Money Earner and Money Saver

MADE IN SIZES TO FIT YOUR BUSINESS

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

WRITE US FOR FURTHER INFORMATION

The McCaskey Register Company

Corner Hughson and Rebecca Streets

Hamilton,

-

Canada

Classified Advertising

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

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

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

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

Yearly Contract Rates.

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

PERIODICALS.

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

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

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

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

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

DUPLICATING DEVICES.

IF INTERESTED in a Duplicating Machine for getting out circular letters, reports, price-lists, etc., or for printing various office forms, write for booklet and samples of work. The "**POLYGRAPH**" is the newest, latest and best and sells for a lower price than the others. Is unexcelled by any similar device on the market. **F. W. Tenney**, Canadian Sales Agent, Stair Building, 123 Bay Street, Room 116, Toronto, Canada.

SITUATIONS WANTED.

SALESMAN, with good connection among grocers, wholesale and retail, throughout Ontario, at present disengaged. Box 306, **CANADIAN GROCER**, Toronto. (17p)

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

AGENCIES WANTED.

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

BOOKS FOR THE GROCER.

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

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

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

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

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

THE GROCERS' MANUAL—New edition, enlarged and illustrated, 1188 pages. All about Groceries, Provisions, Fruits, Spices, Drysalteries, and Chandlery, their sources, varieties, manufacture, adulteration, &c. Specimen pages free. **W. Clowes & Sons, Ltd.**, 23 Cockspur St., London, S.W.

WANTED.

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

AGENT WANTED.

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

TRY A

Condensed Ad.

IN THE

Canadian Grocer

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)

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.

\$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.

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

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

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.

SITUATIONS VACANT.

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business.

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, "Donable." Codes—"A B C," fifth edition, Riverside and Adams

DAVID SCOTT & CO.

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

Try a business card in
The Canadian Grocer.

**BANISH
"BLUE MONDAY"**

**SELL
SUNNY MONDAY**

to customers and make them **YOUR** customers.

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

SUNNY MONDAY is made almost entirely from
vegetable oils with enough ammonia incorporated to
make it cleanse quickly and thoroughly, with less rubbing
than ordinary laundry soaps.

YOUR CUSTOMERS should try it
and avoid the aching backs which
cause "Blue Monday."

**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY**

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Batger's

Lime Juice Cordial

makes more and better lime
juice than any brand on the
market to-day. Your customer
will soon find this out.

If you don't sell her **BATGER'S**
some one else will.

Rose & Laflamme, Limited
Agents
MONTREAL and TORONTO

BATGER'S

Xmas Goods

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

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

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

Before Ordering. Await Our Representative or Write us.

Rose & Laflamme, Limited
Montreal and Toronto

JAPAN TEAS

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

S. T. NISHIMURA & CO.

MONTREAL and JAPAN



McLean's White Moss Cocoanut

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

YOU SELL IT!

The Canadian Cocoanut Co., Montreal

DRY GOODS REVIEW

10 Front St. East
TORONTO

Would You Know

More about general dry goods conditions; how to increase your net profits, by modern successful selling methods, by effective store advertising and by a thorough knowledge of the markets? The Dry Goods Review will tell you how. Published monthly. 130 to 230 pages.

Subscription, \$2.00 a year.
Sample copies, 25c.

**It sells
like Lightning**

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

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

R. Patterson & Sons, Ltd., Specialists, Glasgow

CAMP

COFFEE



The Best you can Sell

When you are disposing of **Sherriff's Imperial Extract** to a customer you are getting a good margin of profit, handling that which turns over quickly and out of which you can get your money. It helps to build up a paying trade, and holds it too. Remember that Sherriff's is superior to all.

**Imperial Extract Company, 18-22 Church Street
Toronto, Canada**

GUARANTEED ABSOLUTELY PURE

MASON'S

Reduced to sell at
15c per bottle

Prepared by
GEO. MASON
The Original, From
LONDON, ENGLAND

NUMBER ONE SAUCE

The **Mason, Miller Co.**
TORONTO, CANADA

Agents Wanted

PURITY SALT

Fine, Coarse, Table and Dairy.

"THE SALT THAT SATISFIES"

MANUFACTURED BY

The Western Salt Company, Limited

MOORETOWN, - ONTARIO

Write us for Samples and Prices.

ROWAT'S

still hold the Premier
Position for

**Imported Pickles
and Olives.**

Enquire of your wholesaler for our
New 12 oz. Bottle Pickles
which retails at 10c.

ROWAT & CO.
GLASGOW SCOTLAND

AGENTS IN CANADA :

Snowdon & Ebbitt, 325 Coristine Building, Montreal,
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F. K. Warren, Halifax, N.S.
F. H. Tippet & Co., St. John, N.B.
C. E. Jarvis & Co., Vancouver, B.C.



THE A1 SAUCE

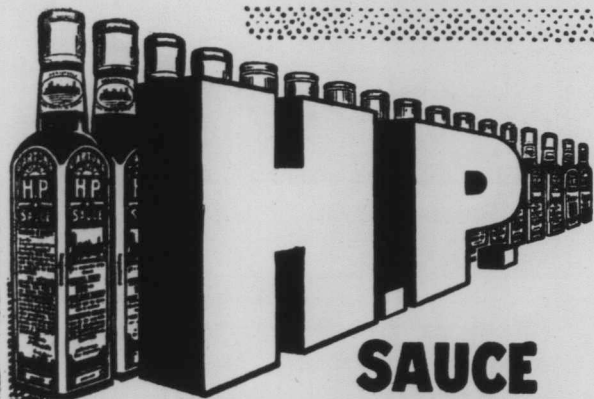
*A Fine Tonic and Digestive.
An Excellent Relish For
"FISH, FLESH or FOWL."*

*Simply A 1.
Pleases everyone.
The Public WILL have it.
Sold all over the world.*

For full particulars and prices write our Agents :

GENERAL AGENT—H. HUBBARD, 27 Common St., Montreal
THE WEIR SPECIALTY CO., 561-563 Yonge St., Toronto
J. READ, St. John, N.B.
R. T. TINN, 337 Hastings St. W., Vancouver, B.C.

BRAND & CO., LIMITED
Purveyors to H.M. the King, Mayfair Works, Vauxhall
LONDON - ENG.



SAUCE

ENGLAND'S MOST POPULAR SAUCE

H.P.'s Popularity as an ideal kitchen Sauce has reached Canada. The live "H.P." Canadian Advertising is creating a demand for YOU to supply.

The name "H.P." signifies "House of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

W. G. Patrick & Co., Toronto and Montreal.
Georgeson Co., Ltd., Calgary, Alberta.

R. B. Seaton & Co., Halifax, N.S.
Ellis & Co., Ltd., John's, N.F.
Kelly, Douglas & Co., Ltd., Vancouver, B.C.

MIDLAND VINEGAR CO., Ltd.

BIRMINGHAM AND LONDON, ENG.



The reason why so many grocers carry a full line of

Sterling Brand Pickles

in preference to other makes is because they sell so easy. If a customer buys once he is sure to come again for them. Order from your jobber or direct.

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

MASON'S O.K. SAUCE

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



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

Sole Canadian Agents:

S. T. Nishimura & Co.
MONTREAL

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

ESTABLISHED OVER 200 YEARS

CHAMPION'S

LONDON, ENGLAND

IS THE BEST VINEGAR

MADE FROM FINEST MALT

Commands a Preference Over All Others.

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Agent for Northwestern Provinces: W. H. Esott, 141 Bannatyne Ave. East, Winnipeg
Agent for New Brunswick: W. S. Clawson & Co., St. John

WE ARE OPEN TO DO BUSINESS ON EASY CONSIGNMENT TERMS. WRITE OUR AGENTS FOR PARTICULARS





BORDEN'S BRANDS



Two of them that lead the Condensed Milk trade of Canada
 "Eagle Brand" Condensed Milk and "Peerless Brand"
 Evaporated Cream.

Every Jobber in Canada

Arguments are good, but a trial order through your jobber will prove
 that buying Borden's Brands is a profitable business act.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

BANNER BRAND CONDENSED MILK



We want your trade
 and you will want our
 Condensed Milk after
 you have seen and
 tasted it—Get into
 touch with us.

—It's money for you.

John Malcolm & Son

ST. GEORGE, - - - - - ONTARIO



IMPERIAL EVAPORATED CREAM

Steady sales, repeat orders. These are
 the best criterion by which to judge the
 merit any line is awarded in the eyes of
 the consumer.

IMPERIAL BRAND EVAPORATED CREAM

is meeting with popular favor, judging
 by orders we are receiving. Do YOU
 sell it?

The Canadian Condensing Co.
 CHESTERVILLE, ONT.

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



Pure Milk is hard to obtain and Impure Milk is dangerous

Customers and citizens recognize this and are asking for what is guaranteed
 pure.

Canada First Evaporated Cream

It is sterilized. It is wholesome. It is unsweetened. It is digestible.

NO DEAD STOCK ON YOUR SHELVES

Manufactured by

AYLMER CONDENSED MILK CO., Limited

AYLMER, - ONTARIO

We Are Like The Quakers

in the matter of
"Particularity."

We want our Salmon
to be

QUAKER SALMON

in the matter of quality,
and we see that it is.

You Can Depend Upon It.

Mathewson's Sons

Wholesale Grocers

202 McGill Street - - Montreal

Grocers' Specialties

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

Ask for Quotations

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

Sanitary Cans

For Hand Filled Goods

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

Sanitary Enamel Lined Cans

For Color Fruits and Goods of Strong Acidity

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

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

Write for Samples

Sanitary Can Company, Ltd.

Niagara Falls, - - Ontario

DO YOU KNOW

That for 10 cents
you can supply your customers
with a quarter-pound
tin of

WHITE SWAN MUSTARD

which for
pungenoy and flavor

**IS UNEXCELLED
BY ANY HIGH CLASS MUSTARD
SOLD IN CANADA**

Shows you a profit of 33½%
and gives absolute satisfactlon

Packed 4 doz. to the case

**White Swan Spices and Cereals Limited
TORONTO**

THE CANADIAN GROCER.

We can interest you in

RAW SUGARS

See Our Travellers.

The Davidson & Hay Ltd., Wholesale Grocers Toronto

ST. LAWRENCE Granulated Sugar

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

Laboratory of Provincial Government Analyst,

Montreal, February 22nd, 1909

I HEREBY CERTIFY that I have drawn by my own hand ten samples of the St. Lawrence Sugar Refining Co's Extra STANDARD GRANULATED SUGAR, indiscriminately taken from four lots of about 150 barrels each and six lots of about 450 bags each. I have analyzed same and find them uniformly to contain 99.99/100 to 100 per cent. of pure cane sugar, with no impurities whatever.

(Signed)

MILTON L. HERSEY, M.Sc., LL.D.
Provincial Government Analyst.

The ST. LAWRENCE
Sugar Refining Company, Limited
MONTREAL

Redpath

is

CANADA'S STANDARD

for

REFINED SUGAR

Manufactured by

The
Canada Sugar Refining Co.,
Limited
MONTREAL

Get a Big Slice of Spice Business

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

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

Send for Samples and Prices.

S. H. EWING & SONS, Montreal and Toronto

Tartan
BRAND

SIGN OF PURITY

Build up your trade with the Best Goods.

TARTAN Tea pays the retailer a handsome profit.

TARTAN Coffee, Spices and Extracts are guaranteed pure.

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

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

Send us sample orders and see the magic change.

Phone 596—specially reserved for Long Distance Calls.

BALFOUR, SMYE & CO.

Headquarters for all Fancy and Staple Groceries

HAMILTON, ONT.

Look at that Jar of Jam

Is it on your shelf, Mr. Grocer,
and if not, why?



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

represent something. Perfect Purity, Finest
Flavor and Nature's Nutriment—guaranteed.

AGENTS

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

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

Those Who Wish to Rent or Hire

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

Free Trip to "Toronto National Exhibition"

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

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

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

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

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

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

Gentlemen :

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

Miles from Toronto.	Number of subs.	Mark X	
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51 100	5		
101 150	7		
151 200	9		Street _____
201 250	11		
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301 350	15		
351 400	17		Town _____
401 450	19		
451 500	21		
501 600	23		
601 700	25		Province _____
701 800	28		
801 900	31		
901 1000	34		
1001 1100	37		
1101 1200	40		My Ticket to be Via : _____
1201 1300	43		
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1601 1700	56		
1701 1800	59		
1801 1900	63		
1901 2000	66		Boat Line _____
2001 2250	72		
2251 2500	80		
2501 2750	89		
2751 3000	97		

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



SEAL BRAND COFFEE

Owing to the increased demand for this brand in other quantities than the usual 30-lb. case, we are now packing the 1-lb. cans in cases containing

12 1-lb. Cans Seal Brand Coffee

18 1-lb. Cans Seal Brand Coffee

36 1-lb. Cans Seal Brand Coffee

Chase & Sanborn

MONTREAL

British Columbia Buyers

PLEASE NOTE THAT

TODHUNTER, MITCHELL & CO.
TORONTO

Can supply your wants for their well known lines of **Coffee, Cocoa, Chocolate**

FROM VANCOUVER

Write Our Agents

W. HARRY WILSON & CO.
VANCOUVER

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

SYMINGTON'S COFFEE ESSENCE

UNQUESTIONABLY THE VERY BEST
THOMAS SYMINGTON & CO.

TO BE HAD OF ALL
WHOLESALEERS

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

EDINBURGH



The Box

To Sell

What Will Clean My Hands?

How often do customers ask you that in the course of a day? You can tell them plainly and positively if you have

SNAP SNAP SNAP

Plenty of it, for it sells rapidly and there is nothing "just as good." Avoid spurious substitutes. No equal to our product for ease, quickness, pleasantness and thoroughness.

The Snap Company, Limited

Montreal, - Canada



WHY YOU SHOULD SELL MATHIEU'S SYRUP

of Tar and Cod Liver Oil

REASON NO. 1

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

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

This advertising consists of

1. Our newspaper campaign.
2. One person recommending it to another, and probably telling him that he got it at your store.
3. Dealers who know a good article when they see it and gladly recommend it to their customers and friends.

Let us have an order from you to-day.

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

Sold by wholesale trade everywhere
Distributors for Western Canada:

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

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



BALAKLAVA SARDINES

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

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

Inquire prices

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

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

Are You Handling the **BEST** Package Tea on the Market ? "MELAGAMA"

We aim to send out the **quality** that pleases every taste, and our **cash rebate** in every package creates enthusiasm and advertises the merchant that handles this renowned blend. If you are not selling it yet, do us the favor of adding your name to our already lengthy list, or give us the pleasure of forwarding you a 1/4-lb. sample "gratis," and after you have "tasted and tried before you buy" our "**Melagama**" Tea, that has justly won so many "Diplomas" see prices and particulars on the last page of this issue and send us an order, or give our traveller who calls on you regularly a trial order, and you will ever handle "**Melagama.**"

MINTO BROS., TORONTO and BUFFALO

Indisputable Testimony!

Canada's Highest Authority Says:

DR. MILTON L. HERSEY, PRESIDENT.
PROVINCIAL ANALYST (QUEBEC GOVT.)
CITY ANALYST (FOR MONTREAL.)
JOEL B. SAXE,
SECRETARY AND TREASURER.

C. L. TRIMMINGHAM, B.Sc.,
VICE PRESIDENT.
C. R. HAZEN, B.Sc.,
SECOND VICE PRESIDENT.

MILTON HERSEY Co. LTD.

CHEMISTS,

ENGINEERS AND INSPECTORS

171 ST. JAMES STREET.

MONTREAL, April 12, 1909.

CERTIFICATE.— Lab'y No. 18160.

WE HEREBY CERTIFY that we took at random on April 8th, 1909, a sample of Maple Syrup marked SILVER LEAF BRAND from the stock in the warehouse of Sugars and Cannery, Ltd., Montreal. Our analysis failed to detect the presence of any adulteration whatsoever, and showed the sample to be in accord with the standards for pure Maple Syrup adopted by the Inland Revenue Department of Canada.

Milton L. Hersey M.Sc., LL.D.,
President.

Sugars and Cannery, Limited

Montreal

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.

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Adams
Allan,
Americ
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Andre
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Baker,
Balfou
Ratger
Battle

Beaus
Bened
Bickle
Bloom
Blue F
Borde
Brads
Brand
Bristo
Broph
Bussy

Camp
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Canad
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Capet
Cargil
Carmu
Carte
Ceylon
Oham
Ohasp
Chase
Christ
Clare
Clark
Claws
Colwe
Comm
Gonn
Gonn
Gote,
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MAKES IT POSSIBLE

For every grocer to build up and maintain a large and profitable tea trade.

To dispense with at once the necessity of carrying a large stock of tea, deteriorating in quality and eating its head off in interest.

To secure a speedy, actual and protected profit on all sales and to put the tea peddler out of business.

To serve your customers with the finest tea grown, fresh and fragrant from the tea-gardens of Ceylon.

Annual Sale Over 18,000,000 Packets

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This index is made up on Tuesday. The insertion of the advertiser's name in this index is not part of his advertisement, nor does he pay for it, but it is placed here entirely for convenience of readers. We endeavor to have the index as complete as possible.

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Dalley, The F. F., Co., Limited	70	M					
Davidson & Hay	20						
Dawson Commission Co.	64						
Dignard, Ltd.	55						
Domington Molasses Co.	55						
Don Storage & Cartage Co.	2						

Pointers to be Procured from Grocers of St. Mary's

Some few weeks ago The Grocer referred at length to the general parcel delivery system in vogue in the town of St. Mary's in western Ontario. The progressive spirit of the merchants of the Stone Town as shown by their fearlessness in undertaking this venture is certainly possessed by the majority of the grocers there if the general appearance of their stores and the interior arrangements count for anything. A handsome store is one of the valuable assets of any merchant who desires to cater to the best class of trade and St. Mary's has some fine grocery establishments for a country town of its size.

The Adam Store.

For a roomy, bright, clean and handsome interior, the store of J. M. Adam could scarcely be improved upon.



Interior of The Grocery Store of J. M. Adam, St. Mary's, Ont.

The windows are not like those of the ordinary store. They are closed at the rear so that the interior cannot be seen by looking in the window. This arrangement prevents dust from the store settling on the display goods. This does not mean that light is excluded. Mr. Adam has the top so arranged that the light comes from above the closed-in window through corrugated glass.

The shelving and spice drawers are neatly arranged. The grocery proper is located on the right hand upon entering and on the left are two show-cases, one for high-class confectionery and the other for cigars. At the rear is Mr. Adam's private office where his business is transacted. Palms are used to brighten the interior and they certainly lend an additional attractiveness. Mr. Adam has been some twenty-five years in the same stand, but of course the establishment has been improved to keep apace with the spirit of the advancing times. John Gray, the

Some Well-Equipped and Attractive Stores—One Carries Largest Stock of Crockery East of Toronto—General Parcel Delivery a Great Benefit—Unique Display Windows—Beginning of a Successful Business in a Log Shack—A new Grocer in Trade

clerk, is a valuable assistant in the business, having been with Mr. Adam for the past two years.

Fenwick & Co.

The store of Fenwick & Co. is another of St. Mary's up-to-date grocer-

ciation was once formed in St. Mary's but Mr. Fenwick claims that price cutting among some of the merchants brought its downfall.

Mr. Pickard has been in business—but not the same—for fifteen years and Mr. Fleming, his partner, grew up with the present business.

An Optimistic Grocer.

Although W. R. Butcher has only been in the grocery business a few months he speaks highly of his vocation and expects to be successful. He succeeded J. D. Smith towards the end of last year and is already working up a good trade. For a while trade was a little quiet but he predicts a good season and with his optimism and other qualifications he will see that the season is good for him.

Followed His Brother.

Forty years ago the grocery business now looked after by John Walsh of St. Mary's, was in its infancy. It was begun by his brother, but some eight years ago the eye-sight of the latter became affected so that he was forced to discontinue. Mr. Walsh at the time was living in Toronto and decided to try his fortune in the Stone Town. His business rapidly increased so that now he has a good trade and a splendidly stocked store. He carries confectionery and finds it profitable, particularly at Christmas times. In the grocery department he has four extra large show windows which are used to advantage in displaying goods in addition to their effect upon the lighting of the store interior. He carries a varied stock including fish, provisions of all kinds, cigars and tobaccos. He also has a liquor store under the same roof but separate—according to law—from the grocery department.

Business in a Log Shack.

Twice in his business career has J. P. Rogers, another St. Mary's grocer, started at the bottom round of the ladder and worked himself upward. At first he was a clerk in the store of H. E. Wilson, but he soon secured a business place of his own by purchasing an old log shack. Later when Mr. Wilson quit business he got into his large store, but his health began to fail him and he was forced to withdraw. That was about thirteen years ago. Six years later he again began at the bottom and by his energy and progressiveness has been able to make something more than his actual living expenses.

Mr. Rogers is one of the many grocers who favors the formation of an Ontario Grocers' Association.

A Large Crockery Stock.

The grocery store of F. W. Hutton, still another progressive St. Mary's merchant, is noted chiefly for its crockery department. It is claimed to have the largest crockery stock of any town store west of Toronto. These goods are stored principally upstairs, though a considerable quantity is displayed below. One of the show windows is always reserved for crockery too. Mr.

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MacLean Company's New Offices in Montreal

Change Takes Place This Week to the Eastern Townships Bank Building, a Handsome Ten-Storey Structure—A Description of the Interior—Keeping Pace With the Progress of the Times.

The Montreal offices of The MacLean Publishing Company, which for several years have been located at 232 McGill Street, have during the past week been removed to the handsome office structure erected by the Eastern Townships Bank. The new building is one of the finest in Montreal, standing ten storeys high. It occupies a commanding position at the corner of Victoria Square and St. James Street. It has been especially designed for commercial purposes and is one of the most costly and capacious in the Canadian metropolis. The edifice is of absolute fire proof construction and is built of granite and Ohio sand-stone. Some idea of its character and importance may be gauged from the fact that the Builder's Exchange of Montreal have taken the whole tenth floor where they will have a permanent exhibit of building materials.

The corridors throughout the building are finished with Mosaic floors and marble wainscotting. The offices are finished in mahogany and possess an abundance of light. From every quarter the out-look is delightful one and from the suite of apartments for business and editorial purposes, which have been leased for a term of years by The MacLean Publishing Company, a fine perspective of the harbor and the new piers is obtained, while from the front the beautiful green sward, splendid trees and stately monuments of Victoria Square are in full view.

Commicious Quarters.

The new offices of The MacLean Publishing Company have been specially fitted up for their convenience with every degree of comfort and facility for the transaction of business. The ceilings are high while there is an abundance of floor space for the members of the large staff, the business and editorial rooms being separate yet within easy reach of each other. There is a special elevator accommodation, three high speed traction elevators being installed. This is the only installation of its kind in Montreal, a feature of which is the rapidity and ease with which they can be operated. The cars can be reversed at top speed without any noticeable discomfort to the passengers.

Each floor of the magnificent new building has its own vaults. There are mail chutes, electric light, telephones, electric bells and other modern features on every floor which make the new premises of The MacLean Publishing Company, which are within a few yards of the late offices, ideal and central from every standpoint.

Other Firms There.

Some of the most influential and oldest established commercial, insurance and manufacturing firms in Canada have secured quarters in the new Eastern Townships Bank building. Among them may be mentioned, the North American Life Insurance Company, The Prudential Life Insurance Co., The Can-

adian Light & Power Co., The Montreal Cotton Co., The Mount Royal Spinning Co., The Clinton Fire Proofing Co., The Montreal Printers' Board of Trade, The Canadian Consolidated Rubber Co., Stinson-Raeb Builders' Supply Co., The Builders' Exchange, The United States Consul Offices, and many others.

In its removal to brighter and more modern premises the Montreal office of The MacLean Company is only keeping step with the constant developments and expansion, which has been characteristic of the greatest publishing house in Canada since its inception.

The members of the large staff will be pleased to meet all their old friends in their new quarters or any visitors who may be in Montreal on business or pleasure. They will find a warm welcome at the MacLean offices in the new and handsome Eastern Townships Bank building.

BEET SUGAR TARIFF.

Finance Minister Fielding introduced his budget statement to the House of Commons on Tuesday of this week and no announcements as to fiscal changes were made. Regarding the beet sugar manufacturers' request, the government decided to continue for three years the concession to them by allowing them to import two tons of foreign raw sugar to every ton of Canadian beet sugar manufactured on the preferential tariff basis, and for two years in the proportion of one to one.

COMMISSIONER TO CUBA.

Ernest S. Kirkpatrick, of Woodstock, N.B., has received the appointment of Canadian Trade Commissioner to Cuba for a period of six months, with permission to visit the other British and foreign islands in the vicinity if deemed advisable. The service in that quarter, therefore, will be temporarily increased to two trade commissioners and five commercial agents.

AN INTELLIGENT SPIDER.

Mark Twain says: "When I was editing the Virginia City Enterprise, writing copy one day and mining the next, a superstitious subscriber once wrote and said he had found a spider in his paper. Was this good or bad luck? I replied to him in our 'Answers to Correspondents' column as follows: 'Old Subscriber.—The finding of a spider in your copy of the Enterprise was neither good luck nor bad. The spider was merely looking over our pages to find out what merchant was not advertising, so that it could spin its web across his door, and lead a free and undisturbed existence forever after.'"

Hutton finds the crockery to be a profitable line—and this is no doubt due to the attention he pays to it. Few goods are going to be sold anyway unless the merchant booms them in some manner.

Mr. Hutton's father and mother were among the pioneers of St. Mary's, having been in business half a century ago. Their son succeeded them and has made many improvements. Among these was the erecting of a new store about four years ago when crockery and dry goods were added. The store now is a hundred feet long with a seventy foot store-room.

A specialty in window-dressing is made in this store and the successes of the artist and his praises have often been told and sung by commercial travelers who visit there. The manager is S. C. Bartlett, whose record of twelve years with his employer is certainly commendable.

A CLERK'S ADVANCE.

R. R. Bothwell, Eleven Years in His Father's Store, to Travel for John Sloan & Co.

On May 1st a change will be made in the traveling staff of John Sloan & Co. R. R. Bothwell, of Barrie, takes the place of C. S. Parsons, who, with P. H. Brown,



R. R. BOTHWELL,

Barrie Grocery Clerk Who Becomes a Traveler on May 1st.

becoming a wholesale grocer after that date. Mr. Bothwell is the son of J. M. Bothwell, one of Barrie's leading grocers who has been in business there for the past forty years. His son "Bob," as he is familiarly known, has worked behind his father's counter for the past eleven years and should therefore have an intimate acquaintance with the grocery trade.

His territory lies between Toronto and Owenhurst, and with this he is already familiar. Mr. Bothwell has proven himself a good salesman in the grocery store and the success of the business he has been connected with will demonstrate.

The Canadian Grocer

Established 1886

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JOHN BAYNE MACLEAN PRESIDENT

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MERCHANTS WAKING UP.

The problem of the collection of accounts is one that is being carefully studied by grocers all over the Dominion wherever the credit system prevails. Up to the present few plans have been formulated that have proven satisfactory. Probably the system in vogue in Guelph is the most perfect known, if we may be permitted to use the adjective in its superlative degree. At any rate Guelph merchants are satisfied with what they have done for themselves and they no doubt take considerable pride in opening the way to their fellow merchants in the various parts of the country. Their experiences are just beginning to pave the way for others and their example will be followed by many.

In Brantford the grocers have practically decided to institute a collection system similar to the one in Guelph. The merchants of Chatham have discussed the question on several occasions and have now a committee working to formulate a proposition.

The collection subject is not confined alone to western Ontario. Cornwall in the east is interested. At the last meeting of the Board of Trade the subject was introduced by J. E. Chevier and before the meeting closed a committee was named to get the necessary information from Guelph.

In a letter Mr. Chevier points out that the recent articles in The Grocer led to the matter being taken up there where he believes a collection system along modern lines is necessary.

Merchants everywhere are "up against it" in collecting satisfactorily their accounts and now is the time for them

to think about the bettering of their conditions.

PUTRID MEAT IN MONTREAL.

A big haul was made in Montreal on April 17, by the health officers, Dr. Lesperance, Dr. McCarrey, and O. Legault, the city's meat experts, of a consignment of canned meat which came from Hammond, Ind., and was put up by the G. H. Hammond Packing Co.

The shipment was first sent to Halifax, where for obvious reasons it was not wanted and from there it came to Montreal and was being handled in that city by the Fowler Canadian Company, Limited, of Hamilton, through their representative, J. Beard, 107 St. James St. When these goods reached Montreal they were offered at a much reduced figure.

Fortunately the putrid state of the meat was discovered before only three cases were sold to the retailers, one of whom immediately communicated with the Health Department, and a seizure was at once made of the entire amount consisting of 210 cases containing 2,085 doz.

An action will result from the seizure.

SHORTER CREDIT TERMS.

Circulars have been issued by the Toronto Fruit and Produce Association announcing that after the first of May, terms of credit to their customers will be curtailed to one week. While this may not meet with the approval of all retailers, in many respects it is to their interests and especially to the interests of those who try to carry on their businesses by methods that are fair to their competitors and systematic.

Very often it is observed that men enter the arena of retail merchandise without their share of knowledge as to how they should conduct a profitable business. To break in on the trade they at once begin to slash prices. They do this probably for one or two years without remitting regularly to the wholesalers and finally discover their profits have not been large enough to enable them to continue business. They become bankrupt through credit.

Had they settled their accounts systematically they would have always steered ahead of the storm and remained above the surface. They forgot that it costs money to carry on a business and discovered when it was too late that a cent made on an outlay of a hundred did not always mean a cent gain. They

not only injured themselves but their competitors as well.

Therefore, though the action of the fruit dealers may not be endorsed by all their customers at first sight, it may be a "blessing in disguise" for many of them in their business of the future.

HAND IN GLOVE WITH EATON.

In giving a practical monopoly of the school book business of the Province of Ontario to the T. Eaton Company of Toronto, the Whitney Government has dealt a smashing blow at the retail trade of the province.

The department store octopus, having secured the contract for publishing the new Ontario readers at a ridiculously low price, will now proceed to corner the distribution of the books. The contract entered into with the government calls for the sale of the books to any one at twenty per cent. discount.

Retailers are on precisely the same footing as the public and it is easy to see that the public will buy where it can get the books cheapest.

The government boast that they have broken up the school book ring. They have practically created a worse monopoly than ever, ignoring the just claims of the retailers and depriving thousands of merchants throughout the province of a legitimate source of income.

When the government ranges itself on the side of department stores and mail-order houses and openly attacks the retail merchants, it is time something was doing.

Every book that goes out will bear the name of the T. Eaton Co. By changing a portion of the cost of printing to the advertising account it is no wonder that such a company could do the work cheaply. This, however, does not aid the general merchants all over the province of Ontario.

EGYPTIAN ONIONS.

Reports from the primary markets state that owing to suitable dry weather during the principal growing month, that is February, the crops promise to be of good quality provided, of course, nothing occurs in the meantime to affect the same.

The quantity is difficult to gauge at the present time while the first indications were that it would be about the same as last season—nearly 1,500,000 bags. News of the expected early exhaustion, of European supplies reached Egypt, and caused a lot of late seed to be planted, though against this, the highly favorable present prospects have induced growers to put the onions on the market before being fully grown thereby decreasing the weight some-

what. Still, according to the opinion of the best authorities, the total output is not expected to exceed 1,600,000 bags.

Prices opened very high in Alexandria—higher than ever remembered—and have continued so all along. Judging by the keen demand, it will take an enormous quantity to lower the price. The first onions, which are expected to be in good condition for transshipment, are 11,060 bags in the S. S. Britannia due in Liverpool on the 25th inst.

THE RACE FOR RICHES.

There is scarcely a grocer or grocer's clerk but wishes that he was rich. He thinks that he is not making money fast enough and wonders whether the wheel of good luck will ever let fall a fortune at his feet. All fortunes have been started and developed by thrift; even the foundations for the wealth of the multi-millionaires in America were laid that way. There is more truth than sarcasm in the old axiom about not being able to have your cake and eat it too. In plain words its translation is you cannot spend all you make or earn and have money in your pocket or to your credit in the bank. A safe, inviolable rule to guide the ambitious clerk on the road to a competency is to remember that it is only attained by saving—by building little by little—the process may be slow and at times tedious, but the structure will be reared in time. There are only three other ways to get wealthy in a short time. One is by misappropriation or graft—which no honest, self-respecting person countenances. Another means is by speculation which may make of you an opulent individual or it may restore you to primitive poverty, after you have put all the money you have in about-which-you-know-nothing scheme or proposition. The mere speculator simply takes his chance. The extreme is very much like a wager—it may result successfully or it may render you so much worse off.

Another way to acquire riches is by judicious, careful and well planned investment, which is widely different from speculation. To one who makes a study of bonds, real estate, industrial concerns, growing towns, promising farming districts or excellent business openings, a few hundred dollars invested at the opportune time—the psychological moment—will yield handsome returns. Outside of the good, old-fashioned way of building a fortune—dollar by dollar—comparatively few men have the knack, the genius or the unerring judgment to make money quickly and easily, even in investments. It would be well for the man of moderate means to leave pure speculation

alone. Investment should be well considered by the one about to embark in that field; if rightly understood there there is generally a liberal return made. Investments are after all like other things—their success depends to a large extent in knowing and doing the proper thing at the proper time. This is why one man prospers and another fails. No. 1 bought or sold or entered into business at the proper time and in the proper place. The other chap acted an hour, a week or a month too late, did not locate on the right spot or misjudged conditions. Life after all is a complex and peculiar problem and for the majority of us our chief business here is the business of making a living. The next time you hear so much about the good luck, the unparalleled success, the big income or the large dividends that the other fellow has, do not become restless or grow melancholy. Your turn is likely to come, but remember it will never arrive as long as you spend every dollar of your weekly wage or fail to lay aside something whether you are in business or not. It takes a little money to make money, but the prime necessity, the fundamental, underlying, principle is first to have that "little." You get that only by thrift which is the basis of all prosperity.

BRIGHTEN UP.

It is good policy to occasionally repaint the front of the store, and have the old signs re-written. An air of brightness takes the place of the old dull hues, and the effect is not merely pleasing to the passer-by, but causes favorable comment on the enterprise of the shopkeeper. "Smith must be doing well; I see he is having the whole of the shop-front re-painted," somebody will say.

Now, it may be that Smith is not doing very well. His business may be causing him a little anxiety, because his expenses continue high, and there are too many dull days for his liking. But Smith is wise enough to know that if he wishes his business to prosper, he must let it be seen that he has confidence in the public and himself. It is useless for anyone to stay in business unless he has confidence.

TRIMMING A PRICE CUTTER.

A year ago when competition was quite stiff for a certain line of goods one manufacturing concern quoted a price of \$1 a dozen on an article, a competitor going him a shade better by quoting 90c per dozen. An astute buyer used the second quotation to get the first company down to 85 cents, then getting a bid at 80 and finally placing the order with the first company on a

75 cent basis, the manufacturers soon finding that they were losing 15 cents a dozen, notwithstanding they could produce goods cheaper than their competitors.

When the year was nearly over the same buyer notified the salesman that they would soon be in the market for the year's requirements. The salesman went up and asked how many dozen they wanted, but before giving the figure the buyer said he would have to bid lower than last year. The increase would be several thousand dozen. The salesman replied: "We will quote you 65 cents per dozen, but you must sign a note right now that we won't get the order." It was simply a bid to get their competitors to fall into the trap which they did.

Now when the salesman for the first company gets an inquiry for cheap goods along that line he refers them cheerfully to the competing concern, knowing they are making the goods at a loss, and it is only a question of time before they must go out of business.

SUCCESS DEPENDS ON PATIENCE.

The hasty man seldom wins. He sets a fast pace at the start but he usually lacks the stamina to last until the finish.

This applies to business as much as to athletics.

How often we hear of men failing to make a success of a new department they have established in connection with their business. They bought a stock or hired a man to look after the work. They put a small announcement in the local paper and then because a good trade did not develop at once they concluded that the department was not a success and closed it up.

Patience and stamina are required if the merchant is to succeed. A demand for a new article or a new department must be created, must be built up by steady plodding.

BUSINESS MAXIMS.

By Plato, Jr.

- ¶ Develop ideas while you are waiting for customers.
- ¶ One must search for ideas before one can find customers.
- ¶ There is no excuse for business men to wait for spring to plant the seed of good ideas.
- ¶ Prosperity dwells with the business man who closely "follows up" new customers.
- ¶ A waiting customer soon becomes a wrathful customer; and a few wrathful customers may be sufficient to kill a business.

Notes From the Maritime Provinces and Quebec

Cargo of Molasses in Steamship Wreck—Halifax Grocer Selling Much Confectionery—Fishermen of the East are Busy—News of Halibut Company Organizing.

ST. JOHN.

April 20.—The price of flour continues to be the most interesting topic in grocery circles and the dealers, both wholesale and retail, are impatiently awaiting future developments. Flour is now selling at a price which has seldom, if ever been equalled since the famous Leiter deal in Chicago. Dealers say the indications point to still higher prices. Some of the more conservative merchants, however, say that it is not safe to predict anything too confidently. Manitoba high grade is now quoted at \$6.95 to \$7; Ontario medium patents at \$6.15 to \$6.20 and Ontario full patents at \$6.35 to \$6.40.

Contrary to the general expectation the price of sugar has declined ten cents a hundred. This, dealers say, is in face of the fact that all the United States dealers have advanced their prices. Fancy Barbadoes molasses is dearer and is now quoted at 34 to 35 cents.

The harbor fishermen are making some good catches of gaspereaux. One night last week in two weirs over 20,000 fish were taken in each.

The sardine season opened last week in western New Brunswick and eastern Maine and the packers are reported to be busy handling the catches which have been pretty heavy.

The first direct cargo of Barbadoes molasses arrived last week from that port on the schooner Tobiatric, consigned to Jones & Schofield, north wharf. The schooner Daisy Linden is reported wrecked at Bermuda, on the passage from Barbadoes for St. John with a cargo of molasses for the Crossby Molasses Co. The cargo was insured.

David W. Puddington, commercial traveler, Allan H. Wetmore, insurance manager, both of St. John; Daniel A. Morrison, merchant, Amherst; Archer C. Puddington, lumber merchant, New York, and William F. Holmes, commercial traveler, of Amherst, have been incorporated as Puddington, Westmore, Morrison, with a capital stock of \$35,000. The company proposes to carry on a wholesale grocery and provision business, with headquarters in St. John.

The ice is all out of the St. John river and navigation has opened up. The first river steamer left here on Saturday and is expected to bring down a large cargo of produce. All the steamship lines have advanced their freight rates about 50 per cent. and it is feared this will affect trade with St. John to some extent.

A number of the leading merchants and manufacturers in the south end of the city are petitioning the I.C.R. to erect a billing office on their line in that section so that shipments of less than a carload can be sent from there and thus save cartage across the city to the freight sheds on Pond Street and also to relieve the congestion there.

Harold J. Dobson, who has been employed for some years with T. H. Estabrooks in the St. John office has gone to Winnipeg where he will take a position in the western branch of the Red Rose Tea concern. Mr. Dobson has been

in the local militia and in athletics and will be greatly missed.

Up to Saturday last, 97 steamships had made returns at the customs house, showing that the value of export cargoes has passed the \$21,000,000 mark. It is expected that before the season closes the \$25,000,000 mark will be reached.

Following is a summary of the goods gone forward:—

Value of Canadian goods	\$15,031,130
Value of foreign goods	6,087,380
Total value to date 1909	\$21,118,510
Total value same date 1908	20,592,396

Gain for 1909 to date

Gain for 1909 to date	\$ 526,114
The following are some of the shipments of exports by the steamers:	
Grain (bushels)	6,589,474
Flour (sacks)	441,765
Cheese (boxes)	69,187
Cattle (head)	19,907
Apples (bbls.)	38,266
Apples (boxes)	3,730

St. John's trade with the United States for the quarter ending March 31, 1909, shows a big increase. The total value of exports for March quarter 1909, was \$858,716.39 and in the corresponding period last year was \$280,700.21, a gain for 1909 of \$578,016.18.

HALIFAX.

April 20.—The feature of the local markets this week is the rapid advance of the price of flour and feeds. Flour has gone up with a jump, Ontarios being increased from 25 to 30 cents, and Manitobas from 30 to 40 cents, and even higher prices are predicted by some. There is a scarcity of feeds and prices for these will probably advance in sympathy with flour, etc. The dealers here have only fair stocks on hand. So far there has been no increase in the price of bread, but the bakers will probably send up the prices if there is no decrease in flour in the near future. The latter part of last week there was talk of an advance, but as yet it has not gone into effect.

The Easter trade in the grocery lines was fully up to expectations. There was also a heavy demand for confectionery. One of the largest firms in the city doing more business in this line during Easter Saturday than ever before. The firm in question on that day took in \$1100 for confectionery and pastry. Chocolates were the heaviest sellers.

In the provision market many lines show considerable advances over the previous week. Smoked meats have been active, and both hams and bacon show a slight advance. Canned, barrelled goods have recently been advanced, while American pork is also firm. Peas show a slight upward tendency and the offerings are very slack. Stocks of produce on the local market are being cleaned up rapidly. The stock now offered

for sale wintered well. There is a fairly good demand for potatoes and large shipments are now being made to the American market. The Plant Line steamer A. St. Perry, that sailed from here for Boston this week, took sixteen cars of potatoes.

Since the close of the Lenten season the demand for fish has fallen off greatly. Trout are now on the market, but they are small and of poor quality. There is a marked scarcity of fresh halibut, and the fishermen have no difficulty in disposing of their catches at good prices. Lobsters are also very scarce on the local market, but this is not due to any shortage in the catch. The fishermen are making good hauls along the coast, but United States buyers are on the spot, and all the lobsters are sent to the United States. It is estimated that so far this month 300,000 live lobsters have been exported from Nova Scotia to the American markets.

Large quantities of produce are now being shipped from Prince Edward Island. The steamer Stanley, which crossed to the mainland this week, had among other articles, three cars of potatoes for Boston, five hundred and fifty cases of condensed milk for Winnipeg, and eight hundred cases of eggs for Quebec.

The directors of the Cherry Valley Dairying Company, of P. E. Island, are going largely into the manufacture of butter this year, and have engaged William Brown, an expert butter maker.

Benjamin Vigirs has purchased the grocery business of Isaiah Mosher, which he has conducted in this city for several years.

William Curtis and William Rattle, of the grocery department of R. T. Holman, Ltd., of Summerside, P.E.I., have resigned their positions with that firm. They have formed a co-partnership and will engage in the meat business in the public market.

MONTREAL.

April 20.—Sylvester Swetenham passed through Montreal recently on his way to the Pacific Coast. He stated that a company of influential capitalists is being formed in London to develop a new halibut fishing industry between Prince Rupert and Queen Charlotte Islands, where the finest halibut fisheries in the world lie, and for the opening of extensive new canneries near the mouth of the Skeena River. The capitalists associated are influential men and they are prepared to put into the venture, two million dollars. Mr. Swetenham added that it was anticipated the new halibut fisheries would prove most profitable. Experts had already been over the ground, and had reported upon the prospects, and there could be no doubt as to the quantity and quality of the salmon on the Skeena River. It was believed that from both sources profitable traffic would be developed particularly as regards the halibut, which would find the G. T. P. the most direct route to the large consuming centres, whither they are to be conveyed in large iced cars of special construction. Mr. Swetenham who is a member of the Carlton Club,

said a come out sport ost and more majority opportuni kind of loaded moters, to give will prov fit. "The number o profound cent dev socialism taxation in gettin return fo guarantee Many wh other par mean rea S. H. l of spices stalled n which pla purpose a world. B time is e output i fashioned to act. t submitted the coffee is placed is rolled trap at t tire cont essage re posited ir whence t During t through t that is, t falls into the plant redounds which is soice and H. G. and St. Villeneuve open a on May ample of cessfully does busi est wavs E. H. Sherbrook for Lipto senting B lers' Ch Toffee. We lines "Ned The fact Joliette. novation. any will est biseni modern id emolved. cheaper li be turned special go londe. wh for four v ager with manager. Royal Bar May 1.

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said a good many London clubmen come out to Canada to have a little sport ostensibly, but they have other and more serious purposes in view. The majority are looking out for favorable opportunities for investment—not the kind of thing that is likely to be unloaded on them by the ordinary promoters, but enterprises that are likely to give immediate returns, and that will prove a permanent source of profit. "The fact is" he said, "a large number of wealthy men just now are profoundly uneasy at some of the recent developments,—the spread of socialism at home, the heavy burden of taxation and the increasing difficulty in getting anything like an adequate return for capital with the requisite guarantee of unquestioned security. Many who come out to Canada and other parts of the Empire for sport, mean really to buy land."

S. H. Ewing & Sons, manufacturers of spices and coffee roasters, have installed new coffee roasting machinery which places their equipment for this purpose among the most modern in the world. By its use a great saving in time is effected, and the quality of the output is much improved. The old fashioned machines require much longer to act, therefore the coffee has to be submitted to the roasting longer. After the coffee leaves the roasting oven, it is placed in a steel receptacle, and this is rolled onto a platform. A small trap at the end is opened and the entire contents is drawn by pneumatic pressure up through a chute, and deposited in another steel receptacle from whence it can be directed into bags. During the course of the coffee up through the flue, the beans are cleaned, that is, the chaff is removed and this falls into a special drawer. Altogether the plant is a most perfect one, and redounds to the credit of this firm, which is numbered among the oldest spice and coffee houses of Canada.

H. G. Smith, corner of Fairmount and St. Urbain Sts., also corner of Villeneuve and Esplanade Sts., will open a new store at 63 Beaubien St. on May 1. Mr. Smith is a good example of the fact, that a man can successfully run branch stores, when he does business on the principle of "honest ways and good goods."

E. H. Bowen, Sun Life Building, Sherbrooke, Que., has taken an agency for Lipton's goods, and is also representing Bordens Condensed Milk, Cailers' Chocolate, and Macintoshes Toffee. With this formidable array of lines "Ned" should do a good business.

The factory of the Dusault Company, Joliette, is undergoing a complete renovation, and in a short time the company will be equipped with all the latest biscuit machinery, and the most modern ideas in biscuit making will be employed. Confectionery and the cheaper lines of biscuits will no longer be turned out, but the firm will put up special goods for the trade. J. E. Lalonde, who has been with the company for four years, and who was joint manager with J. H. Dusault, is now sole manager. Mr. Dusault will manage the Royal Bank in Joliette, which will open May 1.

E. Thoin is a new traveler who has been out on the north shore route between Joliette and Quebec, by Chevalier, Pouliot & Co., wholesale grocers in the former town. Mr. Thoin is an-

ticipating some good business on his initial trip.

All the business men in Montreal have been watching with considerable interest the progress of the government steamers, "Montcalm" and "Lady Grey," both of which reached Montreal last Monday, the honor of being the first boat, to reach this port falling to the "Montcalm," with the "Lady Grey" closely following her. The "Montcalm" returned to Quebec in order to place the buoys in the channel on the way down and perform other work before the channel is fully prepared for the ocean liners now on their way to this city. The "Lady Grey" stayed here to break up the ice in the various basins. This operation has been watched by large crowds each day, as the sight of a comparatively large vessel ploughing her way through large ice floes proved to be an interesting and novel one. Navigation will in all

PICTOU, N.S.

April 20—Trade in this town has been rather dull during the winter, but is now improving as the spring opens up.

J. W. Priest has moved to the store of Hogg, Craig & Co., until he has his new store ready for occupancy.

J. B. Harty is receiving more orders for Buda flour this spring than he did last. He is the eastern representative of Shirk & Snider, Bridgeport, Ont.

Pictou would make an ideal manufacturing town. It has every facility for shipments and distribution by rail and steamer.

THE TRAVELERS' HOTEL.

A fine room will make up for a whole lot of deficiencies in other departments of an hotel, but when, besides, a splen-



Interior of the Store of H. G. Smith, Corner Fairmount and St. Urbain Sts., Montreal.

probability open at least 10 days earlier this year than last.

L. S. Peppard, of the firm of Storer & Co., Calle Bolivar 292, Buenos Ayres, Argentine, S.A., visited the Montreal office of The Grocer last month. Mr. Peppard is arranging with Canadian firms in various lines, to extend their business into South America. His firm covers Argentine, Paraguay, Uruguay and Chili, with offices at Monte Video, Valparaiso and Santiago, besides the headquarters at Buenos Ayres.

Some of the buyers in Montreal during the week were:

- A. Labelle, Rosemere, Que.
- A. Lanciault, St. Phillippe, Que.
- C. Decoste, St. Justin, Que.
- A. Brossard, Laprairie, Que.
- A. Meloche, St. Genevieve, Que.
- J. B. Lefebvre, St. Therese, Que.
- P. W. Sequin, St. Paul l'Ermite.
- A. Filiatrault, St. Martin, Que.
- D. Bougie, Pointe Claire, Que.
- O. Carignan, Trois Rivieres, Que.
- A. St. Amour, Coteau Station, Que.
- E. Aubry, St. Polycarpe, Que.
- M. Raymond, St. Hvacinthe, Que.

did room, one gets excellent service in every respect, then, that hotel is well worthy of patronage. Walter Walby's hotel, the Cecil, in Ottawa, is one of the most modern in Canada. The bedrooms are all most modern. The beds are equipped with Astoria box springs and Ostermoor mattresses, and each and every room has running water, while a large proportion of the rooms are provided with bath as well, and such a room may be had for the asking. The newly arranged dining-room is certainly one of the best in Canada, the food being substantial, well cooked, and offering a variety that does not get monotonous. As it stands to-day the hotel has cost a quarter of a million dollars. It is Mr. Walby's aim to make it the finest commercial hotel in Canada. The traveling salesmen who patronize him think he is succeeding.—Adv't.

S. E. Page has opened a general store in Port Colborne, Ont.

Business Items From the Western Provinces

British Columbia Government Aiding the Fruit Industry—
Winnipeg Grocer Makes Success on Account of His Location
—Cash System in Calgary—More Onions Arrive From Australia.

VANCOUVER.

April 20.—The rise in the price of wheat has been the cause of flour being increased in price, and the figure here is higher than ever before. One advance of 20c a barrel has been made.

Potatoes are undoubtedly scarce, and high prices will be paid until the new ones come in from California in a month or six weeks. Even then, they will be so dear that they will be a luxury, and it will not be before the middle of June that the new article will descend to the price plane that ordinary people will be able to reach them.

California commission men have had buyers in the city to secure a portion of the shipment of six thousand cases of Australian onions that arrived on the Aorangi. The bulk of them will go south. Onions are almost a famine in California. The ones from Australia this year are not quite up to the mark, being rather small, though the quality is good. The Indravelli, which is about due from New Zealand, will bring in some more onions and potatoes from that country.

Vancouver and Victoria people who have concessions in Mexico are preparing for colonizing the land, and Wm. L. Bond, of Victoria, has gone south with a party of ten men to make surveys. It is stated that arrangements have already been completed to take 100 families when the land is ready. Shipments north from these areas will consist of fruits, fibre suitable for making the best of rope, cordage, etc., and other products, and it is anticipated that a large trade will be worked up.

Frank Fox, editor of the "Lone Hand," of Sydney, Australia, was here this week, and he expressed surprise that the shippers of that country should have been so short sighted as to send poor butter to this market, when the demand was so good and the price fairly high. It was pointed out to Mr. Fox, who by the way is acting as a royal commission to report on conditions in Canada, that the Australian butter, when it first came here had a flavor that secured it instant demand, but ever since it has been poor. It reaches here in the latter end of winter, when the local butter is not from the fresh grass, and when imported butter is not of the best. Hence it has every chance for the best trade.

John Cunningham and wife, of Port Essington, have come to Vancouver to live. Mr. Cunningham was a resident of Essington for 35 years, and is the best known merchant of the northern coast.

The Hunter-Kendrick Company, of Greenwood, have disposed of their retail stock of groceries to other firms in that city, and in future their grocery department will be conducted on wholesale lines.

Fire again broke out in Eagle's grocery store, at Summerland, B.C., and it would have been destroyed but for the prompt action of the brigade. The

store had been closed awaiting adjustment by the fire insurance companies.

Clerks in Kamloops, B.C., are striving for a half holiday from May 1st to Sept. 1st. They had a meeting last week, and Thos. Munn, A. Dalgleigh and L. Barker were appointed a committee to interview the employers, and arrange a meeting, when both employers and clerks will attend and discuss the matter.

W. J. Toye, of Nelson, B.C., is forming a company to manufacture a baking powder that will be known as Cole-dyke. A factory has already been opened in Portland, Oregon.

H. Hincks, a progressive young rancher at Howser, near Kaslo, B.C., is about to try the breeding of angora sheep. He spent last winter in Dulverton, Somersetshire, England, and while there purchased five angoras, which are now being transported to British Columbia.

Harry Beach, of the English firm of T. W. Beach & Company, jam manufacturers, who has acted for many years as superintendent of the concern, is expected to arrive in Nelson this week to take charge of the operations of the Kootenay Jam Factory, which has its headquarters in that city. He will see to the erection of the plant.

The government is lending additional assistance to the fruit growing industry this year. Some of the districts, notably the fruit growers near Nelson, wanted the provincial administration to take entire charge of the handling and marketing of their fruit. This, of course, was out of the question, but in all feasible ways the government is showing an increased practical interest in the welfare of the industry. Last session it agreed to aid in the establishment of cold storage plants at various shipping points, by lending money on mortgage. Several applications for this aid have been received. Not content with that the agricultural department of the government will have a representative in the Northwest during the fruit season, to keep the department fully advised on all phases of the situation as they develop, particular notice being taken of the competitive shipments from the United States. Another encouraging feature of the situation, which was marked during the recent conference between the government, the transportation companies and the growers, is the recognition of community of interest which exists between those companies and the fruit growers of the province. It was then made abundantly clear that, apart from the general interest that the C. P. R. has in building up the territory tributary to its lines, there is a direct incentive towards developing the fruit industry. It was then proved that the C.P.R. carries the British Columbia fruit from the orchard to the consumer, while in the case of American fruit, the company carries the shipment only part of the way. Consequently, the C. P. R. is doing all it can to help the

industry and special arrangements are being made to handle the output. Organizations for handling and placing the fruit crops are already being formed by the various districts. The Vancouver Island Association is being organized, while in the Okanagan a fruit union is in process of formation. In other sections a similar movement is expected to be under way shortly, with the result that this year the growers generally should have greater reason to be pleased with their season's work. Last year many of the growers of the Nelson district incurred losses, but the fact that some of the Creston growers, with the same conditions and tributary to the same market, made good money, shows that it was simply the result of business mismanagement, which is not likely to be repeated. The government has appointed a commissioner to enquire into the affairs of the B. C. Fruit Exchange so that it may be ascertained what pitfalls there were, and how these may be avoided. That this concern was unprofitable last year, as has been shown, was only through mistakes having been made.

EDMONTON.

April 21.—There has been a lull in trade all over town this last week, owing to the unsettled weather and poor conditions of the roads into the city. The backward weather is keeping the farmers from getting their spring work under way.

Edmonton's march of progress among western cities is never more clearly depicted from month to month than in the monthly statistics of the city. In every branch of activities there is an increase over last year, showing that Edmonton is making continued advances along financial, commercial and building lines. Among the most pleasing returns are those of the clearing house and the building inspector. The former shows the second largest total in the history of the city, and the latter records permits three times as large as March of last year.

Long before the frost was all out of the ground building operations were beginning to show great activity in all parts of the city. Dwellings and business blocks of all sizes and descriptions are under contemplation and some are already under way. The building trades are enlisting their men for the work of this season, which will be three times in excess of what it was last year. This will mean work for scores of men now idle, which has been the chief influence in keeping trade so quiet, and will go a long way towards making trade in general brisk again. Two business blocks are now under way on the north side of Jasper Ave., between 5th and 6th Streets, directly east of the Wellington block. The excavation for one of these is about completed. It is to be a three-storey brick block of fifty-foot frontage by one hundred feet in depth. It is expected to be completed and open for offices, stores and rooms in about four months. The other block is to be also three storeys. The ground floor will be adapted for stores and the second

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and third floors for offices and rooms. The cost of this block will be about \$30,000, and is expected to be completed about the 1st of July. Hallier & Aldridge, bakers and confectioners, have started operations on their large block on Rice Street, just back of the new post office, and facing the market square. The lower floor will be devoted to stores and the upper two storeys will be laid out in suites for light housekeeping or offices. Dr. J. D. McLean has just begun work on a three-storey store and office building—brick with stone facings—which will be erected on the northwest corner of Jasper Avenue and Seventh Street. On the ground floor will be stores; on the second, offices, and the third will be used for rooming apartments. The cost will be in the neighborhood of \$35,000.

Announcement has been made of the dissolution of partnership existing between J. H. Gariepy and P. E. Lessard, who have done business in this city for a number of years as general merchants, under the name of Gariepy & Lessard. The dissolution of partnership took place on March 26th. It has not been decided whether one of the partners will take over the whole business or whether it will be sold.

In the course of a week or two a regular freight business will be inaugurated by the street railway department between Edmonton and Strathcona, and in all probability all the freight now handled between Edmonton and the C. P.R. warehouses in Strathcona will be moved by electric car. It is expected that two trips a day will handle all the freight. A trial run was made on Friday morning, April 2nd, when a carload of meat was taken to Strathcona for distribution among the merchants there. The meat was from the J. Y. Griffin pork packing plant and was loaded at the Edmonton terminus of the line on Alberta Ave.

The city commissioners were, at the last sitting of the city council, instructed to secure an option on the D. W. McDonald property on the northwest corner of the market block and to submit same to the council at the next meeting. The purpose of the city in securing this property is to provide a suitable site for a new city hall, which will be required in the near future. The balance of the block will then be laid out as a market site and a modern market building will be erected. As the market square is within the fire limits the new market will be commodious enough to meet the present requirements and will be substantially built. The hay and coal market will be moved towards the outskirts of the city and the present market site and the new market building will be used only for the marketing of farm and garden produce.

Evaporated fruits are being quoted at very cheap prices, but the demand for them has not shown much activity as yet. Sugar still remains steady at \$5.69 per cwt., wholesale. Butter is not very plentiful, as yet very little dairy butter is being offered and what can be

obtained is not of a very high quality. The best dairy is being sold at 30c, and No. 1 creamery at 35c.

There seemed to be a goodly supply of fruit in the market here last week, with the exception of apples. About the only apples to be had in any quantity are Ben Davis', which are selling at four pounds for a quarter. California navel oranges are being quoted from 25c to 50c, and lemons at 25c. Bananas sell for 50c a dozen. Florida tomatoes are selling well and are very reasonable at 20c lb.

Lovatt Bros., 1019 Jasper Ave. East, have recently opened a meat market in connection with their grocery store by taking out the partition between their original store and the adjoining half of the building.

The J. Y. Griffin Co., operating here one of the largest pork packing plants in western Canada, came to the assistance of several of the merchants in the city, and gave them the suggestion of a display of hams for the Easter season. The windows of the Acme Co., J. H. Morris & Co., and Hudson's Bay Co. show what a splendid effect has been secured. Easter hams are a specialty which the packing plant has been working on for some time and in order to get the citizens of Edmonton to know their product, the company was offering an almost inexhaustible supply of whole hams at 16c a pound, which is as low as these have heretofore been wholesaled at.

The first effect of the Patten corner in wheat as far as Edmonton is concerned was felt at the end of last week when all the local mills and agencies of eastern mills here raised the wholesale price of flour. The reason given was the dizzy height which wheat prices had reached and the scarcity of the cereal in the hands of the farmers of the western provinces. Hamilton & Son, representing the Ogilvie Milling Co., in Edmonton, advanced on April 12th the price of a brand ten cents a sack of 98 lbs. and the head office wired another advance of ten cents on Tuesday, making a jump from \$3.15 to \$3.35. Potter & McDougall, who represent the Lake of the Woods Milling Co., have advanced the price of a brand from \$3.15 to \$3.25 per sack. A. B. Campbell, of Campbell & Ottewell Milling Co., Edmonton, when asked as to the flour situation in Edmonton from the standpoint of a local miller, said that there was a great scarcity of wheat in the province and any wheat bought now was at a price 18 cents in advance of the February price and very little could be had at that. The consequence of this was that it costs 40 cents more to produce a 98 lb. sack of flour. For this reason they have advanced the price 20 cents a sack and Mr. Campbell said that he would not be surprised to see the price go higher. Robt. Ritchie, of the Edmonton Milling Co., Strathcona, says that his firm has considerable quantity of wheat in store and will not be compelled to buy at the present high prices. He says the stores generally were low, however, and it would not be long before outside wheat would have to be secured if the mills were to be kept running. Mr. Ritchie last week advanced his flour 10 cents a

sack which was his first advance since February. The same condition of affairs applies to the Alberta Milling Co. An increase of 10 cents a sack about the first of the month and a second increase of 10 cents per sack was made this week. This firm reckons that it costs nearly 75 cents more to manufacture a sack of flour from two bushels of wheat at the present prices and if the prices do not fall the flour quotations will probably go still higher.

Most of the retail grocers of the city that handle flour report that the retail price has not been disturbed due to the fact that the grocers have not been required to make any purchases of flour for several weeks and are not justified in selling at more than the ordinary scale of profit. If they have to purchase before any falling off in the wholesale price they will naturally raise the retail price in sympathy with the market which controls them.

The first biscuit factory to be established in Edmonton will be started this summer by R. McLaren, who has been in the city for a short time. Mr. McLaren has purchased a site for his factory on 21st Street, south of Jasper Ave., on the E. Y. & P. tracks. He will commence building operations at once.

W. H. White, who some time ago severed his connections with C. W. Campbell & Co., of which he was a partner, is to open up in a few days for himself. He will conduct an up-to-date fruit, grocery and confectionery business at the stand just vacated by C. C. Thompson, which he is having remodelled and thoroughly renovated.

Another proof of the increasing business in Edmonton and the surrounding country is shown in the fact that the A. Macdonald Co., wholesale grocers, have had to add another storey to their warehouse here. Work on same was commenced recently.

WINNIPEG.

April 21.—J. G. Hargrave commenced the renovating of the interior of his store immediately after the Easter rush. The walls and ceiling are being kalsomined and painted and all the fixtures varnished. Mr. Hargrave believes in keeping his store wholesome and attractive, and a little retouching every spring at a small expense always gives the store that new, clear appearance which is so pleasing to customers.

One remarkable characteristic of Winnipeg is that it possesses a very large suburban population. The reason for this is quite clear. There are thousands of poor people flocking into the city every year from almost every corner of the earth and these people cannot immediately accommodate themselves to residential property in convenient sections of the city. Indeed a person need not be poor to be deprived of a building lot within two miles of the city hall, for there is no city on the continent today where real estate prices are so ridiculously inflated. As a consequence many are forced out even beyond the limits of the city boundary to acquire enough ground upon which to build a house. To-day perhaps, one-sixth of the population of the city reside in these suburban sections; indeed they are little towns by themselves. One of these sections is very well known as St.

**Beware of Schemes, Bribes, and all
sorts of Temptations to Overload You**

A free deal is a confession of weakness, showing lack of confidence in the goods and is an effort to load you up with goods that cannot be sold on their merits.



Don't stock up with goods that will remain on your shelves until rotten.

**One make of Toasted Corn
Flakes is all your trade requires**

Remember that

Flakes is all your trade requires

Remember that

KELLOGG'S

is the original and only saleable Corn Flake on the Canadian Market. Its sale is infinitely greater than all the imitations combined and has increased so rapidly that although our company has only been in existence about two years, we have been compelled to double the capacity of our factory to meet the demand.

Buy Kellogg's, and you will be surely right

Over 37 million packages sold in the United States and Canada the last year.

Factory and Head Office, - London, Ont.

Toronto Office, 20½ Front Street

Winnipeg Agents—Locke and Williams. Calgary Agents—Shallcross, Macauley & Co.

British Columbia Agents—Shallcross, Macauley & Co., Victoria and Vancouver.

Montreal Agents—Howe, McIntyre & Co. St. John, New Brunswick, Chas. E. McMichael.

James, and it is building up rapidly. There are two grocery stores each doing a large business and another one under construction.

The general store of Gregory & Co., was opened only two months ago and A. J. Bond, the manager, who has had experience in the "up-town" trade, is very much encouraged with the manner in which the trade has opened up. The stock in both groceries and hardware is very complete, and without a doubt it is the best equipped and most active and promising suburban store the writer has ever seen.

In every city there are invariably certain stores located conveniently to the market square. It is not generally known just what advantage such stores have over others in the matter of trade. Possibly the store in Winnipeg which is doing the largest counter business today is situated on a lively corner opposite the public market house and square. When the weather is fine it is in this quarter of the city that the farmers congregate with their produce for sale and trade, and it is not a difficult matter for J. Paterson, the proprietor of the store in question to keep up his weekly stock of farm products. Apart from the matter of convenience the grocer happily located in such a place buys his goods at a rather low rate often robbing the jobber of a profit. The farmer usually prefers doing business direct with the grocer where he may unload his eggs, butter, vegetables and such produce and at the same time load up with the necessary household groceries. Mr. Paterson has been in business on this stand for only three years and prides himself on having the best stand and the best business, comparatively, in the city. At the present time the farmers are driving in from all parts of the country, this being a period of leisure just prior to the busy seeding season. From the extent of the business done in this store Mr. Paterson has been able to open two others in the city both in the suburbs—one in the north the other in the west. The stocks in all three stores are kept up substantially by the large amount of goods bought direct from the producer. This to some extent is the secret of Mr. Paterson's success. All three stores are doing a very encouraging business. The year ending on April 1, 1909, shows an increase of \$4,000 in the three stores combined, over the profits of the year ending April 1, 1908.

C. W. Hagen, for the past twelve years the leading clerk in A. Hendry's retail store has accepted a position as traveler for the Codville & Co., wholesale house of this city. Mr. Hagen leaves the counter with perhaps the highest recommendation that any grocery clerk could wish to have. He was known in the trade as an excellent clerk possessing those qualifications in a marked degree which tend to make the grocery business a success. Referring to the excellent standing of Mr. Hagen, one who worked side by side with him for some time said, "yes, Hagen is a gentleman and a hustler."

Adam Hunter, for the past three years a clerk in the store of E. B. Nixon, has opened a grocery business on his own account, in the north end of the city on Main Street.

CALGARY.

April 20.—Not since the early part of 1907 has business with the retailers been so good as it is at present. The grocers, one and all, say that business is very satisfactory. Cash sales are gaining month by month, and if the good work, that is, credit curtailment, now so well begun will but continue we think the grocery business will be on a saner basis than for many a day. And why not? The people have the money, and are willing in most cases to pay cash if the merchants would more urgently point out the advantages of doing business in this way. There can be no two opinions as to the advantage to the consumer, as cash stores can, and almost invariably do, sell more reasonably than credit stores. The service, too, is usually better because there is, or should be, an incentive to cater to and be particular to satisfy in every way the person who always pays cash. Grocers are everywhere unanimous in opinion that the cash system is the correct one, and they are working to that end. One of the largest grocery houses in this city has for many years done a cash business with entire success, and it is freely admitted by competitors that the store referred to is attaining a standing in the community that is en-

viable. The proprietor does not hesitate to refuse credit to thoroughly responsible parties, always assuring them that his business is strictly cash. The cash buyers come to his store in throngs. Other merchants could do the same; the field is a good one in which to make the change from credit to cash. One of the Dominion Immigration officials estimates that the new comers this year from the U.S. alone will bring into the country cash and effects to the value of not less than \$70,000,000—a huge sum. The grocer should see that he gets his share of cash for his goods.

Grocery prices are steady, with few changes of importance. In produce local lettuce, onions, and radishes are plentiful. New rhubarb from British Columbia is on the market and the quality is, as usual, the best. Potatoes are still scarce locally. Quantities are being brought in from the east, several cars having been purchased for shipment from Prince Edward Island. The price will necessarily be high and doubtless a good many of these will be used for seed. Butter and eggs are plentiful and prices are easier. Local poultry is in fair supply, quality good, but prices rather too high to induce large buying. Fancy Alberta turkeys retail at 25c. per lb., chickens 22c. to 25c., and fowl 16c. to 18c.

Some Interesting Ontario Grocery Correspondence

Maple Syrup Shortage at Ottawa—Chatham Grocers Selling Oranges by the Peck—Presentation of Gold Watch to Toronto Grocer—Change in Wholesale Firm at St. Catharines—A Collection System Being Discussed at Chatham.

GALT.

Ald. T. G. Robinson, the Brant Road grocer, advertises his business for sale. He is removing from Galt.

Sloan's had a demonstration of jellies last week.

The Easter market in Galt was exceptionally large, and farmers took advantage of the occasion to boost prices. Eggs jumped from 14 to 17 cents a dozen and butter was up to 28 cents a pound.

"Yes, the housecleaning season is on," remarked a Main Street grocer as he wrapped up half a dozen cakes of yellow soap.

For the second time, where is the Galt Retail Merchants' Association?

A buyers' excursion inaugurated by a Hamilton department store fell flat as far as Galt was concerned. The return fare was 25 cents instead of the usual \$1, but not more than three people went from Galt. Galt's stores are just as well stocked and prices are no higher than those in Hamilton. The Brantford merchants have been attempting to coax trade from Galt, but it is understood that they too have had their fingers burned. Galt is quite able to live within itself.

"There was a great deal of truth in that article in a recent number of The Grocer about merchants suffering from farmers hoarding their money," said Allan Deans, of the Red Front. "The Grocer is filling a long felt want in bringing these matters to the front. It is hoped that the article will in some

way be brought to the attention of the farmers."

OTTAWA.

April 21.—Ottawa reports in Bradstreets' say that general business is showing a better tone here. Retail trade is not heavy but wholesalers in all lines report good prospects for the future. Collections continue on the slow side.

Saturday's Ottawa market sprang up to unusual proportions, both sides of the market square as far as York Street—and on that street as well—being lined with rows of vehicles of all descriptions, heaped with produce of every variety. It was a busy and a picturesque scene—a real spring market. The attendance of purchasers was as large as that of the vendors and trade was brisk. It was the little daily drama of buy and sell, which on the market assumes its most interesting form.

The unflinching novelty supplied by the presence on the market of an offering of gay spring flowers, was in evidence for the first time. Vegetables too, were in abundance, and lettuce at 40c doz., green onions at 25c doz, form a welcome change in April diet.

Pork was valued at \$10.75 and \$11, and there were very few carcasses of beef on sale at 7 and 7 1-2 cents. Frozen turkeys brought 20c lb., while the fresh killed birds were snapped up at 25c lb. Chickens sold for \$1.25 to \$1.75

THE CANADIAN GROCER.

a pair according to size. Eggs, wholesale were stiff at 20c. Parsnips just dug out of the ground were \$1.50 per bag and artichokes were very scarce at \$1.50 per bag.

The maple sugar and maple syrup harvest this spring is considerably less than that of last year. The run of sap is not so good nor so steady which is very much the fault of the weather man. Owing to the cold, stormy days and nights the sap did not begin to run as early as in 1908 and the delay of the season was the cause of many hundreds of gallons of syrup being left unmade. During the cold weather sap trickled during brief periods of warm sunshine, but the flow was not sufficient to warrant the tapping of the trees. Then, too, the farmers have their spring work to attend to, and cannot spend so much of their time at sugar making as they would have done had the run been earlier. However, the slump in the quantity of the product has in no way yet increased the price of either sugar or maple syrup. The pure product is selling from 95c to \$1.00 a gallon for syrup and 9c to 10c a pound for sugar—almost the same as last year. The decrease in the quantity will not be felt in Ottawa until next fall or winter. Most of the syrup and sugar delivered in Ottawa is made in the townships adjoining the city. This product usually comes in small quantities. Large amounts are brought from the producers in Quebec, chiefly around Sherbrooke and the Gatineau. Local store keepers say there is a marked shortage in the large manufacturing regions.

The Walter Cunningham Company, Ottawa has been incorporated with a capital stock of \$20,000 to purchase and carry on the business of wholesale and retail grocers and liquor dealers, formerly carried on by Walter Cunningham, in Ottawa. Those to whom the charter is granted are: Walter Cunningham, George A. Little, A. N. Bedard, W. C. Revels and Frank Bedard.

Work will commence on May 1st, to pave a portion of the market square, which the people of Ottawa voted for at the last municipal elections.

Albert E. Forde, formerly with Forde Bros., grocers, has accepted a position with Thomas Bros., Limited, of St. Thomas, Ont., to represent that firm on the road.

R. Baird's grocery stock was sold by auction on April 17. Everything sold in detail. Perhaps it wasn't fun to hear the woman bidding on food stuffs in the hopes of saving a few cents.

The bakers think that they will have to advance the price of bread, owing to the recent jump in flour. Talk about advancing the poor man's bread, but what is the matter with the wheat corner man who causes the bread of a continent to jump a cent a loaf and collars the proceeds?

WOODSTOCK.

April 21.—Poole & Co., Woodstock, report the grocery business very brisk. Their neatly dressed window during the

past week has been the source of great curiosity. Everything eatable is placed on a fancy table with two little colored chaps sitting down to a meal.

Forbes & Son have sold their grocery business to Alf. Rapson, for many years connected with Fred Millman.

J. Lewis has opened a fine new grocery on the corner of Victoria and Dundas Streets. The building is a fine red brick structure.

LONDON.

April 21.—Not in years has there been such a scarcity of hogs in Middlesex county as exists at present. Buyers have scoured the county from end to end, but have failed to locate even an average number of live hogs. The fact is that most farmers hereabouts have quit raising hogs, owing to the high price of fodder.

Herbert Summers, who for the past fifteen years has been connected with the D. S. Perrin Co., is about to leave the city, and on Thursday he was surprised by the staff giving him a most pleasant send-off. A large number of his associates for years past assembled in the shipping room, when Norman Graham read a kindly worded address, expressing the esteem in which he was held by all who had been associated with him. The address was accompanied with a purse of gold, and reference was made to the many happy days in pleasurable pastime on the ball field, also that the name of "Silver," as he was familiarly called, would not soon be forgotten, and wished Mr. Summers every success in his new field of labor. Mr. Summers thanked them all for the kind words contained in the address and also for the handsome gift extended to him.

The Canadian Packing Company will not rebuild on their present site, and it is quite possible that they will not rebuild at all. All their property in Pottersburg is being offered for sale, and will be disposed of at once. At the time of the visit of the English director of the company, Mr. Wraggle, it was announced that the company would not rebuild anywhere until there was a more plentiful supply of hogs at lower prices. Mayer Stevely states that it would be some time before the company rebuilt. "They are disposing of their property here," said his worship "They will not rebuild on that site in any event, and the property may as well be sold." "Will the company rebuild at all?" was asked. "I do not know," he answered. "They will not rebuild for some time anyway."

A game of bowls between north and south side grocers. (Dundas Street being the dividing line) was won by the latter by the following score:

South Grocers—Millson, 496; Trebilcock, 430; Ryan, 347; McLeod, 420; Grandage, 449. Total—2142.

North Grocers—Ranahan, 456; Collins, 482; McCorquandale, 360; Hayes, 498; Nopper, 468. Total—2,264. Majority for north grocers, 122 pins.

PETERBORO.

April 21.—The Examiner of this city had a note in a recent issue to the effect that in The Canadian Grocer's correspondence maple syrup was quoted at from \$1.00 to \$1.20 a gallon in Western Ontario towns. On Saturday last the price of syrup on the market here was about \$1.15 a gallon and good quality was procurable at \$1.00 where a fairly large quantity was purchased. This was a drop from \$1.50 a gallon of previous weeks and it has been said that the newspaper item very likely had the influence of dropping the price to what is considered a fair figure. The grocers are quoting good syrup at \$1.20.

Practically all the leading grocers are displaying garden seeds and already are reporting rather heavy sales. They have the opposition of the drug and feed stores.

The recent advance in the price of flour has been received rather quietly in Peterboro. At least there has not been very much said about it among the people generally. The grocers and bakers seem to be more concerned as a class than the people who will in the end have to bear the brunt of the increase.

The Retail Merchants' Association have made good progress in their efforts to have the local stores close as early as possible on Saturday nights. Last Saturday the dry goods and millinery sections closed at 9.30 o'clock and it is understood that an effort will be made to have the other sections come to a similar agreement at least for the summer.

Navigation on the Otonabee opened on Saturday, which is considered almost a record. This is one of the things which the grocers like to see, as the farmers all along the river will do their trading in Peterboro and groceries are one of the commodities which make the largest hole in the farmers' pockets.

R. A. Dutton has been offering his customers a choice line of early vegetables, tomatoes, onions, lettuce, and the other delectable early "greens" have been selling well. In this department Mr. Dutton maintains a tempting line of goods, as good in quality as the standard of his groceries.

Harry Ball, formerly a hardware merchant in New York, has opened a general store in the premises formerly occupied by Wesley Bros. at the corner of Alver St. and McDonel St. He has obtained a lease from J. J. Turner & Sons. Not only does he intend to carry groceries, but will also have departments for boots and shoes, meat, fruit and dry goods. The store is now being refitted and will be opened shortly.

TORONTO.

April 21.—The April meeting of the Toronto Retail Grocers' Association was held on Monday night in the Temple Building, the most important portion of the evening's programme being a presentation to David Bell. This was the result of the efficient services Mr. Bell rendered the Association during the past two years during which he was secretary. The presentation consisted of a handsome gold open-faced watch with the initials of the recipient engraved on the back. It was made by J. S. Bond, who in a brief informal address expressed, on behalf of the Association,

his appreciation of Mr. Bell's services in the past. He had proven faithful and true in the work given him, which he had never resented, and which he had always diligently performed. The gift was presented to him not on account of its value but as a memento of the pleasant associations he had had with the members. "We hope you will always remember our association," he concluded, "and that when you cross the bar you will hand it down to your son who we also hope will follow in his father's footsteps." In reply Mr. Bell thanked his friends for their present and past kindness. He had tried to do the best he could and would continue to be faithful to the association as best he could. The meeting was an enthusiastic one, the question of the annual excursion again coming up. The plans will likely be completed in a few days' time and the members intend to have one of the best excursions in their history. Several new names were reported for membership and the Association is gradually growing.



DAVID BELL,

Presented With a Gold Watch by Toronto Grocers' Association.

O. E. Sheets, 207 Brock Ave., bought out Mrs. Hayes and is putting new life in the business, and there is a decidedly better appearance to the store.

C. Schlemmer, grocer, 467 Dundas St., is wearing more than his usual smile over the fact that his baby boy was one of the fortunate prize winners in Borden's milk baby contest. This is the third time this little "shaver" took prizes for his good looks, and still "puddles" round in the healthy mud and sand like other little folks.

A Snyder, 262 Dundas St., sold his business to J. W. Island and intends to build a new store on Roncesvalles Ave. where he has secured a lot.

Wm. C. Miller has moved from 624 to 632 Yonge St., where he has a larger store to accommodate his rapidly increasing trade. With new fixtures, a good deal of new stock, and his natural business tact, he will soon be one of the leading Yonge St. grocers.

Teasdale Grocery Co., Yonge St., made a hit, when they filled their windows with canned apples just at the

right time. This resulted in the clearing out of over 100 cases. A trick in trade is to do a right thing at the right time.

CHATHAM.

April 21.—The debt collecting scheme for some time past under consideration by the local retail merchants has not yet been worked into satisfactory shape, though some progress has been made, while the fact that so vital a matter is under consideration has done much to stimulate interest in the association. At last week's meeting Peter Cunningham, a member of the special committee, reported that they had taken the matter up with some professional collectors, none of whom seemed to be in a position to take up the work at the present time. One or two had expressed a willingness to take the matter up later on, their opinion being that the merchants themselves should formulate a definite proposition with a fixed salary and lay this before the collector. The matter was pretty thoroughly discussed, several members considering that the collector should, while bearing the title of official collector for the association, make his arrangements as to salary with individual merchants, the amount in each case being based on the amount of collections handled. It was urged that merchants might now have their own collectors, from whom they would not be anxious to take their business. Wm. Anderson agreed that the proposition should emanate from the association and not from the collector. He explained in outline the Guelph scheme, and urged that with a view to securing information on the subject the Guelph collector, Mr. Scroggie, be invited to address the Chatham merchants, or to furnish information as to the workings of the system there. This suggestion was unanimously adopted. In the meantime, the committee was continued in office.

"Sweet oranges, 50c. a peck," is now a sign frequently seen in many grocery windows. The scheme of selling oranges by the peck instead of by the dozen was inaugurated a few weeks ago by Harry Andrew, and made quite a hit with the public, the novelty proving very attractive. Quite a few grocers have followed suit.

From all accounts the carp, locally despised as an edible fish, is in great demand in New York among the epicures. Large shipments of carp are reported from Erie and other fishing grounds to the "American" metropolis.

INDEPENDENT CANNERS' ASSOCIATION MEETING.

A meeting of the Independent Canners' Association was held on Tuesday, the 20th inst., at the King Edward Hotel, Toronto. There was a fair attendance of the members and under the chairmanship of Mr. Eckert, and Secretary Ball, a number of interesting matters were gone into. The principal question was the question of arriving at some working arrangement among the members whereby the canning industry could be placed on a paying basis, and to eliminate the cutting of prices. Another matter was the amal-

gamation of all the canning factories though not on the lines erroneously reported in some of the Toronto dailies. That some sort of an arrangement will likely be closed in this direction is the expressed opinion of almost every member of the association, and a committee was appointed to confer with the other canning interests to this end. This committee held a meeting last night but nothing was given out to The Grocer. It was learned, however, that satisfactory progress was made by the committee, who will report at a special meeting shortly to be called.

A NEW COFFEE MILL.

A new design of coffee mill is being put on the market by the A. D. Fisher Co., Limited, Toronto. For a number of years the Fisher Co. have been turning out a good machine and many are in use throughout the Dominion, but progressiveness has led them to excel any of their previous efforts. One improvement is the manner in which the coffee, while being ground, is conveyed from the grinders to the receiver, without allowing finely ground coffee or chaff to fly around or get spilled on the counter. This is accomplished by a new style base upon which the model is mounted, the head, containing the grinders, being extended into the top of the base and the receiver, which fits snugly into the base, through the top of which there is an opening allowing the freshly ground coffee to go directly from the head into the receiver which is entirely closed up with the exception of the opening in the top registering with the shoot of the coffee mill head. This obviates any possibility of the coffee flying around. Another improvement is the hardening of or converting the grinding teeth into practically hardened cast steel, by a special process. These grinders are directly connected on to the motor shaft, the same as their mill has always been made, but this new hardening process prolongs the life of the grinders for years.

NO TAX IN QUEBEC.

In answer to an inquiry from one of our subscribers, The Grocer desires to state that there is no tax placed on commercial travelers in the Province of Quebec, except those representing liquor houses.

PERSONAL NOTES.

Geo. O'Neill, of J. Bruce Payne, of Granby, Que., cigar manufacturers, was calling on the trade in Toronto during the week.

Geo. H. Campbell, manager of Red Rose Tea, Toronto, has entirely recovered from his recent illness and this week is on a trip through eastern Ontario.

F. C. Maciver, the representative north of Gravenhurst and west to Port Arthur for White Swan Spices and Cereals, Limited, was among the visitors at the Toronto office of The Grocer on Monday.

Eby-Blain, Limited, have notified Thos. Kinnear, president of the Ontario Wholesale Grocers' Exchange, that they are withdrawing from that body.

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Canadian General Markets and Market Notes

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

QUEBEC MARKETS

POINTERS—

Maple Products — Unchanged, weak undertone.

Molasses—Steady.

Beans—Firm.

Rice and Tapioca—Market dull.

Montreal, April 22, 1909.

Travelers returning from the country state that the condition of the roads is frightful. This undoubtedly is responsible for the slackness of business in wholesale circles, which is very marked. This condition, however, has not produced any pessimistic feeling, as it is regarded as only a temporary condition. The opening of navigation, and the commencement of the dairying season, it is thought, will produce a good effect on business in general. The flour market has been the chief topic of conversation among business men during the week. There is a feeling expressed in some quarters that the prevailing high prices will not be maintained long as it is felt the condition is too artificial to be enduring. Other lines of groceries have been wonderfully quiet during the week in fact, decidedly dull, and there have been no changes worth mentioning. City collections are reported to be fair, but country paper is being met slowly.

SUGAR—There is a fair business passing in sugar. Nothing of any consequence has transpired during the week. Prices are unchanged.

Granulated, bbls	4 70
" 4-bbls	4 85
" 20-lb. bags	4 65
" Imperial	4 75
" Beaver	4 40
Paris lump, boxes, 100 lbs.	5 55
" 50 lbs.	5 65
" 25 lbs.	5 85
Red Seal, boxes	5 35
Crystal diamonds, bbls	5 65
" 100 lb. boxes	5 95
" 50 lb. "	6 05
" 25 lb. "	6 25
" 5 lb. cartons	5 40
Extra ground, bbls	5 10
" 50-lb. boxes	5 30
" 25-lb. boxes	5 50
Powdered, bbls	4 90
" 50-lb. boxes	5 10
Phoenix	4 65
Bright coffee	4 60
No. 2 yellow	4 50
No. 2	4 40
No. 1	4 30
No. 1 " bbls	4 25
No. 1 " bags	4 25

SYRUPS AND MOLASSES — Barbadoes is selling well, but supplies are not yet coming forward freely. The price has been fully maintained and is firm at the figures last quoted. Syrups are more active this week. One dealer stated that this was a reflection of the maple syrup market as people who could not afford the latter thought they must have syrup of some kind. Prices are unchanged.

Barbadoes, in puncheons, choice and fancy	0 39	0 42
" in barrels	0 41	0 44
" in half-barrels	0 42	0 45
New Orleans	0 22	0 25
Antigua	0 30	
Porto Rico	0 40	

Corn syrup, bbls	0 08	0 08
" 4-bbls	0 08	0 08
" 20-lb. pails	1 75	
" 25 lb. rails	1 25	
Cases, 2 lb tins, 2 doz per case	2 40	
" 5-lb. " 1 doz.	2 75	
" 10-lb. " 1 doz.	2 65	
" 20-lb. " 1 doz.	2 60	

MAPLE PRODUCTS—Supplies arriving from the Townships are quite large enough for local requirements. It is thought a decline may be recorded soon, if the supply keeps up much longer. Stock is showing good quality this season.

Compound maple syrup, per lb.	0 04	0 05
Fine Townships sugar, per lb.	0 07	0 08
Fare syrup, 8 lb tin	0 60	0 67
" 10 lb. tins	0 70	0 75

TEA—Japans are in good demand when they can be secured, but only an odd lot here and there is available. Ceylons are selling particularly well. Other lines are dull. No changes in prices have been recorded and there will not be any, probably, until new stock commences to arrive.

Choicest	0 40	0 50
Choice	0 35	0 37
Japans—Fine	0 31	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 Souchongs	0 19	0 20
India—Pekoe Souchongs	0 20	0 25
Ceylon greens—Young Hysons	0 20	0 22
Hysons	0 19	0 22
Gunpowders	0 14	0 15
China greens—Pinguay gunpowder, low grade	0 14	0 15
" " " " " " " " " "	0 23	0 30
" " " " " " " " " "	0 30	0 50

COFFEE—Trade is good and prices are unchanged. It has been mentioned that a slight decline might occur owing to the failure of the U. S. Government to impose the proposed tax. Many holders are loaded heavily and if they commenced dumping suddenly the probability of a decline is apparent. This, however, is thought to be only a remote possibility.

Mocha	0 10	0 25
Ro. No. 7	0 09	0 11
Santos	0 12	0 15

DRIED FRUITS—One house reported an exceptionally good sale of raisins for which it was rather difficult to assign any direct reason. Other houses state that trade is pretty evenly distributed among all lines. Buyers are disposed to go cautiously but the total volume of trade is rather good. No quotable changes have taken place in the market.

Figs—		
Bag figs	0 03	0 05
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	
" " " " " " " " " "	2 50	
" " " " " " " " " "	0 75	
" " " " " " " " " "	1 30	
" " " " " " " " " "	4 75	
" " " " " " " " " "	5 75	
" " " " " " " " " "	1 60	
Australian raisins	0 07	0 08
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 09	0 10
Choice seeded, 1-lb. pkgs	0 08	0 09
Loose muscatels 3 crown	0 08	0 09
" " " " " " " " " "	0 09	0 10

California Evaporated Fruits—		
Apples, per lb	0 12	0 14
Peaches, "	0 11	0 14
Pears, "	0 13	0 13
Prunes—		
Prunes 25-lb. boxes, 30-40s	0 10	0 12
" " " " " " " " " "	0 09	0 10
" " " " " " " " " "	0 08	0 10
" " " " " " " " " "	0 08	0 08
" " " " " " " " " "	0 07	0 07
Currants, fine filiatras	0 06	0 07
" " " " " " " " " "	0 08	0 08
" " " " " " " " " "	0 08	0 09

SPICES—The demand for spices is evenly divided among all lines. Business, however, is not exceedingly brisk in any one direction.

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 30
Cloves, ground	0 20	0 25
Cream of tartar	0 23	0 33
Allspice	0 13	0 16
Nutmegs	0 30	0 60
Cinnamon, ground	0 15	0 19
" whole	0 14	0 16

RICE AND TAPIOCA—The week has been a dull one for both rice and tapioca. No changes have taken place.

Rice, grade B, bags 250 pounds	2 90
" " " " " " " " " "	2 95
" " " " " " " " " "	3 05
" " " " " " " " " "	3 15
" " " " " " " " " "	2 85
" " " " " " " " " "	2 85
" " " " " " " " " "	2 95
" " " " " " " " " "	2 95
" " " " " " " " " "	3 05
Tapioca, medium pearl	0 04

BEANS AND PEAS—Both beans and peas are going into consumption steadily, and the prices are being well maintained with a firm undertone to the market.

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

EVAPORATED APPLES — There is a small demand for evaporated apples, but stocks are very low. One dealer stated that they were entirely cleaned out. The price has not altered but undertone of the market is strong.

Evaporated apples, new	0 08	0 08
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CANNED GOODS

MONTREAL—The demand for canned fish is very dull. Canned fruits are moving freely, also vegetables. Canned meats are meeting with only a fair sale. Pork and beans are also declining in demand.

TORONTO—Fruits are reported rather quiet this week with no changes in price. The decreasing of the housewife's stock of preserves is, of course, causing a fair demand, gallon apples being among the best sellers. Great Britain imports a considerable quantity of cour canned apples and the prices are regulated by that market. They are now firm over there and at home as well. Stocks are being reduced considerably.

There is no doubt a large stock of tomatoes yet in existence, but how much is difficult to say. Tomatoes of course have been and are moving quite freely.

THE CANADIAN GROCER.

In connection with the shortage in the canned peas market a local broker states that their absence does not switch a demand for any other vegetable. When people want canned peas they want them and nothing else, so that their consumption from year to year remains pretty much the same.

New lobsters are being offered just now. Salman is in fairly good demand, particularly for the choice goods.

FRUITS.

	Per doz.	Per doz.
	Group 1.	Group 2.
Apples, 3's standard	\$1.00	\$.95
" 3's preserved	1.45	1.40
" gals, standard	2.55	2.50
" gals, preserved	4.00	3.95
Blueberries, 2's standard	1.20	1.15
" 2's preserved	1.70	1.65
" gals, standard	5.05	5.00
Cherries, red, pitted, 2's	1.95	1.90
" red, not pitted, 2's	1.55	1.50
" red, not pitted, gals	6.50	6.00
" red, pitted, gals	8.00	8.00
" black, pitted, 2's	1.95	1.90
" black, not pitted, 2's	1.55	1.50
" white, pitted, 2's	2.05	2.00
" white, not pitted, 2's	1.65	1.60
Grapes, white, Niagara, 2's, psvd.	1.45	1.40
" white, Niagara, gals, std.	3.55	3.50
Lawtonberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.55	7.50
Currants, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	5.00	5.00
" red, gals, solid pack	7.00	7.00
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	5.25	5.25
" black, gals, solid pack	8.00	8.00
Plums, Damson, 2's, light syrup	1.00	.95
" Damson, 3's, light syrup	1.40	1.35
" Damson, 2's, heavy syrup	1.15	1.10
" Damson, 2 1/2's, heavy syrup	1.80	1.75
" Damson, 3's, heavy syrup	1.90	1.85
" Damson, gals, standard	2.90	2.85
" Lombard, 2's, light syrup	1.00	.95
" Lombard, 3's, light syrup	1.45	1.40
" Lombard, 2's, heavy syrup	1.20	1.15
" Lombard, 2 1/2's, heavy syrup	1.85	1.80
" Lombard, 3's, heavy syrup	1.95	1.90
" Lombard, gals, standard	3.05	3.00
" Green Gage, 2's, light syrup	1.40	1.35
" Green Gage, 2's, heavy syrup	1.55	1.50
" Green Gage, 2 1/2's, hvy. syrup	1.85	1.80
" Green Gage, 3's, heavy syrup	2.05	2.00
" Green Gage, 3's, light syrup	1.85	1.80
" Green Gage, gals, standard	4.05	4.00
" Egg, 2's, heavy syrup	1.55	1.50
" Egg, 2 1/2's, heavy syrup	1.85	1.80
" Egg, 3's, heavy syrup	2.05	2.00
Rhubarb, 2's, preserved	1.80	1.75
" 3's, preserved	2.45	2.40
" gals, preserved	3.30	3.25
Strawberries, 2's, heavy syrup	1.95	1.90
" 2's, preserved	2.20	2.15
" gals, standard	7.05	7.00
" gals, solid pack	9.80	9.75
Raspberries, red, 2's, heavy syrup	1.95	1.90
" red, 2's, preserved	2.20	2.15
" red, gals, standard	7.05	7.00
" red, gals, solid pack	9.80	9.75
" black, 2's, heavy syrup	1.95	1.90
" black, 2's, preserved	2.20	2.15
" black, gals, standard	7.05	7.00
" black, gals, solid pack	9.80	9.75
Peaches, yellow, 1 1/2's, flats	1.70	1.65
" yellow, 2's	1.95	1.90
" yellow, 2 1/2's	2.65	2.60
" yellow, 3's	3.05	3.00
" yellow, 3's, whole	2.30	2.25
" white, 2's	1.85	1.80
" white, 2 1/2's	2.55	2.50
" white, 3's	2.80	2.75

" pie, not peeled, 3's	1.45	1.40
" pie, not peeled, gals	4.30	4.25
" pie, peeled, gals	6.05	6.00
" assorted pie fruits, gals... (add 5 p.c.)		
Pears, 2's, Flemish Beauty	1.70	1.65
" 2 1/2's, Flemish Beauty	2.00	1.95
" 3's, Flemish Beauty	2.15	2.10
" 2's, Bartletts	1.90	1.85
" 2 1/2's, Bartletts	2.20	2.15
" 3's, Bartletts	2.35	2.30
" pie, not peeled, 3's	1.30	1.25
" pie, peeled, gals	4.05	4.00
" pie, not peeled, gals	3.55	3.50
" 2's, light syrup, "Globe"	1.25	1.25
" 3's, light syrup	1.85	1.85
Gooseberries, 2's, heavy syrup	2.15	2.10
" 2's, preserved	2.40	2.35
" gals, standard	6.00	6.00
" gals, solid pack	8.00	8.00
Pineapple, 2's, sliced	1.95	1.90
" 2's, do. grated	1.95	1.90
" 2 1/2's, do. whole	2.45	2.40

VEGETABLES.

Corn, 2's	.90	.85
Corn on Cob, gals	4.50	4.50
Peas, No. 1 extra fine, sifted, 1's	1.12 1/2	1.07 1/2
" No. 4 standards, 2's	.82 1/2	.77 1/2
" No. 3 Early June, 2's	.87 1/2	.82 1/2
" No. 2 Sweet Wrinkle, 2's	.97 1/2	.92 1/2
" No. 1 extra fine, sifted, 2's	1.42 1/2	1.37 1/2
" No. 4, gals	3.77 1/2	3.72 1/2
Tomatoes, 2's	.90	.85
" 3's	1.00	.95
" gals	3.30	3.25
Beans, golden wax, midget, 2's Auto	1.25	1.25
" golden wax, midget, 2's	.90	.85
" golden wax midget, 3's	1.40	1.35
" golden wax, midget, gals	4.05	4.00
" Refugee or Valentine (green)	.90	.85
" " " "	1.40	1.35
" Refugee, midget, "Auto", 2's	1.25	1.25
" Crystal wax, 2's	1.00	.95
" Red Kidney, 2's	1.00	.95
" Lima, 2's	1.30	1.25
Pumpkin, 3's	.85	.80
" gals	2.80	2.75
Table Spinach, 2's	1.30	1.25
" 3's	1.85	1.80
" gals	5.05	5.00
Succotash, 2's	1.20	1.15
Squash, 3's	1.15	1.10
" gals	3.55	3.50
Carrots, 2's	1.00	.95
" 3's	1.10	1.05
Cabbage, 3's	.95	.90
Cauliflower, 2's	1.50	1.45
" 3's	1.90	1.85
Parsnips, 2's	1.00	.95
" 3's	1.10	1.05
Turnips, 3's	1.00	.95
Beets, sliced, br. "Simcoe," 2's	.95	.95
" sliced, br. "Simcoe," 2's	.95	.95
" whole, br. "Simcoe," 2's	.95	.95
" whole, br. "Rosebud," 2's	1.15	1.15
" sliced, br. "Simcoe," 3's	1.25	1.25
" whole, br. "Simcoe," 3's	1.25	1.25
" whole, br. "Rosebud," 3's	1.40	1.40

ONTARIO MARKETS

POINTERS—

Sugar—Easier.
Coffee—Good demand.
Valencia Raisins—Selling well.
Beans—Scarcity reported.
Currants—Primary market firmer.

Toronto, April 22, 1909.

Few features in the grocery markets this week are to be recorded. There have been practically no changes in price and the trade from the wholesaler's point of view has been fair. The present seems to be a sort of "between seasons," there

being no special occasion or event to aid in gingering up business. Collections are fair, but above this there is the general feeling that brighter times lie in the no-distant future.

No change has occurred in Ontario during the week in the sugar market. In the United States two large refiners have reduced their prices 10c per cwt., but this was merely to arrange themselves on an even footing with the others, whose prices had not been up to the top notch. There is nothing just now to justify any immediate change in prices. The tariff on beet sugar coming into the country is endorsed for another term.

Dried fruits are good sellers and an extra good demand is reported for Valencia raisins, which is inexplicable. The demand nevertheless exists.

In speaking of the coffee market one wholesale house referred to the splendid market existing for coffee in the northern silver districts. During the week they had sold over a ton to go north.

Beans are firm in price, the cause being attributed to the low stocks in the hands of farmers.

SUGAR—There is a somewhat easier tone to the sugar market this week but no change in refined prices. In fact it is difficult to forecast what the next change will be. During the past week the Federal and Warner refiners of the United States reduced their prices 10c per cwt., but they had previously been quoting at a premium of 10c over the rest of the list. They simply reduced their prices to make them uniform with the others. Locally there is no change, the demand being of the "hand-to-mouth" variety, and there is nothing to indicate either a decline or advance in the near future. While there may be a reduction in the nearby raws the prices for distant sugars are likely to be firmly maintained. May shipment from Cuba is quoted at 1-32c over April, the probable reason given being on account of heavy rains, causing the sugar-making campaign to come to an end sooner than anticipated. A local broker states that any weakness in nearby sugars would most likely be on account of the inability of holders to carry them and to the fact that recent heavy deliveries to refiners make them naturally independent to offerings for the time being. The European market which receded from the recent prices, has since recovered.

" Crystal Diamonds," barre's	5 95
" " half barrels	6 05
" " boxes, 100 lbs.	6 15
" " " 50 lbs.	6 25
" " " 25 lbs.	6 45
" " 5-lb. cartons, boxes 100 lbs.	8 10
St. Lawrence Crystal Diamond Dominos, 5 lb. ctas	8 40
Paris lumps, in 50-lb. boxes	5 95
" " " " " " " "	5 75
" " " " " " " "	6 95
Red Seal	7 10
Mt. Lawrence granulated, barrels	4 80
Beaver granulated, bags only	4 80
Redon's extra granulated	4 80
Imperial granulated	4 80
Aradia granulated, (bags and barrels)	4 70
W's laceburg	4 50
St. Lawrence Golden bbls.	4 30
Bright coffee	4 70
No. 3 yellow	4 80
No. 2 "	4 50
No. 1 "	4 40
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUPS—Just at this season of the year the market in

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THE CANADIAN GROCER.

molasses and syrups is quiet, the latter being particularly so. There is some syrup in tins selling, but little bulk. No changes in prices have occurred since a week ago.

Syrup—		
Medium	0 30	0 35
Bright	0 40	0 45
Per case.		
5 lb. Tins, 2 doz. in case	2 40	
10 " " " "	2 75	
15 " " " "	2 85	
20 " " " "	2 60	
Barrels	0 03	
Half Barrels	0 03	
Quarter	0 03	
Pails, 35 lb. each	1 75	
" 35 " "	1 25	
Maple syrup—		
Gallons, 6 to case	4 50	
" 12 " "	4 80	
Quarts, 24 " "	4 80	
Pints, 48 " "	2 50	
Molasses—		
New Orleans, medium	0 31	0 33
" " bbls.	0 29	0 31
Barbadoes, extra fancy		0 45
Porto Rico	0 46	0 53
West Indian	0 31	0 30

TEA AND COFFEE—At the present time the tea market is quiet. The demand locally is not of the best, but the coffee trade it is different. There is a good demand, according to a local firm, it having sold a ton of coffee for the Cobalt district during the week. That includes to a great extent the cheaper grades.

DRIED FRUITS—One of the features of this market is the big demand for Valencia raisins. Stocks of wholesalers are getting low and demands are made on the brokers. No person seems to be able to account for this, it being better than at any time during the past year. Prunes, currants, peaches and apricots are also selling well, but the dried apple season is practically over. Currant prices are a little firmer in the primary markets, but no changes are reported here.

Prunes—		
30-0's, 25-lb. boxes		0 10
40-5's, 25-lb. boxes		0 09
50-60's " "		0 08
60-70's " "	0 07	0 07
60-70's, 50-lb. boxes		0 07
80-90 " "		0 05
90-100 " "		0 06
Apricots—		
Standard		0 12
Choice, 25-lb. boxes		0 13
Fancy		0 15
Candied and Drained Peels—		
Lemon	0 10	0 11
Orange	0 10	0 12
Figs—		
Elmes, per lb.	0 08	0 10
Tapnets	0 03	0 04
Box Figs	0 03	0 04
Dried peaches	0 17	0 08
Dried apples		0 07
Currants—		
Fine Filletas	0 06	0 07
Patras	0 08	0 08
Uncleaned, to loss		
Raisins—		
Sultans	0 07	0 09
" Fancy	0 11	0 12
" Extra fancy	0 14	0 15
Valencias	0 05	0 06
Seeded, 1-lb. packets, fancy		0 08
" 15 oz. packets, choice		0 18
" 12 oz. " "		0 07
Dates—		
Hallowes	0 05	0 06
Sais	0 05	0 07
Fards choicest		0 08
" choice		0 07

NUTS—Shelled nuts are moving steadily, but there is little call for unshelled. The demand for the latter usually falls off during the summer season.

Almonds, Formigetta	0 12
" Tarragona	0 13
" shelled	0 30
Walnuts, Grenoble	0 14
" Bordeaux	0 11
" Marbots	0 10
" shelled	0 28
Filberts	0 10
Pecans	0 16
Braz's	0 16
Peanuts	0 10

RICE AND TAPIOCA—Shipments for one or two houses of tapioca are expected to arrive in a few weeks. The market in Singapore, from where they come, is reported a little firmer, but there are no changes either in rice or tapioca on this market.

Rice, stand. B.	Per lb.
Standard B, from mills, 50 lbs or over, f.o.b., Montreal	2 95
Bangkok	0 03
Batavia	0 03
Java	0 03
Java	0 03
Sago	0 05
Seedi tapioca	0 06
Tapioca, medium pearl	0 03

SPICES—The usual quietness rules in the spice market, no features being observed during the week.

Peppercorns, blk. p. re.	0 14	0 20
" white pure	0 22	0 30
" whole, black		0 13
" whole, white		0 28
Ginger	0 18	0 25
Cinnamon	0 25	0 40
Nutmeg	0 35	0 50
Cloves, whole	0 28	0 35
Cream of tartar	0 22	0 35
Allspice	0 16	0 19
" whole	0 17	0 20
Mace ground	0 50	0 50
Mixed pickling spices, whole	15	0 30
Cassia, whole	0 20	0 25

BEANS—There is a strong tone noticed in this market, beans in the hands of the farmers being scarce. The new crop will not be ready until November.

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

EVAPORATED APPLES—"They are dragging along as usual and the market is pretty sick," observed one wholesaler in speaking about evaporated apples. "We were all much disappointed in them," he added. The price is still quoted at 7 1/2c.

MANITOBA MARKETS

Winnipeg, April 17.—Friday, April 16, introduced a new feature into the spectacular wheat market. The abnormal prices broke and dropped 5c. Never before in the history of the Winnipeg exchange was there such a swift decline, and never before in so short a period did the re-action come so swiftly when apparently everything indicated strong markets. A grain man, speaking of the situation this morning stated that while the drop was considerable, yet in most instances recovery was quite possible, especially when the prices present a firm aspect to-day. Speaking as to the cause of the break he stated that the rumor of Patten selling May wheat had made many local men nervous and when a number of holdings were placed on the market the onslaught came with a rush.

On the evening of April 16, the master bakers met at the Fleischmann yeast warehouse to discuss the price of bread. There was a representative gathering, twenty-five bakers being present. The question of raising the price of bread was debated at considerable length. In the end it was decided to raise the price of loaves from four to five cents to the wholesale trade, and from five to six cents to the retailer. The new prices will go into effect to-day. The bakers were of the opinion that the present ad-

vances should have taken place many months ago owing to the state of the wheat and flour markets. They claim that even with the rise of one cent a loaf the price of bread in Winnipeg is still away below the price in many cities of Canada and the States. They state further that if the price of flour does not ease off in the near future another rise in the price of bread may prove inevitable.

The volume of business done for two or three days during the Easter rush was very great in comparison to what the trade has been for several weeks. Some features were rather disappointing, however. It was expected that eggs and meats would be the heaviest selling goods, but the demand ran largely in the line of fresh fruits and vegetables. Several stores were sold out completely and many jobbing houses were drained. Of course, the business generally was active in all lines, but it was certainly a surprise that eggs did not move better. Many stores have large baskets filled with last week's eggs, and although the price has not yet been reduced to any extent, they will be much cheaper very soon.

One grocer remarked that his Easter trade on the whole was greater than his last Christmas trade, and that he felt guilty in making too large demands upon his clerks, as he was compelled to do on Saturday last.

A feature of the week is the strong cereal market. We also quote advances in foreign dried fruits.

SUGAR—It would not be a surprise if some declines were made in sugars. The B.C. Refinery are increasing their warehouse stock in different parts of the country, and are selling some brands at a reduced price. No reductions can be quoted, but a general decline may come soon.

Montreal and B.C. granulated, in bbls.	5 30
" " in sacks	5 25
" yellow, in bbls.	4 90
" " in sacks	4 55
Wallaceburg, in bbls.	5 10
" in sacks	5 15
B.C. gunnie granulated, 5-18's to bale, per cwt	5 25
" 5-20's "	5 25
" icing	5 90
bar sugar	5 90
Icing sugar in bbls.	5 90
" " in boxes	6 10
" " in small quantities	6 50
Powdered sugar, in bbls.	5 65
" " in boxes	5 55
" " in small quantities	6 15
Lump, hard, in bbls.	6 20
" " in 1-bbls.	6 30
" " in 100-lb cases	6 20

SYRUP AND MOLASSES—Syrup is the bachelor's reliable, and it is moving freely at present. Seeding time makes some strenuous demands on the farmer, and he often makes his noon-day meal of bread and syrup.

Molasses is only selling moderately. We quote last week's prices.

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 31
" " 5-lb tins, per 1 " "	2 75
" " 10-lb tins, per 1 " "	2 58
" " 20-lb tins, per 1 " "	2 70
" " barrel, per lb.	0 03
Beaver Brand, 2 lb tins, per 2 doz. case	2 25
" 5 " " 1 " "	2 75
" 10 " " 1 " "	2 45
" 20 " " 1 " "	2 35
Barbadoes molasses in 1-bbls, per lb	0 04
New Orleans molasses in 1-bbls, per lb	0 03
Porto Rico molasses in 1-bbls, per lb	0 04
Blackstrap, in bbls., per gal.	0 25
" 1 gal. bats, each	2 25

A Stairway Window from Cartons and Bottles

A Display Idea That Can be Easily and Effectively Used by Grocers and Clerks—The Construction Simple—Show and Price Cards Would be Valuable Additions To Assist the Salesman.

Many grocers and clerks expressed their pleasure with the "lighthouse window" which appeared in last week's issue of the Grocer and it has formed the nucleus for several windows throughout Canada. This week is presented a stairway window which can be used to advantage in displaying package and bottle goods. It is a window that leaves an impression with the passerby and should produce better results than if the goods were placed in a promiscuous manner not conveying any particular idea.

Almost any kind of a grocery window will be suitable for a stairway display. Like the lighthouse it is simple and easily constructed. The framework may first be made of small wooden boxes placed in circular tiers. The cartons could then be arranged on the frame so as to form three stairways—one in the centre and the others on either side—leading to the top.

As shown by the accompanying illustration a low column is erected at the top and a post erected at the bottom

For relief, the rear of the window on either side the centre column, is dressed with cartons arranged in a circular form.

One of the important requisites in the dressing of the window is the keeping of it free from dust and dirt. The glass should be glistening and the goods clean and frequently changed.

WANTS AN ASSOCIATION.

Hamilton Grocer Gives His Reasons for an Ontario Grocers' Association.

Editor The Canadian Grocer:—In last week's issue of your paper I was pleased to see the article from the London grocer advocating the formation of a Provincial Retail Grocers' Association, and I believe the time will not be long before one is organized. In his letter the London grocer presents some reasons why we should all be united in a common association, and

good work no doubt has been accomplished by the Retail Merchants' Association in the matter of legislation, but it does not promote a great many other interests the way it should.

We want a grocers' association that will look after the betterment of the conditions from the inside—one that will leave its influence from personal association. There has always been, it seems to me, too much petty jealousy among the grocers of every town or city and it is only within the past few years that this is being eliminated. An association would tend to promote a spirit of brotherly love among men who have hitherto concentrated all their energies upon self. It would raise the standard of trade ethics and present the opportunity of bettering the methods in the grocery store.

The grocer should be more interested in his own trade than in any other and I think that the sooner we get together the better it will be for the trade.

I would like very much to hear the opinions of others on this important subject.

A HAMILTON READER.

CHANGE IN COMPANY.

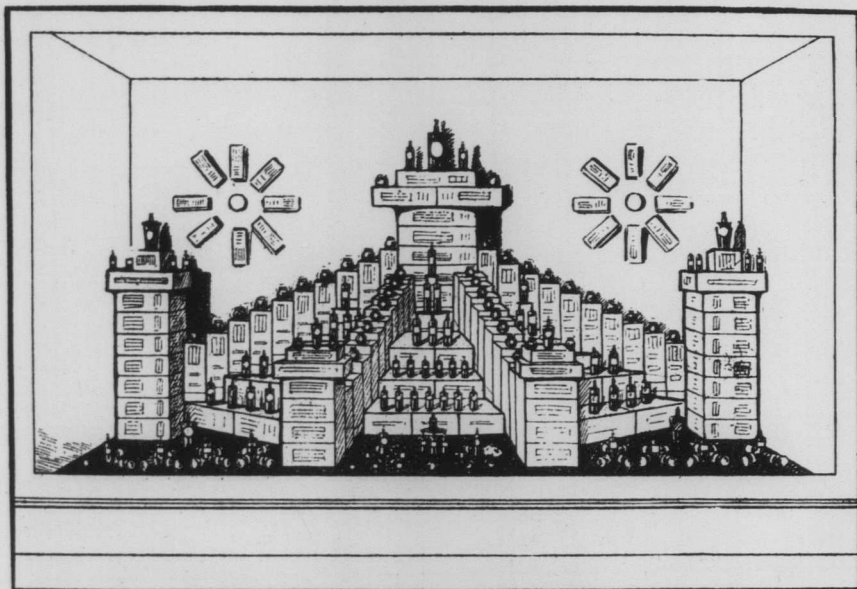
H. D. Desloges has entered the Montreal firm of the Dominion Wafer Company, 44 St. Vincent Street, and will in future look after the sales end of the concern. Mr. Desloges will be associated with P. Auelair, the founder of the enterprise, which is rather unique in Canada. The company, which was established three years ago, has worked up quite a trade in the specialties handled. The goods are wafers, which are used by the hundred thousand every summer for containing ice cream. They are made up in all sorts of fancy shapes such as coronets and thin slices for making ice cream sandwiches. The Dominion Wafer Company make the goods themselves, and, besides, import from the largest factories throughout the world. The specialties have taken quite a hold upon the trade, being novel and quick sellers.

TO CULTIVATE CASSAVA.

From a despatch from Washington, D.C., a movement is on foot in Jamaica to experiment in the growing of cassava. It is proposed by the men behind the movement to have the cassava rival the banana and in order to do this to plant nearly the whole of three parishes on the south side of the island and to erect factories for the manufacture of cassava, starch and cattle feed. The capital of the company runs into millions.

Cassava, or cassado, according to the dictionary, is the roots of the manihot and other plants made into a kind of bread, which are sometimes roasted and eaten like potatoes. They yield also a great quantity of starch, exported from Brazil in small lumps as tapioca.

In this case it is not likely the cassava will rival the banana only as a food in the country in which it is produced.



A Window Framed From the Stairway Idea.

of each of the four bannisters. The construction of the cartons in their proper places is of course a simple matter to the clerk or grocer who has any idea of carpentering. On the bannisters and posts are glass jars and bottles which may also be placed on the floor at the foot. Of course any other goods might be arranged artistically in place of the bottles.

A couple of showcards in the window calling attention in brief, spicy talks to the superiority of the goods and their prices would be valuable assistants to selling. Show-cards are coming more and more into use and are found valuable. A good spot for cards in the stairway window is on the front surface of the column at the head of the stairway.

points out the successes of many of the one-line associations.

But I think the greatest reason why we should have an association of our own is on account of the predominance in number of the grocers over any other single line of trade. If I remember rightly The Canadian Grocer took up this question some two or three years ago and pointed out that at the convention in Hamilton of the Grocers' Section of the Retail Merchants' Association of Canada only about a score of grocers attended. This in the face of the fact that grocers comprised about 80 p.c. of the total membership list furnishes us something to think about and I believe the only way to create an interest in our work is to form a provincial organization. Some

London Grocers Discuss Provincial Organization

Executive to Take up the Question—Annual Meeting Held Last Week—E. J. Ryan Succeeds Thos. Shaw as President—Wednesday Half Holiday to be Again Adopted—Advance in Flour and Potatoes.

London, April 21.—The annual meeting of the Retail Grocers' Association held last week was well attended, those present including: R. J. Donaghy, J. A. McFarlane, H. Marshall, J. M. Duncan, E. Charlton, Geo. Tupholme, E. B. Hargreaves, Harry Ranahan, J. H. Wilkey, E. F. Reed, J. Dobbin, C. W. Summers, T. W. Vincent, Fred H. Traver, W. A. Young, M. Fowler, M. Geach, R. A. Ross, James Jupp, Wm. O'Loughlin, W. T. Mullins, Wm. Hayes, O. Boug, A. W. Rennie, J. J. Haskett, N. McLeod, sen., John Diprose, W. E. Humphries, A. R. Boug, Jas. McLeod, F. W. Paull, E. J. Ryan, Thomas Shaw, Cyril Hayes.

The most important item of business was the election of officers. E. J. Ryan, who ever since the organization of the association has made a most efficient treasurer, was unanimously chosen president. Mr. Ryan is one of the enthusiastic members of the association, and to him is due probably more than any other man, its success. The entire list of officers is:

President—E. J. Ryan.
 First Vice-president—N. McLeod, Sr.
 Second Vice-president—Jas. Haskett.
 Treasurer—Harry Ranahan.
 Secretary—Cyril Hayes.



E. J. RYAN.

The New President of the London Retail Grocers' Association.

Executive Committee—Thomas Shaw, C. W. Summers, R. J. Donaghy, Fred Travers, E. Reid and F. W. Paull.

The question of the organization of a provincial association was brought up. Both the Toronto and Hamilton grocers are in favor of such a step, but being

not so well organized as the trade here, they have asked the London Association to take the initiative.

The matter was the subject of brief discussion.

Ex-President Ranahan spoke strongly in favor of the project. London, he said, should take the initiative. With such organization, he thought that the



CYRIL HAYES,

Re-elected Secretary of the Association for the Coming Year.

retailers could have brought the wholesalers to time when they took away discounts recently.

R. J. Donaghy spoke along similar lines as at the recent banquet, and said London should get in with Toronto, Hamilton and other cities. He also spoke of the benefits derived from such organization in some of the states of the American Union, and could see no reason why it could not be of equal advantage here.

John Diprose was also in favor of provincial organization, but feared the question of funds might prove an obstacle.

President Ryan, while fully admitting the value of such organization, said that unless all the cities joined in it the matter of finance would be difficult to deal with. A good man would be needed in the first place, as organizer, and we would have to pay him a good salary. Then, eventually, it would be necessary to employ a solicitor to watch legislation at Ottawa in order that the interests of the trade might be fully protected.

The meeting seemed to be unanimous as to the benefits to be derived from provincial organization, and finally the

question was referred to the executive to report at the next meeting.

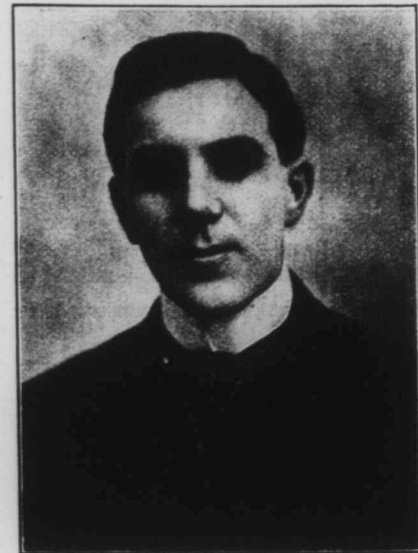
Holiday Question Settled.

The question of closing on Wednesday afternoons during the months of June, July and August came up, and it was unanimously decided to have a half holiday on Wednesday afternoons during the months mentioned. Several of the members wanted the half holiday to last from May to September, but this did not find favor. One member only favored making July and August the only holiday months.

The meeting resolved to raise the prices of flour and potatoes. In future bags of flour that have been selling for 40 cents will sell at 45 cents, and the 80-cent bags will now be 85 cents. This, it is pointed out, is a necessity, as the prices of wheat have advanced three times recently. Potatoes will advance in price 3 cents a peck or 5 cents a half-bushel. They have been selling at 15 cents a peck or 30 cents a half-bushel, but in future will sell at 18 cents a peck or 35 cents a half-bushel. This advance has been made because the price of potatoes is advancing rapidly as a result of 100 cars a day being sent to the United States.

Owing to the amount of routine business that had to be discussed it was decided to leave the question of the annual excursion over until the next meeting.

A resolution was unanimously adopted expressing hearty endorsement of the sentiments contained in an editorial in The Canadian Grocer of April 2, head-



HARRY RANAHAN.

Back in the Harness as Treasurer for 1909.

ed, "Mr. Trowern and The Grocer," and the secretary was instructed to write the editor accordingly.

Alf. Hodge, traveler for Chase & Sanborn, Montreal, was in Quebec last week, and is spending this week in Ottawa.

Pleasing Women

means success for you, and your best chance to please them is by supplying them with Fels-Naptha soap because it makes their hardest work easy. It's the secret of our success, also—the satisfactory qualities of Fels-Naptha.

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

WHOLESALE AND RETAILER.

The Jobber Desirous of Protecting the Legitimate Retailer, He Says.

At the banquet of the New York Retail Grocers' Association held during the past week, more than 400 grocers were in attendance. Among the speakers was Geo. Gennerich, vice-president of the New York Wholesale Grocers' Association, who in the course of his remarks on the "Wholesaler and Retailer," said:

"It has been ever the most earnest and sincere desire of every honest jobber to protect the legitimate retailer against the tremendous onslaught of unfair competition from the department stores and large chain stores to the detriment of the honest and legitimate retailer.

"We, as wholesale grocers, do not mean to be understood that we intend to force the manufacturer to distribute his goods in accordance with our ideas; it is up to him to select the channel through which he wishes to do his business, but we are happy, nevertheless, to see that he, the manufacturer, is beginning to recognize the manner of distribution which is bound to prove honest and equal to every retailer. To the furtherance of this we, the jobbers, ask the most hearty co-operation of all retailers.

"On April 6 and 7 a joint conference of the executive committee of the National Wholesale Grocers and the executive national committee of the Retail Grocers was held at the Waldorf-Astoria. At that meeting was present the entire national executive committee of Retail Grocers, including C. J. Kramer, president, of Arkansas. A number of matters of interest and benefit to the grocery trade were taken up and the pure food law in all its branches was very much encouraged by both the wholesaler and retailer, as every good merchant feels that such a law is essential for the betterment of general conditions. It eliminates a great many of former existing evils which deteriorate the standard of both the wholesale and retail grocer."

ADS. AND PHOTOGRAPHS.

The Grocer desires its subscribers to send in for criticism any advertisements they may have in their home-town newspapers. All that is necessary to be done is to use the scissors, tell us who you are and where you live. Photographs of window displays will also be acceptable.


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



BE A SALESMAN

We will teach you to be an **Expert Salesman** in eight weeks by mail, and assist you to secure a position with a reliable firm. Through our

Free Employment Bureau

the largest of its kind in the world, we have placed hundreds of our Graduates in good paying positions, and always have scores of good openings. Traveling Salesmen earn from \$1,000 to \$10,000 a year and expenses. If you want to make big money, fill out and mail the attached coupon today for our free book "A Knight of the Grip." Address our nearest office.

Dept. 356 National Salesman's Training Association
New York Chicago San Francisco
Kansas City Minneapolis

Name _____
P. O. _____ State _____ R. F. D. _____
287

The World's Great Granary

—the Western provinces of Canada—is practically a virgin field for many lines of commerce. Shrewd manufacturers and shippers in Eastern Canada, Great Britain and elsewhere can find in Western Canada a very brisk market for their goods.

Let us be your Western representatives! We have unequalled facilities for placing your goods—large track warehouses in Winnipeg, Calgary and Edmonton, the three main centres of Western commerce.

We are now Western distributing agents for a large number of the best known grocery lines. Let us include your goods in our list.

Correspondence Solicited

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”

The CARTER-CRUME COMPANY, Ltd
TORONTO, CANADA



RUBBING IT IN—

YOU have a "past" you'd rather not talk about, Mr. Grocer, concerning lard?

LET us drag the skeleton from the closet just long enough to show you a better way.

"EASIFIRST" Lard Compound gives you highest quality and price-saving, too. A trial lot will give you the "combination."

Made under Government Inspection.

GUNNS, LIMITED
WEST TORONTO, ONTARIO

WE HAVE A VERY NICE LOT OF Choice Sugar Cured Hams

PICKED OUT FOR
THE EASTER TRADE.

These Hams are made from Good Canadian Hogs, no imported stock among them.

They have been selected and Cured under supervision of Dominion Government Inspectors.

They will be higher in price later on, no question about that. Better let us have your order now.

The "STAR BRAND" beats the World.

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

Plain Figures that
prove the Superior
Quality of



Reindeer Milk and Jersey Cream

	Butter Fat
Reindeer Milk	8.61
Highest of other Brands	8.00
	.61

Reindeer Milk 7½% richer

Jersey Cream	8.05
Highest of other Brands	7.10
	.95

Jersey Cream 13% richer.

Figures taken from Government Bulletin No. 144

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

Your Provision Business

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

Ryan Brand Pork Products

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

GET OUR PRICES NOW!

The Wm. Ryan Co.
LIMITED
70-72 Front St. East Toronto

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Produce and Provision Situation of the World

The Farmer After Top-Notch Price for Hogs—Egg Receipts Increasing—English Butter Market in Peculiar Condition—Stocks of Cheese Low.

A Canadian daily newspaper in a recent issue contains a letter from "a subscriber," presumably a farmer, who complains that the papers have not been quoting the prices of hogs correctly. He thinks they are favoring the buyers, by not quoting the highest prices that are paid. He claims that as high as \$7.35 is paid for live hogs at country points. This, however, has not been paid by Toronto packers but all are complaining that there are not enough hogs in the country to keep the packing houses going, and in order to do this, they are outbidding each other until they have no margin for themselves. "A subscriber" however claims that the one who is paying \$7.35 is not paying any more than they are worth. No doubt his idea of the value of an article is what you can get for it, and while the packers are figuring on how to keep their men employed and to meet expenses, the farmer is having a good time.

The receipts of eggs are daily increasing, but any surplus which is not required for immediate use, is easily taken care of by putting them down for next winter's supply.

Reports arriving from England, state that the English butter market is in a peculiar state. Things are decidedly pessimistic and what is most peculiar about the whole situation is the fact that there seems to be no reason for this. In spite of the fact, that stocks are very low, prices have been reduced, and all around, people are showing a wonderful preference for milk blended butter, and margarine is also popular. All sorts of tactics are being adopted by the men pushing the sales of these lines. Overweight and other such like attractions are freely advertised to catch the public. There is nothing extraordinary in the receipts from foreign parts and the home output is yet very small owing to the backwardness of the season. Values have gone down in varying degrees, but Australian, next to Danish, has suffered the most severely, notwithstanding the fact that supplies from both these countries are arriving in greatly lessened quantities. Canadian and Siberian, have also suffered considerably.

Stocks of cheese, in the old country have run very low. It is estimated that the stock in London docks, is not more than 44,000 boxes, and as the new make is a long way ahead yet there is ample time, for the ordinary demand, to swallow the visible supply, before any more makes its appearance. New Zealand has had a fair sale and tends to pacify the market for Canadian a trifle, but it is only a trifle, as holders do not fear any declension in prices with the small arrivals from the Antipodes.

MONTREAL.

PROVISIONS—The supplies of live hogs arriving is fairly large but demand for them is good, as packers and dealers stocks have been reduced to a low point, consequently the undertone to

the market is strong. A stronger feeling also developed in the market for dressed stock, and prices have advanced from twenty-five to fifty cents per 100 lbs. with a good demand for abattoir fresh.

Compound Lard—		
Tierces, 375 lbs.	0 09	
Parchment lined boxes, 50 lbs	0 09½	
Tubs, 50 lbs.	0 09½	
Wood pails, 20 lbs. net.	0 09½	
Tin pails, in cases.	0 09	
Heavy Canada short cut mess pork, in bbls.	23 00	23 50
Selected heavy Canada short cut clear boneless pork.	24 00	24 50
Very heavy clear pork.	25 50	
Plate beef, 100-lb. bbls.	7 75	
" 200 "	15 00	
" 300 "	22 00	
Pure Lard—		
Tierces, 375 lbs.	0 13½	
Boxes, 50 lbs., grained.	0 13½	
Tubs, 50 lbs.	0 13½	
Pails, wood, 20 lbs., parchment lined.	0 13½	
Tin pails, 20 lbs., gross.	0 13½	
Cases, tins, 10 lbs., each.	0 13½	
" " 5 "	0 14	
" " 3 "	0 14	
Dressed hogs, fresh killed.	10 50	10 75
" Manitoba.	10 00	10 25
Country dressed.	9 00	9 50

BUTTER—Fresh roll butter is scarce and in good demand. New creamery stock is arriving in fairly large quantities. Factories in the country are getting into good running shape. Receipts for the season have been 427,982 packages against 417,849 packages for the same period of last year.

Fresh creamery prints	0 25
Fresh creamery, solids, lb.	0 24
Fall creamery, solids.	0 21
Dairy, tubs, lb.	0 14 0 15
Fresh large roll.	0 17 0 18

CHEESE—Old cheese is in extremely small compass and prices are firm. New cheese is offering in Brockville district at 12¼ to 12½ cents f.o.b. Receipts for the season up to date have been 1,960,720 boxes, against 2,054,851 boxes for the same period of last year.

New swiss cheese.	0 31	0 13½
Cheese, old.	0 15½	0 16
" large.	0 13½	0 14
" twin.	0 14	
" small.	0 14	

EGGS—Eggs are arriving freely but storekeepers in some sections of the country report smaller quantities arriving on account of the bad state of the roads. Prices remain as last quoted.

HONEY—This market is yet dull and featureless.

White clover comb honey.	0 13	0 15
Buckwheat, extracted.	0 08	0 09
Clover, strained, bulk, 50 lb. tins.	0 10	0 11

TORONTO.

PROVISIONS—The hog situation is getting serious. Almost week after week shows an advance. This week they are fully 25c a hundred higher than last and have reached \$7.25 and even \$7.35 per hundred pounds live weight f.o.b. at country points. The market for cured meats is firm, but in spite of the higher prices for hogs, the meat prices are still the same, with the exception of a slight advance in hams.

Long clear bacon, per lb.	0 12½	0 12½
Smoked breakfast bacon, per lb.	0 15	0 16½
Roll bacon, per lb.	0 11	0 11½
Light hams, per lb.	0 14½	0 15
Medium hams, per lb.	0 14½	0 15

Large hams, per lb.	0 13
Shoulder hams, per lb.	0 10½ 0 11
Bacon, plain, per lb.	0 16 0 16½
" pea meal.	0 16½ 0 17
Heavy mess pork, per bbl.	20 00 21 00
Short cut, per bbl.	23 50 24 00
Lard, tierces, per lb.	0 13 0 13½
" tubs.	0 13 0 13½
" pails.	0 13½ 0 14
" compounds, per lb.	0 08½ 0 11
Dressed hogs.	9 50 9 75
Live hog, f.o.b.	6 75 7 00

BUTTER—Good butter, as is usually the case, is in good demand and will in some cases bring a cent a lb. more, but dealers find great difficulty in disposing of the unavoidable accumulations of poor stuff.

		per lb.
Creamery solids.	0 21	0 26
Farmers' separator butter.	0 21	0 21
Dairy prints, choice.	0 18	0 19
" ordinary.	0 15	0 16
" tubs, choice.	0 16	0 17
Large rolls.	0 16	0 17
Baking butter.	0 13	0 15

CHEESE—The stock of old cheese on hand is small and the new is coming in slowly. There is nothing of interest to report this week.

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

MAPLE SYRUP AND HONEY—The season for maple syrup is practically over and contrary to what was reported, the average make is considerably below the mark, and hardly up to its usual standard in quality.

Maple syrup, in bulk, imperial gallon.	1 90	1 00
" in tins.	1 05	1 10

POULTRY—A few cases of live chickens arrived, but very little business is done. Prices are high, but most of the farmers will not kill them at this time of the year.

Spring chicken, dressed.	0 16	0 20
" alive.	0 18	0 17
Hens, per lb., dressed.	0 18	0 14
Turkeys, per lb., dressed.	0 25	0 30

EGGS—There is quite a hustle in the egg trade, and although the arrivals are heavy the prices are well maintained. Some whisper that they might drop a little, but the largest dealers do a lot of thinking, and are bound to get a certain quantity to put down for next winter and will pay the price that will secure them.

Fresh eggs.	0 19	0 19½
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TRADE NOTES.

Watt & Scott, Toronto, are offering for sale just now a stock of French sardines at the low figure of ten cents.

Charles and Emil Chaput, of L. Chaput, Fils & Cie., Montreal, have returned from a short holiday trip spent with their wives in the south.

J. Sutcliffe & Sons, of Lindsay and Oshawa, have purchased the business and stock of J. C. Irving, and are running off the old stock, preparatory to filling the store with new goods. It is Mr. Irving's intention to retire from business for a year or two and travel with his wife in Europe.

E. W. Gillett Co., Ltd., Toronto, donated a fine silver cup to the Ontario Kennel Club for the best Canadian-bred Airedale terrier exhibited at the Dog Show held in the Granite rink, Toronto, a short time ago. The cup was on exhibition in Routery & Walker's window, 361 Yonge Street.

Twenty-four Years a Grocer in an Ontario Town

Success Follows Efforts of Geo. La Motte, of Strathroy — A Window-Dresser Who Understands His Business—No Barrels and Boxes on the Floor of His Store — High-Grade Crockery and China Profitable—Strict Attention to Detail.

An experienced grocery traveler, a man calling constantly on stores large and small, told the writer he never entered the store of Geo. La Motte, of Strathroy, without being impressed by its neatness and cleanliness. It is the principal grocery store he stated in a thriving town of 3,500 people. The barrels and boxes that encumber the floor space of so many groceries are not in evidence.

"Where does he put them?" was asked of the traveler.

"I don't know, but they're not there" was the reply.

Mr. La Motte is a grocer who has made a specialty of high grade crockery. He has two fine windows, one of which he reserves for crockery and he makes some fine displays.

Speaking of windows, Mr. La Motte is just as particular about them as

couraging to find a grocer who is enthusiastically particular. Such a man lights the pathway of progress in the handling of food stuffs. As a grocer the practice of cleanliness and neatness is to be accounted to him for righteousness.

THE BLEACHING OF FLOUR.

In connection with the bleaching of flour, Special Agent Davis in Europe has written the Bureau of Manufactures of the United States as follows:

"I am now in position to state that there is no law in France, Germany, or Great Britain prohibiting or regulating the bleaching of flour by chemical or electrical process. As in the United States, some millers in all the countries



Interior of the Handsome Store of Geo. La Motte, Strathroy, Ont., Showing Groceries, Confectionery, China and Crockery.

about his store. He has the artistic ability to conceive an attractive window and he has the industry to work it out according to his plan. He is one of those men who would sit up nights to have things as he thinks they ought to be.

Mr. La Motte has been twenty-four years in business in Strathroy and is just in the prime of his business activity. He has two stores and employs four clerks. His capacity for detail and his attention to system enables him to do a large business with a comparatively small staff.

The taste and carefulness that characterizes the store extends to the delivery system and there is nothing natter on the streets of Strathroy than Mr. La Motte's wagon.

The illustration herewith shows the grocery side of the store. Mr. La Motte is behind the counter. It is en-

named oppose bleaching, or find no need for it, while others employ it.

"Recently the Alsop Company (electrical process) was sued by the Andrews Company (chemical process) before the Lille (France) tribunal. The case went to the court of appeals, which has rendered its decision incidentally affirming that the bleaching of flour was an improvement, and that it was not injurious to public health."

Armand Chaput, of L. Chaput, Fils & Cie., Montreal, was in Quebec this week with a delegation which was looking after liquor interests during the time the amendment of the liquor license law was under discussion in the Legislature.



CUSTOMS HOUSE SALE

The Subscribers are instructed by R. S. White, Esq., Collector of Customs for the Port of Montreal TO SELL BY

PUBLIC AUCTION

at the Examining Warehouse
65 COMMON ST.
Montreal

on Monday, April 26th, 1909

AND FOLLOWING DAYS

THE FOLLOWING GOODS AS PER CATALOGUE, AND CONTAINED IN THE ABOVE PREMISES,

- 1—Duty paid goods to December 31st, 1908.
- 2—Collectors' orders to December 31st, 1908.
- 3—Goods from Store.
- 4—Express Unclaimed Goods to December 31st, 1908.
- 5—Freight Unclaimed Goods to December 31st, 1908.
- 6—Goods over five years in Bond.
- 7—Seizures.

TERMS: CASH

A Deposit of 10 p. c. will be required on the adjugment of each lot.

SALE AT 10 O'CLOCK A.M.

MARCOTTE FRERES

MONTREAL AUCTIONEERS

QUALITY COUNTS

Claus Andersen's Euke
Smoked Norwegian Sardines

are absolutely the best,
and more—they are cheap.

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
125 Adelaide Street E., Toronto

SPRAGUE

CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.



USE OVAL WOODEN
BUTTER DISHES.

THOMAS BROS., St. Thomas, Ont.

GILLETT'S PERFUMED LYE

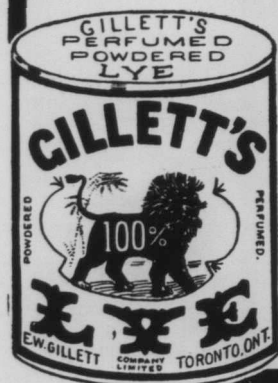
CAUTION.

Put a strong glass on the label and examine it closely every time. Always look for the name "Gillett's."

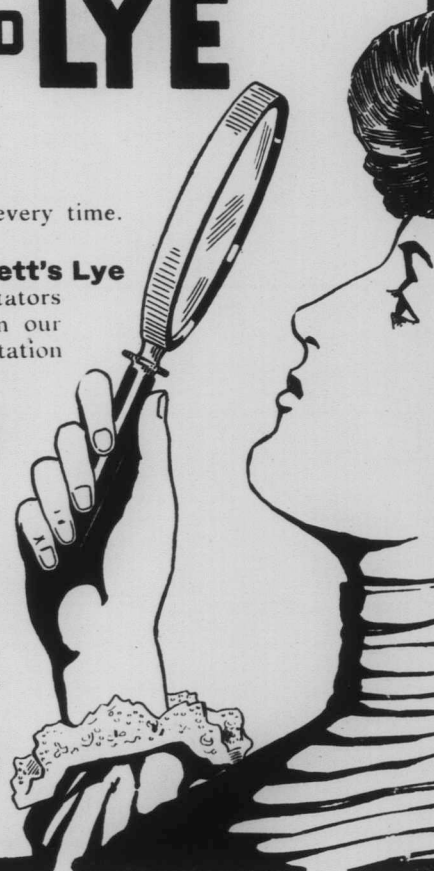
Like all good articles, which are extensively advertised, **Gillett's Lye** is frequently and very closely imitated. In some instances the imitators have actually copied directions and other printed matter from our label word for word. Be wise, and refuse to purchase imitation articles for they are never satisfactory.

Insist On Getting Gillett's Lye

and decline to accept anything that looks to be an imitation or that is represented to be "just as good" or "better," or "the same thing." In our experience of over fifty years in business we have never known of an imitation article that has been a success, for imitators are not reliable people. At the best the "just as good" kinds are only trashy imitations, so decline them with thanks every time.



E.W. GILLETT COMPANY LIMITED
WINNIPEG. TORONTO, ONT. MONTREAL.



Do Not Turn Customers Away

Clark's Corned Beef, Ox Tongue, Pork and Beans and Potted Meats are being advertised from Coast to Coast.

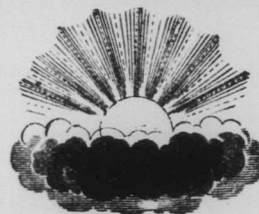
The demand for these well-known goods is constantly increasing.

Co-operation with us will pay you best.

Do not turn customers away because your stocks of these goods are not complete.

Let us have an order from you now.

WM. CLARK
Manufacturer
MONTREAL



"Sun Burst Oil"

(WINTER PRESSED)

Highly Recommended by
the Leading Chefs for

Table and Kitchen Use

Guaranteed under the Pure Food Act.

Chausse & Co.

Managers of
Kentucky Refining Co., Incorporated

Write for Prices and Samples

322 East Notre Dame Street

Montreal

Phone M. 3938

The Grocer's Encyclopedia From Week to Week

Sago is Manufactured From the Pith of Barious Kinds of Trees —Produced Extensively in India and Singapore — Laundry Starch Sometimes Made From It—Inferior to Rice for Building up the Body, But is Easily Digested.

SAGO.—This is obtained from India, China, Borneo, Sumatra, Singapore, etc., from the mealy trunk-pith of various kinds of low trees, such as sagus rumpii and S'loene, which are cultivated in the island of Ceram, and at Sarawak, in Borneo. Immense quantities are prepared by the Malays in the Malacca and Phillipine Islands, also in New Guinea.

In India, it is obtained from Phoenix farinifera. The ordinary sago palm grows twenty to thirty feet high, but only flowers once and that when about fifteen years old, after which it soon dies.

The Manufacture of Sago.

When fully matured, and just ready to flower, the tree is felled, the hollow trunk eighteen to twenty-two inches in diameter, is split or sawn, into pieces, and all the soft white and spongy pith found inside is scraped out. This pith is then bruised in a mortar to a coarse powder like sawdust, washed in cold water and strained in a cloth until all the white fecula or starchy matter separates and settles to the bottom of the tank, leaving the water almost clear, but with the woody fibre floating on the top. This water, and the fibry refuse, are then removed and the starchy sediment may either be eaked right off for native use as bread, or dried and pounded up into "sago flour," or meal.

Made Into Laundry Starch.

This meal is very cheap, the yield being 300 to 1,200 lbs. a tree, and some

of the widely advertised laundry starches are made up wholly from it, as it yields a transparent paste. It has quite superseded potato starch as a glaze.

The sago bread used by the inhabitants of the Malaccas is made by simply throwing caked lumps of sago meal into heated earthenware molds, where it soon bakes in a hard mass, and one pound of it suffices as the daily diet of a native, when engaged in hard bodily work.

But a large quantity of the starchy sediment above referred to, after being dried, assumes a granulated form by the addition of water and pressing it through a colander, and it is thus converted, partly into small pearly grains called pearl sago, and partly into larger and browner grains, known as brown sago. These brown grains are often bleached to improve their appearance.

The Industry in India.

The sago industry is carried on chiefly in India and at Singapore, where some forty million pounds are made yearly by Chinese manufacturers. Purified or washed sago starch is made chiefly in Malacca.

The annual import of sago into England is about 35 million pounds, and London is the chief market. Inferior kinds of sago are derived from the Gomuti palm of the Malay Archipelago, bastard sago or kitool, from the kitool palm of Ceylon, the cabbage palm from Ceylon, and other varieties from South Am-

erica. Japan sago is a kind obtained from four different species of eyeas. Portland sago, sometimes called "Portland arrowroot," is a kind which used to be made in the Island of Portland, England, from the tubers of the wake robin, but this manufacture died out several years ago. German sago—a good deal of so-called sago—used to be made in Germany from potato flour and colored yellowish with oxide of iron, or burnt sugar, but not so much now, since potato flour has gone up in price.

Wild sago is a kind produced in Florida and the West Indies, from the stems of the zamida pumila.

Less Nutritive Than Rice.

Sago is considered inferior to rice in its nutritive qualities, and consists almost exclusively of starch, but is very easily digested and hence of great value to invalids and children. It possesses very little flavor of itself, but is generally used with other suitable adjuncts. It reaches England chiefly via Singapore.

The best quality has a slightly reddish hue, and readily dissolves into a jelly with hot water. Sago is often meanly colored red by certain confectioners, and acidified, to represent fruit jam in cheap tarts for the poorest children in the most crowded neighborhoods of larger towns and cities.

Some Grocers Fined.

Granulated sago often comes into commerce as tapioca sago, which is of reddish color and contains soluble starch; also as granulated sago, which does not yield a paste. On the other hand, many grocers have been fined for serving granulated or seed tapioca, when small white tapioca has been asked for. It should be easy to remember that sago is always brown, and that the small white seed-like pearls are really tapioca.



**Train Load
or a Bag**

the quality of ANCHOR BRAND FLOUR does not vary.

Whether your purchase be big or little it will bring that satisfied feeling of having bought well.

9

Manfd. by Leitch Brothers Flour Mills, Oak Lake, Man.



**Anchor
Brand
Flour**

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.

French Vermicelli and Macaroni

The only factory in Canada producing these goods.

H. CONSTANT

Manufacturer

Sales Agent: L. FONTANEL,
187 Commissioners St., Montreal

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S

**CHOCOLATE
& COCOA**



Registered
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

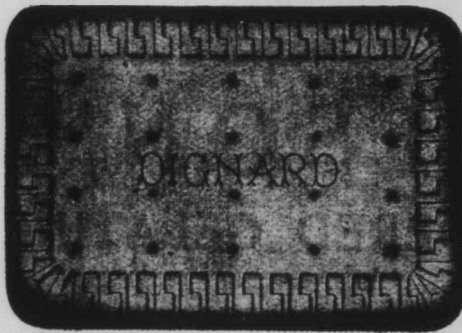
MONTREAL, CANADA

Ten Good Reasons why you should push Christie's Biscuits—

1. Because you know Christie's Biscuits are the best.
2. Because the people of Canada know they are the best.
3. Because we are telling the people, through our advertising, just why they are the best.
4. Because the goods will stand behind, and justify, any claims that we can make to you, or you to your customers.
5. Because, for the sake of your reputation, you cannot afford to recommend any but the best goods.
6. Because Christie's give you a larger turn-over, and greater aggregate profit, in your biscuit department.
7. Because Christie's Biscuits sell much easier than any others—and satisfy your customers better.
8. Because Christie's are, and always have been, the standard line in Canada.
9. Because Christie's Biscuits draw the particular trade—and hold it.
10. *Because Christie's Biscuits 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

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. DeCartierot, - - -	Kingston.	R. G. Bedlington & Co., - -	Calgary
Jas. H. McIntosh, - - -	Ottawa	Tees & Peers, - - -	Edmonton.
Geo. Musson & Co., - -	Toronto.	Wilson & McIntosh, - -	Vancouver
J. W. Bickie & Greening, -	Hamilton.	C. Leonard Grant, - - -	P. E. Island
G. H. Gillespie, - - -	London		

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Sizes may differ—
but Quality is always the same

The quality of PURITY flour is always the same.

So perfect is our system of milling—so exact are our tests for uniformity—that PURITY flour always grades the same from the beginning of each crop year to its end.

PURITY FLOUR

Consists exclusively of the high-grade constituents of the wheat berry—and nothing but the best Manitoba wheat being used, PURITY flour is therefore of the highest quality obtainable.

In addition, our extensive storage capacity enables us to give the flour proper age before shipment.

You can point to a bag or barrel of PURITY and truthfully say to your customer “There is the highest-grade flour in the world.”

With PURITY flour your customers can depend upon producing

“More Bread and Better Bread”

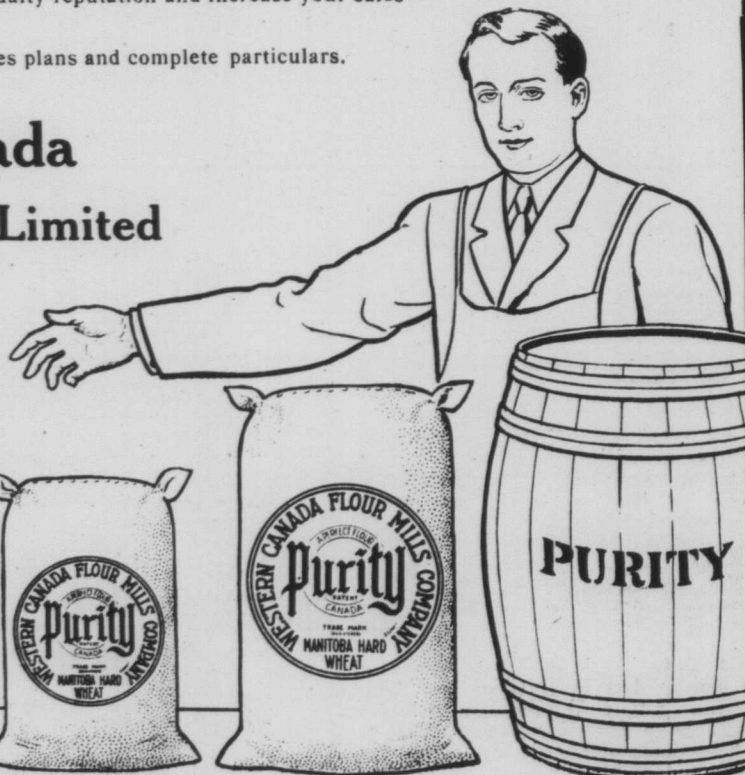
and better pastry, too.

And PURITY flour will add to your quality-reputation and increase your sales—it always does.

Just address our nearest office for sales plans and complete particulars.

Western Canada Flour Mills Co., Limited

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



7 Pounds

14 Pounds

24 Pounds

49 Pounds

98 Pounds

196 Pounds

The Court of Last Resort

Read Our Next

⁽⁹⁾
*About
Carnegie
and the
Eggs*

⁽⁹⁾
April 30, 1909



Five Roses Flour

SEEMS simple, this: "*When is flour really sold?*" Off-hand, many manufacturers might say, when invoice is receipted. Our views are that FIVE ROSES is not really *sold* until actually used by the consumer. As long as a brand is on the shelves of the retailer, it is an effective bar to further purchases. A consumer, therefore, is *not* a consumer until the last purchase is *used up*.

¶ If all expectations are fulfilled, the mere fact that her culinary efforts are successful and duly appreciated by the pastry fiends at home is sufficient incentive to the busy housewife to covet fresh triumphs—which means a *larger* consumption of your flour as well as such *other* goods as are required to fill her recipes, such as baking powders, butter, eggs, salt, yeast, cinnamon. In short, everything the cookbook prescribes.

¶ Just here lies the truest test of quality, whether *your* flour is good or mediocre. The court of last resort is the housewife's hungry family, and keen judges they are where their own palates are concerned—it's through the palate that you capture the purse.

¶ If the flour be faulty, besides making the customer discontented with her *dealer* and herself, it makes her flour last longer. The dealer not only loses the "repeat" order, but also the *otherwise* increased consumption of other goods. Don't you agree now that "near-good" flour is an *awful profit thief*?

¶ If you want to *hasten* the customer's return and make it *inevitable*, let's talk FIVE ROSES together. If your trade is as good as our flour, why not make a perfect combination?

LAKE OF THE WOODS MILLING COMPANY, Limited

Address the nearest office
Montreal, Toronto, Ottawa, London, St. John, N.B.
Winnipeg and Vancouver

Grocery Trade Changes Throughout Canada

Businesses That Have Recently Been Disposed Of—Registrations, Assignments and Deaths—New Companies Formed.

Ontario.

Carriere Bros., grocers, Ottawa, are selling out.

Wm. McGuffin, grocer, London, has sold to J. Willis.

The assets of W. A. Neelin, grocer, Ottawa, are to be sold.

C. J. Vincent, grocer, Port Arthur, is negotiating to sell his business.

Edgar Budd, general merchant, Barrie, has assigned to Wm. Harvey.

I. Pelletier, general merchant, Chesterfield, Ont., was recently burned out.

Wm. J. Secord, general merchant, Sarnia, has sold to Harry Hossie.

McNab & Co., grocers and dry goods merchants, Beaverton, are retiring from business.

Michael Maloney, general merchant, Monckland, Ont., has assigned to Geo. T. Gogo.

Wm. E. Troup, wholesale produce merchant, Niagara Falls, has assigned to F. J. Gibbs.

S. Teperman & Co., bakers, Toronto, have sold to the National Matzo and Biscuit Co.

W. H. House, general merchant, of Sault Ste. Marie, has assigned to G. W. Wallace.

Wm. J. Allan, grocer and baker, Beaverton, Ont., has been succeeded by Allan & Fulton.

Quebec.

Quintal and Dorias, St. Pie, Que., grocers, have registered.

The assets of J. O. Boudrias, tea merchants, Montreal, have been sold.

Mrs. Jos. E. Benoit, general merchant, Ste. Helene, Que., has registered.

McDonald & McLachlan, general merchants, Dalhousie Station, Que., have registered.

The assets of the Industrial Co-operative Society, of Hochelaga, Que., have been sold.

The estate of P. N. Chaillez, general merchant, Shawinigan Falls, Que., has made an assignment.

Western Canada.

Neil Black, general merchant, Spuzum, B. C., is dead.

Geo. Mickleborough, grocer, Regina, has sold to Geo. W. Milne.

Reichert & Gafka, general merchants, Kronsart, Sask., have dissolved.

Shivel & Grote, grocers, Lower Nicola, B. C., have discontinued business.

J. A. Parks, grocer, Winnipeg, has been succeeded by W. H. Smith.

J. W. Caswell, general merchant, Hewarden, Sask., has sold his business.

The Salisbury Brokerage Co., wholesale fruiters, Winnipeg, have sold to Wilton Bros.

D. L. Mitton, general merchant, Venn, Sask., has been succeeded by W. J. Searfe & Son.

New Companies.

The Lang-Jodouin Trading Co., with offices at Elk Lake, has been formed to carry on the business of general merchants.

The Star Biscuit Company at Salaberry de Valleyfield, Que., has been granted a Dominion charter to manufacture biscuits, confectionery, etc.

An Ontario charter has been granted The Maple Grove Cheese and Butter Company, Birnam, Lambton County, to manufacture cheese and butter. The provisional directors of the company are Joseph Hall, Peter Anderson, John Francis Smith, Truman Benjamin Eastman and Gilles Hugh McPherson.

An English company of which Geo. Smith, of Yorkshire, Eng., is managing director, will shortly open a branch of the McIntosh Toffee Company in Brockville. A three-storey building has been secured. Part of the machinery is in position, and the balance of the equipment is expected from England in ten days. The concern will be known as the John Bull Candy Co.

A new company has entered the wholesale grocery field in St. John, Puddington, Wetmore, Morrison, Ltd. The new company consists of D. W. Puddington, president; A. H. Wetmore, secretary-treasurer, and D. A. Morrison, vice-president and manager. Mr. Puddington is known all over the Maritime Provinces, having for ten years covered the Annapolis Valley for W. Frank Hatheway Co. Mr. Morrison, who conducts a wholesale grocery business in Amherst, is no less known, and he will act as manager of the new company, besides looking after the old firm. For the present the two concerns will be run separately. Mr. Wetmore has a good connection in Eastern Canada. He was provincial manager of the Metropolitan Life Insurance Company for New Brunswick, with headquarters in St. John.

ALL ABOARD
GET READY TO SUPPLY THE
DEMAND FOR

GREAT WEST

CUT PLUG

SMOKING and CHEWING
TOBACCO

SALES INCREASING DAILY

McDOUGALL

Insist upon having them.
D. McDOUGALL & CO., Glasgow, Scotland.

CLAY PIPES

If you desire to increase your business buy your

PIPES, TOBACCO, CIGARS,
BISCUITS AND CONFECTIONERY
from

JOS. COTE

Importer and Wholesale Tobacco Dealer
The greatest assortment of smoker's articles in the Dominion.

Office & Store 188 St. Paul St.
Warehouse 119 St. Andre St.
Branch 179 St. Joseph St.

Tel. Up 2076 Tel. East 5964

YOUNG'S PATENT PIPE
in Seven Shapes

W. J. GRANT

Sole Agent for Canada
506 Lindsay Building, MONTREAL.

BLACK WATCH

The Big Black Plug
Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



THE RELIABLE ICE CREAM FREEZER



Makes ice cream
in 5 minutes with 1-2
the ice, 1-4 the time and
1-8 the labor.

Retails at \$1.00 and shows a big profit to the
dealer.

Everybody wants one at that price.

Every grocer can sell them.

Write us for full particulars and prices.

HOWARD BROS.

Canadian Agents

Brantford, Canada



CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat
Put up in ¼ gross cases

Bulk in 7-lb. Pails,
½ 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.

Tea Lead,

Best Incorrodible

"PRIDE of the ISLAND" Brand

Manufactured by

ISLAND LEAD MILLS LIMITED,

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

LIMEHOUSE,
LONDON, E, ENG.

Canadian Agents:

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

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

IF NOT—WHY NOT ?

"Tuckett's Special"

the new 10c. plug is th 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

Apples Moving Somewhat Slowly—Oranges are Easier in Price
—Rain Damages Florida Tomato Crop—Potato Export to United States Again Ceases—Fish Market Quiet.

MONTREAL.

GREEN FRUITS—Almeira grapes and Florida oranges are practically off the market. Valencia oranges are 50c cheaper this week. Cape Cod cranberries are quoted a dollar higher than last quotation, now selling at \$4.50. Strawberries are firm at 40 to 50 cents per basket. Other lines are unchanged. Trade is only fair.

California navels, 96, 126, 250, 288 size	2 85
" " 150, 17, 200, 216 size	3 00
Mexican oranges, 176, 200, 216, 250 size	2 25
Valencia " 420 size	3 50
Cal. blood oranges, 150 to 216 size	4 25
Grape fruit	5 00
Lemons, choice, 300 size	2 00
Bananas, crated	1 75
Pineapples, extra fancy, 24 size	4 00
Cranberries, per box	4 50
Spies, XXX	6 50
Ben Davis, XXX	5 75
Strawberries	0 40
Cocconuts, bag	4 00

VEGETABLES—Canadians are using French vegetables more extensively every year and just now French artichokes and French cauliflowers have put in an appearance. Spinach in barrels are firmer, also potatoes and onions. Some small changes have taken place in a few other lines, but the majority remains unchanged.

Mushrooms, lb.	0 75
Cucumbers dozen	1 50
New carrots, bunch	0 15
Tomatoes, crate	2 75
Leeks, dozen	1 50
Parsnips, bag	1 00
Sweet potatoes, basket	2 50
French artichoke, each	0 21
Green peas, basket	7 00
Asparagus, doz	6 00
French cauliflowers, doz	6 00
Parsley, box	2 75
Sage, per doz	0 80
Savory, per doz	0 50
Onions, crate	2 00
Water cress, large bunches, per bunch doz	1 00
Spinach, barrels	3 75
Green peppers, crate	5 00
Beets, bag	1 00
Carrots, bag	0 90
Lettuce early	0 40
Lettuce, Boston, box	2 20
Radishes, doz	0 50
Horseradish, per lb.	0 15
" new, crates	4 50
Montreal potatoes, bag	1 25
New Brunswick potatoes	1 25
Onions large bag, lb	0 02
Red onions, barrel	4 00
Turnips, bag	0 60
String beans, basket	5 00
New beets, crate	3 00

FISH—The fish market is quiet and unchanged. Smoked -lines are going fairly well, considering the season of the year. Fresh lines are moving only slowly.

Fresh and Frozen Fish.

G. rman carp	0 07
Oodnah	0 04
Quilla salmon	0 08
B. C. salmon, frozen	0 09
Fresh halibut	0 09
Mackerel	0 10
Dore	0 08
Steak cod	0 08
Grass pike	0 08
Whitefish lb	0 06
Lake trout	0 09
American live lobsters	0 18
Haddock	0 05
Large sea herring, per 100	1 50
Striped bass	0 14
Buck shad	0 75
Smoked—	
Haddies (exp) 15 lb. bxs., per lb.	0 07
Bloaters, per box, large, Yarmouth	1 10
Smoked herring, per box	0 16
Prepared—	
Skinless cod, new, 100 lb. cases	5 25
Shredded cod, 1 lb. cartons, 2 doz. cartons in box, per box	1 80
Dry cod, in bundles 112 lb., per pound	0 04
Boneless cod, 1 & 2 lb. bricks, 20 lb. boxes	0 06

Boneless cod, 20-lb. boxes	0 06
Boneless cod, 20-lb. boxes	0 06
Boneless fish, 20 lb. bxs., 2 lb. blocks	0 05
Boneless fish, 25 lb. bxs., loose	0 04
Pure cod in crates, 1 and 2 lb. bricks	0 05

Salted and Pickled—

No. 1 Labrador herring, bris	5 50
" " " " " " " "	3 00
Large green cod, 200 lbs. bbl.	6 00
Oysters, bulk, per gallon	1 30
Standards, bulk	1 40
" selects	1 50
" quart tins, sealed	0 40
Paper pails, per 100 qt. size	1 50
Standards, 4 gals	8 80
Selects	7 60

TORONTO.

GREEN FRUITS—Owing to the very high price of apples, which is beyond the reach of the general public, sales are very slow, and those who have them are looking for buyers. With the slow sale, and the waste, even if they are retailed at from 50 to 75 cents a peek, they will not leave any profit. As was expected after the delay caused in picking on account of the continuous rains in the south, oranges are now coming in with a rush and are easier with a decline of about 25c a case.

Pineapples are more plentiful, and as the season is just opening, larger shipments are expected and prices will be lower. Strawberries are still arriving in boxes, with the bottoms so fixed that it won't take so long for the pickers to fill them. It, of course, makes no difference to the consumer, for he only pays for what he gets.

Apples, Spies	6 50
" Russ'rs	3 50
" Baldwins	4 00
" Greenings	4 00
Oranges, Valentias, 420, ordinary	3 75
" " 421, large	4 50
" " 714	5 00
" California navels	2 75
" Mexican	2 75
" Messina bitter oranges	2 25
Lemons, Messina	2 75
Bananas	1 75
Grape Fruit, Florida, box	3 75
Pineapples, Florida, crate	3 25
Strawberries, Cal.	0 55
" Lo 'sana, pt	0 12

VEGETABLES—The vegetable market is very much the same as last week with the exception of tomatoes and cabbages. The heavy and continuous rain has damaged the tomato crop in Florida to the extent of about 35 to 40 per cent., which will cause a sharp advance in the price here. In some districts they are almost entirely destroyed. Cabbage is very scarce, with very little on the market. The sharp demand for potatoes last week, which caused some stir in our market, has again disappeared. Uncle Sam thinks he can do without our potatoes for a while. New potatoes are about \$2 a barrel cheaper.

Beets, Canadian, old, per bag	0 45
" Florida, new, per dozen	1 00
Parsnips, per bag	0 75
Potatoes, Ontario, per bag	0 90
" sweet, hamper	2 00
" Bermuda, per bushel	2 75
" " per bushel	8 60
Lettuce, Boston head doz	1 25
Onions, Canadian, dried, bag	1 35
" Spanish, crate	5 00
" " sma l crate	1 75
" Bermuda, per case	8 75
" Egyptian, per sack of 112 lbs	4 00

Pineapples

are now arriving in good shape and selling well. Let us have your orders.

Have to arrive this week, Rose and Volunteer Brand Oranges, Cabbages, New Potatoes, Tomatoes, Strawberries, etc.

McWILLIAM

Mc. AND E.
EVERIST

25-27 CHURCH ST. - TORONTO

OF SUPREME QUALITY

If
Perfection
is
Possible
in
Picking
and

Packing Lemons

"St. Nicholas"

AND

"Home Guard"

are it

J. J. McCabe

Agent

32 Church Street - Toronto

Tomatoes, California, small basket.....	0 75	1 60
" Florida.....	3 00	3 25
" small.....	0 45	0 75
Carrots, per bag.....	0 45	0 50
" new, per bunch.....	1 20	1 20
Cabbage, Florida, new.....	3 50	3 75
" Canadian, old, per barr l.....	2 25	4 00
Cauliflower, per case.....	6 00	6 50
California celery, per case.....	3 00	3 25
Florida celery, per half case.....	0 35	0 40
Turnips.....	0 40	0 45
Radishes, per dozen.....	1 50	1 50
Spinach, per bushel.....	3 50	3 50
Egg plant, per doz.....	1 00	1 00
Green peppers, per doz.....	2 00	2 25
Cucumbers, per dozen.....	0 25	0 75
Asparagus per bunch.....	0 25	0 25
Green onion s.....	1 20	1 20
Rhubarb.....	4 00	4 00
Beans, green per hamper.....	5 00	5 00
" wax.....	5 00	5 00

FISH—While the fish business is not very active it is all the dealers expect, just at this time. There is still frozen stock on hand which helps to meet the requirements, when fresh caught stock is not sufficient. Seeing several large boxes of small fish in one jobber's store, The Grocer exposed his ignorance by asking what kind they were, "They are perch," was the reply. "Well, where do they come from?" "From down east," he said. "Down east is a large country," persisted The Grocer. "They are not caught in the country at all, they are caught in the water," and the questions ceased.

Herring, medium, per lb., fresh caught.....	0 05	0 07
" sea, per 1.0.....	1 00	1 25
" lake, per keg.....	4 00	4 25
Whitefish, frozen.....	0 09	0 10
Trout, ".....	0 14	0 15
Whitefish, fresh caught.....	0 13	0 14
Trout, ".....	0 08	0 08
Cod, fresh caught.....	0 09	0 09
Halibut.....	0 10	0 12
Halibut, fresh caught.....	0 07	0 07
Haddock, frozen, per lb.....	0 07	0 07
" fresh caught.....	0 09	0 09
Sea salmon, Silveride.....	0 13	0 13
" Steelhead.....	0 27	0 28
Pike.....	0 08	0 09
Pickorel, yellow.....	0 85	0 85
Herring, Digby, smoked, bundle 5 boxes.....	1 50	1 50
Oysters, Long Island.....	1 75	1 75
" " medium selects.....	1 85	1 85
" " extra.....	1 50	1 50
" " shell, per 100.....	0 08	0 08
Finnan Haddie, smoked, 15-lb. package.....	0 08	0 08
Boneless cod, quail on toast.....	0 05	0 05
" " imperial.....	0 07	0 07
" " steak.....	0 90	0 90
Shredded cod, doz.....	3 12	3 12
Arcadia, 24 packages, 1 lb. box.....	2 40	2 40
" " 12 packages, 2 lb. box.....	1 60	1 60
Arcadia cod, crabs.....	1 15	1 25
" " tablets, box.....	0 08	0 09
Bloaters.....	0 5 0 05	0 5 0 05
Quails.....	0 5 0 05	0 5 0 05
Gold eyes.....	0 5 0 05	0 5 0 05

TO KEEP POTATOES.

Consul-General Richard Guenther, of Frankfort, reports that a German publication, the "Practical Adviser in Fruit Raising and Gardening," states that a new method for keeping potatoes and preventing sprouting consists in placing them on a layer of coke. Doctor Schiller, of Brunswick, who has published the method, is of the opinion that the improved ventilation by means of coke is not alone responsible for the result, but believes that it is due to the oxidation of the coke, which, however, is a very slow one. Coke always contains sulphur, and it is very possible that the minute quantities of oxides of carbon and sulphur, which result from the oxidation, mixing with the air and penetrating among the potatoes are sufficient to greatly retard sprouting. Potatoes so treated are said to keep in good condition until the following July.

Alfred A. Rapson, Woodstock, has purchased the grocery business of Jas. Forbes & Co.

17th ANNIVERSARY WEEK

17 YEARS OF PROGRESS

Special business will be transacted at special prices.

TOMATOES, PINEAPPLES, ORANGES

Prices very reasonable in all lines.

WHITE & CO., Limited
TORONTO and HAMILTON



RESOLVED

That "A little child shall lead them." I'm young in years, but know that one good turn deserves another. You trust me with your order and I give you only fine selected Lemons, uniform size, packed in standard sized boxes. This week's arrivals speak for themselves. Order my Lemons from the wholesale. They'll help build up your fruit trade.

BUSTER BROWN

FOLLINA BROS.
Packers, Italy.

W. B. STRINGER
Can. Agent: Toronto.

FRESH CAR

FANCY FLORIDA TOMATOES

FRESH CAR

FANCY FLORIDA CELERY

Both these cars **Fine Quality**, and prices lower.

Send us your orders

HUGH WALKER & SON

GUELPH

ONTARIO

Cannibalistic Qualities of the Lobster Fish

They Prey on Each Other and Produce Death by Piercing the Shell—Fed Upon by Other Fish in Their Younger Days—Do Not Always Travel Forwards—The Licensing of Lobster Canneries and Fishermen Discussed.

In the investigation into the lobster fishing industry carried on by the Select Standing Committee on Marine and Fisheries at Ottawa some interesting additional information on this peculiar deep-water creature was brought to light. The government of Canada is going thoroughly into the existing conditions with a view of promoting the industry to as great an extent as possible. H. E. Baker, who for 26 years was engaged in the fish canning business in Cape Breton, was the witness at the last session of the Committee, of which a report has been published.

One of the statements, startling from a commercial point of view, made by Mr. Baker was that the young lobsters are cannibalistic in their habits and they even destroy one another. This combined with the fact that when they are first hatched they immediately become swimmers and dart forward through the water head first and continue in that way until about four moulting—that is until after they shed four coverings. This becomes really the critical parts of the lives of the lobsters because at this stage they are liable during the period of moult to all kinds of germs in the water as well as parasites and the food problem becomes a difficult one with them.

Devour One Another.

There is a sensitive little sac or shell on the back of the lobster and one young lobster will jump on the back of another and pierce the sac resulting in instant death. Mr. Baker had seen one young lobster eat another and made the statement that the mortality was recognized to be so heavy that not more than two per cent. survive during this critical portion of existence.

After the lobster becomes shaped—that will happen in about two or three months—it becomes a scavenger on the bottom of the sea and then it begins to crawl backwards. Among the fish that prey on the lobster are the cod, sculpins and eels. Crabs have been seen in the pound but they could not interfere with the young lobsters on account of the latter's tendency to dart through the water while the crabs are bottom scavengers.

The License Limit.

The question of determining the restriction to the number of canning licenses was an important issue discussed. Mr. Baker was in favor of a limit as he thought that if everybody were allowed to can lobsters it would only be a question of a very short time before the market would be glutted by inferior lobsters that would give the whole industry a black eye, as it were, on account of the poor qualities.

There were now as many canners around the Nova Scotian coast as are necessary. For instance no cannery is overburdened with lobsters, and every cannery has a certain fixed expenditure. Take for instance, that cannery has a

fixed expenditure of \$1,000, say. That cannery under existing conditions packs a thousand cases; therefore the fixed expenditure per case is \$1. Let somebody else come in and locate right alongside that cannery, taking 50 per cent. of that catch, that cannery still has a fixed expenditure of \$1,000, but it is only able to pack 500 cases so that instead of being under a fixed expenditure of \$1 per case, the fixed charges amount to \$2 per case, just doubling what it was formerly.

Mr. Baker thought there was no danger of any monopoly coming about by reason of the restrictions, because he did not know of any district in Nova Scotia in which competition was not carried on to such an extent as to prevent it. He did not believe the lobster industry in Nova Scotia last year benefited the lobster packers 3 per cent. He thought this was a question which should be looked into. There has been a feeling along the coast among fishermen that the lobster packers are growing rich out of the lobster business. He ventured to say that last year the business did not return the packers 3 per cent. He knew of some instances where a great many thousands of dollars loss was incurred; the prices became exceedingly high in consequence of reckless competition and the result of that was that no packer knew how many lobsters he was going to get because of that competition, and there was demoralization of the whole industry. Uniformity in size would be another benefit if there were limits to the number of canners.

Last year the live lobster business was not remunerative, said Mr. Baker. It was very precarious always and last year owing to the adoption of a 9-inch limit in the State of Massachusetts, which he considered was a bid for cheap lobsters in Nova Scotia, the American market was glutted all the time by the 9-inch lobsters coming into the United States so that, in May the price of lobsters dropped to \$7 and \$8 per crate; the dealers took advantage of the situation.

The Law Broken.

The present limit to the size of the lobster is eight inches but it was estimated there are 40 per cent. caught which are undersized and therefore against the provisions of the law. It is difficult to enforce the law against the fishermen and it may be found necessary to enforce it against the canners as was suggested by Hon. Mr. Brodeur.

Mr. Baker considered that every packer and fisherman should be licensed. If the packer violates the lobster law he should lose his license. If the fisherman violates the lobster law he should lose his license. The officers of the government as they go around now should have a book of numbered forms or licenses. Each fisherman should take one of these which will enable him to catch lobsters just so long as he observes the regulations. Every one would be an inspecting officer when he received a license to catch lobsters. There would be perhaps 20 men going off a beach in the morning to catch lobsters. Each one of these men has a license but perhaps out of that number there are one or two or three men not wanting to observe the law. Some one of his fellows reports him and he loses his license. This was Mr. Baker's suggestion.

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.**

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

**DAWSON'S Banner Brand of Jams,
Marmalades and Jellies is the very best.**

THE DAWSON COMMISSION CO., TORONTO

THE PRODUCTS OF THE SEA

as represented in the

Brunswick Brand Sea Foods



make delicious and delicate eating. Any grocer will find that our haddock and kippered herring are articles that it will pay him to handle. We believe that our factory is the most modern and improved of any in the Maritime Provinces. We have the latest machinery and employ only skilled help. The deep waters of the Bay of Fundy are where our Haddock and Kipper Herring are caught.

Are you handling these goods? If not, Mr. Grocer, you are neglecting an important source of profit.

Replenish your stock—No time like the present.

CONNORS BROS., LIMITED

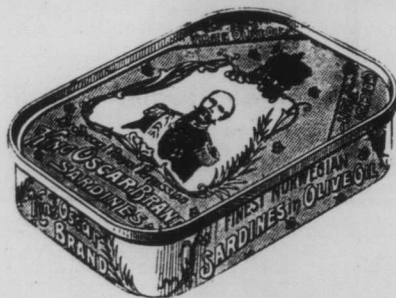
BLACK'S HARBOR, N.B.

AGENTS—Grant, Oxley & Co., Halifax, N.S.; C. H. B. Hillcoat, Sydney, C.B.; J. L. Lovitt, Yarmouth, N.S.; D. Rattray & Sons, Quebec; Leonard Bros., Montreal; Arthur M. Loucks, Ottawa; C. De Carteret, Kingston; James Haywood, Toronto; Chas. Duncan, Winnipeg; R. G. Bedlington & Co., Calgary; Drexel & Co., Vancouver; J. Harley Brown, London, Ont.

It's not difficult to get Sardines.

They're packed in France, Portugal Japan, United States and Canada. They're also packed in Norway, and that's where the very finest come from.

"KING OSCAR"



brand is the unchallenged leader of them all. Purest Olive Oil only permitted by the Government—finest selected, smallest and sweetest fish and packed hygienically.

They are yours to consider for profit.

ASK YOUR JOBBER

J. W. Bickle & Greening

(J. A. HENDERSON)

Canadian Agents, HAMILTON, ONT.

"Mephisto"

BRAND
Lobster

Our sole attention is given to the production of a choice canned lobster. We have no other business. If we cannot give you the regular quantity you require, no other packer can. 1909 prices now out.

Fred Magee
PRODUCER
Port Elgin, N.B., and
Pictou, N.S.

**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."

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

Designers and Manufacturers of
Modern Store Fixtures

Representatives { Montreal; Kenneth H. Munro, Coristine Bldg.
Manitoba; Watson & Truesdale, Winnipeg, Man.
Saskatchewan and Alberta; J. C. Stokes, Regina, Sask.

**That Credit Customer:
Nail Him:**

If you give a man credit, and get "stung" don't curse your "hard luck"—be consistent, and blame YOURSELF. Because if you haven't a way of controlling your credit customers, it's YOUR OWN FAULT, and it's mighty easy to supply yourself with

**ALLISON
Coupon Books**

Here's How They Work

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



For sale by the Jobbing trade everywhere.
Manufactured by ALLISON COUPON CO.
Indianapolis, Ind.

THICK, SWOLLEN GLANDS

that make a horse Wheeze, Roar, have Thick Wind, or Choke-down, can be removed with

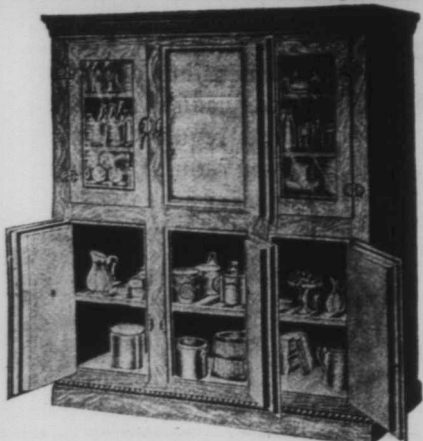
ABSORBINE

or any Bunch or Swelling. No blister, no hair gone, and horse kept at work. \$2.00 per bottle, delivered. Book 3 D free.

ABSORBINE, JR., for mankind. \$1.00, delivered. Reduces Gout, Tumors, Wens, Varicose Veins, Ulcers, Hydrocele, Varicocele. Book free. Made only by W. F. YOUNG, P.O. Box 204 Temple St., Springfield, Mass. LYMAN'S Ltd., Montreal, Canadian Agents.



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



OUR GROCER REFRIGERATOR

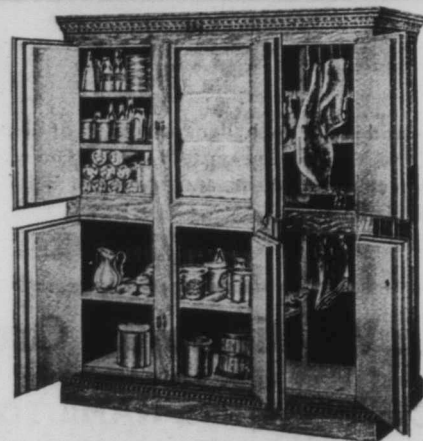
REFRIGERATORS

We manufacture the best line of Refrigerators for Grocery Stores, Restaurants, etc., on the market. Prices the lowest.

Ask all leading Hardware Merchants about them, or write us direct for circular.

We are the largest makers of Refrigerators under the British Flag.

**The Ham & Nott Co., Limited
BRANTFORD, - CANADA**



COMBINATION GROCER AND BUTCHER

Wolverine **Show Case**



The best show case made in America for the money.

Price, \$4.50 per foot f.o.b. Detroit

W. H. ESCOTT
141 Bannatyne Avenue, Winnipeg, Selling Agent

No. 100.
This case is finished in golden oak—Beveled plate top—Shipped K.D.—

Made by
Michigan Show Case Co., Detroit, Mich.

Get In the Shade

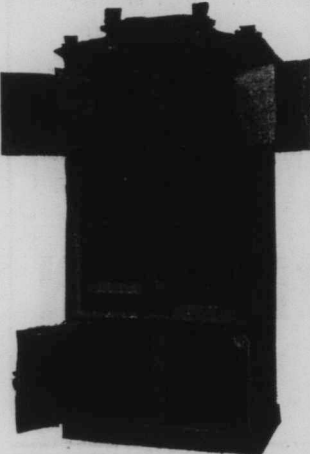


The sunny side of the street is great in winter time. But in dog days you'll notice the fellow whose store is cool and inviting, in the shade, is the chap who gets the business.

Customers are attracted to a store nicely shaded in the hot weather.

An Awning From Sonne Does It

THOS. SONNE, Sr.
193 Commissioners St., Montreal



Arctic Refrigerator

For butchers, grocers, hotels, etc. The coldest, driest and most up-to-date refrigerator on the market.

REPRESENTATIVES:

Western Provinces—
Ryan Bros., Winnipeg

Quebec—
Wolf, Sayer & Heller, Montreal

MANUFACTURERS:

JOHN HILLOCK CO., Limited
TORONTO, ONT.

WRITE FOR CATALOG

The Elgin National Coffee Mills

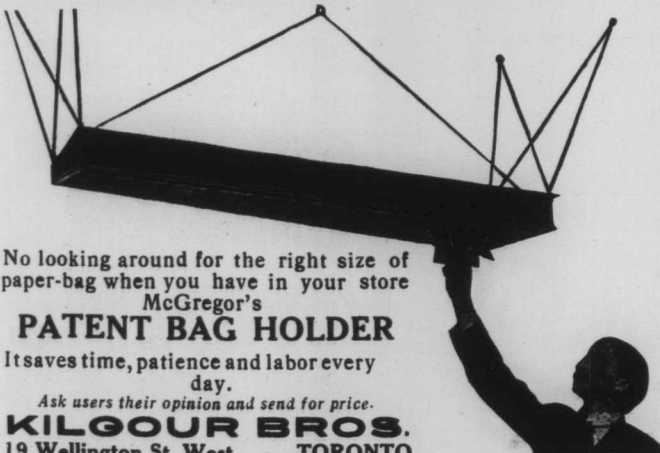


40 Sizes and Styles

They are the *Fastest Grinders* *Easiest Runners*

Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.
MAKERS
ELGIN, ILLINOIS, U.S.A.

No looking around for the right size of paper-bag when you have in your store

McGregor's
PATENT BAG HOLDER

It saves time, patience and labor every day.

Ask users their opinion and send for price.

KILGOUR BROS.
19 Wellington St. West, - TORONTO

—BUY—

Star Brand

COTTON CLOTHES LINES

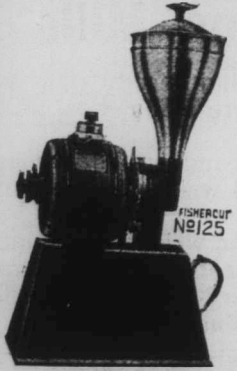
—AND—

COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.



100 POUNDS OF COFFEE For Three Cents

Ground fine at a pound a minute. Any busy grocer can appreciate the time—which is money—saved every time a customer wants fresh ground coffee.

The $\frac{1}{4}$ h.p. motor operating this mill is connected to lighting line by a snap switch and does not require power line and rheostat like larger motors. The cast steel cutters, fitted directly on the shaft, dispense with gears, complications and loss of transmission in power. 90% of the Electric Mills used in Canada are our make, giving general satisfaction. It's a neat, handy and up-to-date fixture, which will deliver the goods. For particulars write

The A. D. FISHER CO., 34 Richmond St. E., Toronto, Ont.



IT IS DIFFICULT

to make one Broom which will be satisfactory for all purposes, but with the three standard lines

**Klondike
Jubilee
AND Sterling**

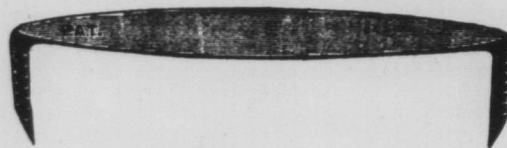
you can satisfy all demands. These lines have been on the market for twelve years and have never failed to give satisfaction.

Manufactured by

STEVENS-HEPNER CO.
Limited

Port Elgin, Ontario

**"CEMENT COATED
PAIL CLASPS"**



The only Pail Fastener that holds the cover securely. Ask your shipper for his opinion. Sample order will demonstrate their superiority.

Made in 2 sizes, 2½ and 2¾ long.

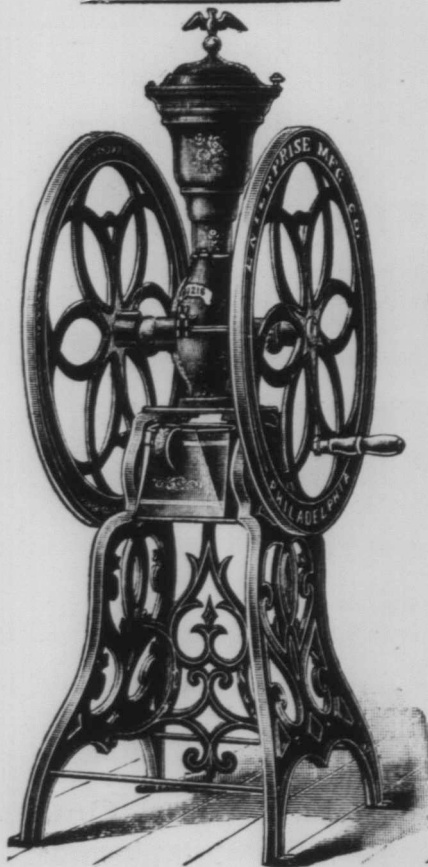
Packed in boxes of 25, 50, 100 lbs. each.

For shippers of lard, preserves, jellies, fruit, butter, tobacco, candy and cheese, this is the best device ever put on the market.

J. N. WARMINTON

43 Scott St., Toronto
207 St. James St. Montreal

FINE!



All of them can be adjusted for fine or coarse grinding while running and either way results are

"FINE"

"ENTERPRISE"

Rapid

Grinding and Pulverizing Mills



If you are interested in a hand Mill, you will find exactly what you want. Between the large and small Mill shown here are many sizes, styles and prices—all of "Enterprise" excellence.

No. 216, at the left, holds 6½ pounds of coffee and grinds a pound with 50 turns. It stands 5 feet 8 inches high and weighs 320 pounds. Can be equipped for power.

No. 7, at the right, holds 1¾ pounds of coffee and weighs 62 pounds. It stands 21½ inches high and will grind a pound of coffee with 75 turns. Made for granulating or for pulverizing. As in all other "Enterprise" Mills, the grinders are warranted equal to steel. Write for illustrated catalogue.

The Enterprise Manufacturing Company of Pa.,

21 Murray St., New York

PHILADELPHIA, U.S.A.

438 Market St., San Francisco

Diamond
1-lb. tins,
1-lb. tins,
1-lb. tins.

Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.



OLIV
Cleveland
"
"
"

Barrels-
cent.

Crown E
1 lb. tins
1 lb. "
1 lb. "
White S
1-lb. th
1-lb.
1-lb.

Keen's C
In M
Gillett's

H-
Foroe. 34
Korn-Ki
Presto.
Pancake
Tapioca.
Hominy



White S
White S
White S



London
Speci
kegs. et
Unswec
Plain B
Perfetti
boxes

QUOTATIONS FOR PROPRIETARY ARTICLES

Baking Powder.

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 85
3-doz.	6-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	24lb.	10 50
1-doz.	5lb.	19 75



MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 " "	4-oz.	0 60
4 " "	3 " "	0 75
4 " "	2 " "	0 95
4 " "	1 1/2 " "	1 40
4 " "	1 " "	1 45
4 " "	3/4 " "	1 65
4 " "	1/2 " "	1 70
1 " "	24-lb.	4 10
1 " "	5 " "	7 30
2 " "	6-oz.	1 40
1 " "	12 " "	3 50
1 " "	16 " "	4 10



ROYAL BAKING POWDER

Cases.	Sizes.	Per doz.
Royal-Dime	1 lb.	\$0 95
"	1/2 lb.	1 40
"	3/4 lb.	1 95
"	1 lb.	2 55
"	1 1/2 lb.	3 85
"	1 lb.	4 90
"	5 lb.	13 60
"	5 lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Cases.	Sizes.	Per Doz.
Cleveland's-Dime	1 lb.	\$0 83
"	1/2 lb.	1 33
"	3/4 lb.	1 90
"	1 lb.	2 45
"	1 1/2 lb.	3 70
"	1 lb.	4 65
"	5 lb.	13 20
"	5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	1 lb. tins, 2 doz. in case	\$1 20
"	1 lb. " " " "	0 80
"	1 lb. " " " "	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. " " " "	0 8

Blue.

Keen's Oxford, per lb.	\$0 17
In 10-box lots or case	0 16
Gillett's Mammoth, 1/2 gross box	2 00

Cereals

H.O. COMPANY, ROCHESTER, N.Y.

Force, 36s.	\$1 50	Gusto, 36s.	\$2 85
Korn-Kinks, 31s.	1 45	H-O. oatmeal, 24.	3 10
Presto, 36s.	3 40	Buckwheat, 36s.	3 50
Pancake, 36s.	3 50	Corn Starch, 36s.	2 50
Tapioca, 36s.	2 85	Farina, 24s.	1 70
Hominy, 36s.	2 50		

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Breakfast Food, 2-doz. in case, per case, \$3.00	\$3 00
The King's Food, 2-doz. in case, per case, \$4.80	\$4 80
White Swan Barley Crisps, per doz., \$1.	\$1 00
White Swan Self-rising Buckwheat Flour, per doz., \$1.00.	\$1 00
White Swan Self-rising Pancake Flour, per doz., \$1.00.	\$1 00

White Swan Wheat Kernels, per doz.	\$1.40.
White Swan Flaked Rice, per doz.	\$1.
White Swan Flaked Peas, per doz.	\$1.

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1-lb. tins, per doz.	\$4 50
Perfection, 1/2-lb. per doz.	2 40
Perfection, 1/4-lb. per doz.	1 30
Perfection, 10c size 5-lb. tins	0 37
Solu le, bulk, No. 1, per lb.	0 20
Soluble, bulk, No. 2, per lb.	0 18
London Pearl, per lb	0 22
Special quotations for Cocoa in bbls., kegs etc.	
Unsweetened Chocolate—	
Plain Rock, 1/2's & 1's, cakes, 12-lb. box	0 36
Perfection Chocolate, 20c size, 2 dozen boxes, per dozen	1 80



Perfection Chocolate, 10c size, 2 and 4 dozen boxes, per dozen.

Queen's Dessert, 1/2's and 1's, 12-lb. boxes, per lb.	\$0 40
Queen's Dessert, 5's, 12-lb. boxes	0 35
Vanilla, 1/2-lb., 12-lb. boxes, per lb.	0 30
Parisian, 8's, " "	0 30
Royal Navy, 1/2's, 1's, boxes, per lb.	0 24
Diamond, 7's, 12-lb. boxes, per lb.	0 25
" " " " " "	0 25
" " " " " "	0 28

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1/2-lb. pkgs., 2-doz. in box, per dozen \$ 90

Confections—

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

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 34
Vanilla wafers, " "	0 35
" " nonpareils, 5-lb. box	0 35
" " 2's, 5-lb. boxes, lb.	0 28
" " 2's, nonpareils " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

BENSDORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case—per doz., \$ 90

" " " " " "	2 40
" " " " " "	4 75
" " " " " "	9 00

EPPS'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

JOHN P. MOTT & CO.'S.

R. S. Molndoe, Agent, Toronto.	
Arthur M. Loucks, Ottawa.	
J. A. Taylor, Montreal.	
Jos. E. Huxley, Winnipeg.	
R. J. Beedington & Co., Calgary, Alta.	
Standard Brokerage Co., Vancouver, B.C.	

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

Prepared cocoa, 1/2 doz. 0 28

Prepared 1/2 doz. 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.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 38
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 41
German Sweet chocolate, 1/2 and 1-lb. cakes, 5 lb. boxes	0 28
Caracas Sweet chocolate, 1/2 and 1-lb. cakes, 5-lb. boxes	0 35
Auto Sweet chocolate, 1-5-lb. cakes, 3 and 6 lb. boxes	0 35
Vanilla Sweet chocolate, 1-5-lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1/2-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 29
1 and 1/2 lb. " " " "	0 29
1 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " " " "	0 29
1 lb. " " " " in 5, 10, 15 lb. cases	0 30

Bulk—

In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tins.	Bbls.
White Moss, 4oz. strip.	0 18	0 21	0 19
Best Shredded	0 18	0 16	0 15
Special Shred	0 17	0 15	0 14
Ribbon	0 19	0 17	0 16
Macaroon	0 17	0 15	0 14
Desiccated	0 16	0 14	0 13
White Moss in 5 and 10 lb. square tins, 21s.			

WHITE SWAN SPICES AND CEREALS LTD.

White Swan Cocoanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

"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 80
Reindeer" brand per case (4 doz.)	5 60



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
" " " " " " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " " " " " No. 2, " "	0 36
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.O.B. Toronto.

MACLAREN'S IMPERIAL CHEESE CO. LTD.

Imperial Peanut Butter "Bobs," the Perfect Confectionery.

Large size, cases, 25 cartons	\$3.50 each
Small " " " "	50 " 3.60 "
Assorted, cases, 26 small, 12 large	3.55 " "

Net 30 days.

Cotton 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.

4-oz. cans	\$0 90
6-oz. " "	1 35
10-oz. " "	1 85
Quart " "	3 75
Gallon " "	10 00

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
" " " " " " 2 " " " "	3 00
" " " " " " 4 " " " "	4 50
" " " " " " 20 " " " "	4 75
" " " " " " 20 " " " "	9 00

THOMAS J. LIPTON

Prices on application.

Infants' Food.

Robinson's patent barley 1/2-lb. tins	\$1 35
" " " " " " 1-lb. tins	1 35
" " " " " " 1/2-lb. tins	1 25
" " " " " " 1-lb. tins	2 35

"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
32 " " " "	18 00

Discounts on application.

Jams and Jellies.

BATERS' WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Ladham, Montreal and Toronto.

THOMAS J. LIPTON

Prices on application.

Compound Fruit Jam—

12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	per lb. 0 71
5 and 7-lb. tin pails, 8 and 9 pails in crate	per lb. 0 07
7 wood pails, 8 pails in crate, per lb.	0 07
32-lb. wood pails	0 06 1/2

Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
1-lb. tins, 3 doz. in case per lb.	0 07 1/2
7 wood pails, 8 pails in crate, per lb.	0 07

Coffees.

EBY BLAIN CO. LIMITED.

Standard Coffees.

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



THE SECOND FATAL ACCIDENT IN MARCH

was reported in the Scranton, Pa. daily papers for March 28th. After being frightfully burned by the explosion of liquid stove polish the poor woman lingered for a few hours in most horrible agony.

Don't take any chances of burning your customers with the dreadful stuff. Push **RISING SUN** and **SUN PASTE** which are absolutely safe in the hands of any housekeeper.

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

Get After the Business

of selling spring requisites to householders by pushing

Black Knight Stove Polish

which removes the dread, danger and drudgery of polishing stoves. It is quick, lasting and brilliant. Your customers know about it. It's thoroughly advertised.

The F. F. DALLEY CO., Limited
HAMILTON, CANADA - BUFFALO, N.Y., U.S.A.



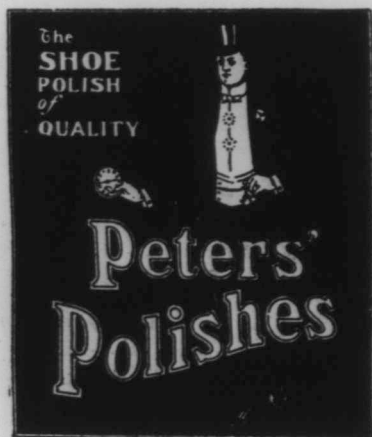
YOU CAN ALWAYS DEPEND

on the old original

JAMES DOME BLACK LEAD

to give entire satisfaction. The safest and best form of Stove Polish that can be used. Sold by all jobbers

W. G. A. LAMBE & CO., Canadian Agents



PETERS POLISH

A line of shoe polish that has created great enthusiasm among those selling and using it.

Write and get the sale of it for your district. It is a money maker.

M. Peters,
617 Queen St., West
Toronto

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.

50-lb. woo
Pure assort
doz in



As
MacLar-



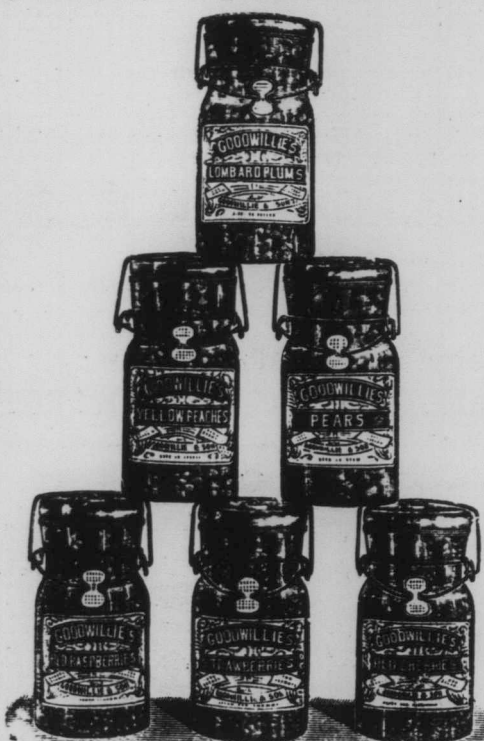
Assorted (C
Assorted (C
Lemon
Orange
Raspberry
Strawberry
Chocolate
Cherry
Peach
Weight 7 1

The GEN



Pr
Less than
five cents.

When Other Things Don't Suit



GOODWILLIE'S PURE FRUITS IN GLASS

It is at about this season that the housewife does not know just what to get for the table. It is too late for winter dishes, and not yet time for tempting summer delicacies.

Suggest two or three jars of **Goodwillie's Pure Fruits in glass.** These will fill the bill admirably, for the palate never tires of their delicious natural flavor and purity.

An assorted order will supply you completely.

Rose & Laflamme, Limited

Montreal and Toronto

30-lb. woo pail..... 0 082
Pure assorted jam, 1-lb. glas = jars, 2 doz in case..... 1 75

Jolly Powders
IMPERIAL DESSERT JELLY



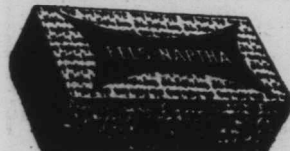
Assorted flavors—gross 10.75.
MacLaren Imperial Cheese Co., Limited



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 2 doz. \$1.80
Lemon (Straight) Contains 2 doz. \$1.80
Orange (Straight) Contains 2 doz. \$1.80
Raspberry (Straight) Contains 2 doz. \$1.80
Strawberry (Straight) Contains 2 doz. \$1.80
Chocolate (Straight) Contains 2 doz. \$1.80
Cherry (Straight) Contains 2 doz. \$1.80
Peach (Straight) Contains 2 doz. \$1.80
Weight 7 lbs. to case. Freight rate, 3d class.

Soap

The GENUINE. Packed 100 Bars to case.



Prices—Ontario and Quebec:
Less than 5 cases..... \$ 35
Five cases, or over..... \$ 15



List price
'Shirriff's' (all flavors), per doz. 0 90
Discounts on application.

THE ROBERT GREIG COMPANY.

White Swan, 15 flavors. 1 doz. in handsome counter carton, per doz., 90c.



Lard.

M. E. FAIRBANK CO.'S BEAR'S HEAD LARD COMPOUND.

Tie case... \$0 10
4-pails... 0 10
Tubs, 60 lbs. 0 10
20-lb. Pails. 2 20
20-lb. tins.. 2 10
Cases 3-lb., 0 11
" 5-lb.. 0 10
" 10-lb.. 0 10



F.O.B. Montreal.

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes wood or paper... per lb. \$0 20
Fancy boxes (25 or 50 sticks)... per box 1 25
" Ringed" 5-lb. boxes... per lb. 0 25
" Acme" pellets, 5-lb. cases... per case 2 00
" Acme" (fancy boxes 60) per box 1 50
Tar licorice and Tois wafers, 5-lb. case... per case 1 00
Licorice lozenges, 5-lb. glass jar... 1 75
" 20 5-lb. cases... 1 50
" Purity" licorice 10 sticks... 1 42
" 100 sticks... 0 75
Dulce large cent sticks, 100 in box....

Lye (Concentrated)

GILLET'S PERFUMED. Per case

1 case of 4 dozen..... \$3 50
2 cases of 4 dozen..... 3 50
5 cases or more..... 3 40

St. Charles.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars 1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass jars and 7 tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "

Prices an special quotations.
T. UPTON & CO.
12-oz. glass jars, 2 doz. case... per doz \$1 60
18-oz. glass jar, 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 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 2 10
7-lb. tins, " " 5 25



THOMAS J. LIPTON
Prices application

Mince Meat
Wethery's condensed, per gross net \$19 00
per case of 3 qts. net... 3 00



ST. CHARLES CONDENSING CO.

PRICES:
St. Charles Cream family size, per case..... \$4.75
Ditto, hotel, 4.90
Silver Cow Milk, 5.00
Purity Milk..... 4.70
Good Luck..... 4.60

Mustard

COLMAN'S OR KEEN'S
D.S.F., 1-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

LAPORTE, MARTIN & CIE., LTD.
Minerva Brand—
Minerva, qts. 12's..... \$ 5 75
" pts. 24's..... 6 50
" 4-pts. 24's..... 4 25

Sauces

PATERSON'S WORCESTER SAUCE
Agents, Rose & Laflamme, Montreal and Toronto
4-pint bottles, 3 & 6 doz., per doz..... 0 90
pint " 3 doz..... 1 75

THOMAS J. LIPTON
prices on application

Soda

GOV BRAND
Case of 1-lb. containing 60 packages, per box, \$3.00
Case of 1-lb. containing 120 pkgs. per box, \$3.00
Case of 1-lb. and 1-lb. containing 30 1-lb. and 60 1-lb. pkgs. per box \$3.00

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. 4, " 60 1-lb. " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

FOR
SALT

We are sure it will
pay you to get our
prices before buying.

VERRET, STEWART & CO.
LIMITED
MONTREAL

*We have some of the most
delicious*

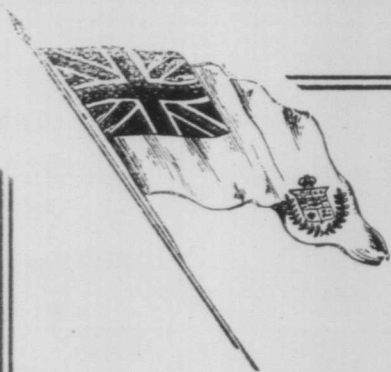
Tender Little Beets
you ever saw

*We have them in 2-lb. cans,
every can wrapped in tissue*

If your customers once used these, they
would have no other.

Write us for fuller particulars

J. H. WETHEY, LIMITED
ST. CATHARINES



Empire Brand

Most popular
the

4

Free Phones

Are you a user?

Specials in the following:—

Salmon, Wrapping Paper, Imported
Vinegar in decanters, Pineapple, Imp-
ported in Tins.

"Alcona" Flavoring Extracts, 'Cots,
Peaches, Prunes.

Imperial Vinegar. If you do not use
it you should. Your customers want
the BEST.

GEO. E. BRISTOL & CO.

Hamilton,

Ontario

Montreal:

VOL.



But—

To ex

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53 Fr