

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, APRIL 19, 1907.

NO. 16.



Spring Import Orders for

## Keen's Oxford Blue

are heavier than ever before. More people are realizing its positive superiority over all other Laundry Blues—It pays to SELL THE BEST.

Frank Magor & Co., 403 St. Paul Street, Montreal, Agents for the Dominion

## The ONE BRAND of Starch

Known wherever a store is kept in Canada

## BENSON'S "Prepared" CORN

The original yellow package that has for nearly fifty years been the housekeeper's most reliable and best help to desserts, puddings, etc.

See that it is *Benson's* you get.

**EDWARDSBURG STARCH CO., Limited**

59 Front St. East  
TORONTO, Ont.

ESTABLISHED 1858  
Works,  
CARDINAL, Ont.

164 St. James Street  
MONTREAL, P.Q.

# C. & B. Labels

Jars and packages are dainty in appearance and look well on your shelves. Buyers are often influenced by the outside appearance of the packages and it is to your benefit to stock only those goods which are contained in dainty and attractive packages, providing of course you can rely upon the quality of the goods inside. With C. & B. goods the superior appearance of the jars, glasses, etc., is merely an indication of the superior quality of what is inside, and you can rely on every consumer finding that the goods in every way come up to their appearance. C. & B. on our wrappers is a guarantee of the quality of the contents.

A special window display of C. & B. goods is sure to attract attention and custom. Why not put one in your window to-day?

**CROSSE and BLACKWELL,**  
LTD.

SOHO SQUARE, LONDON, ENGLAND.

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AGENTS,

**C. E. COLSON & SON,**  
MONTREAL.

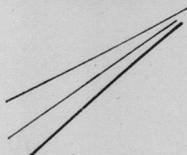
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**SPECIAL LINES WORTH STOCKING:**

Chutney, Curry Powder and Paste, Capt. White's Oriental Pickles, Olives, Chutney Sauce.

**Hannah's  
Scotch  
Pickles**

Are sound and crisp. They are preserved in genuine Malt vinegar; are packed with scrupulous care. The bottles bear very showy and most attractive labels. Could you ask more? (10, 16, 20, 30 and 40-ounce bottles.)



**LOW PRICES**

**Quality Tells !**

Absolutely free from animal matter and hence free from any chance of decay.

No smells, no odors like ordinary soap. Contains 67 per cent. of pure oil—12 per cent. more than others.

For the skin or for fine laundry work it is unexcelled.

In pressed cakes and in bars.

"Shell" Castile Soap

TRADE MARK



"SHELL BRAND"  
(LA COQUILLE)

*April 19.*

ARTHUR P. TIPPET & CO., Agents

8 Place Royale, Montreal  
84 Victoria Street, Toronto



# 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.

**BARBADOES, W. I.**

**JONES & SWAN**  
GENERAL COMMISSION MERCHANTS AND SHIPPERS OF WEST INDIA PRODUCE.  
CABLE ADDRESS—JONESWAN, BARBADOS.  
CODES USED—Lieber's, Western Union, A. B. C., Watkins' Scott's and Private Codes.  
REPRESENTED BY—John Farr, 140 Pearl St., New York; L. G. Crosby, St. John, N.B.; Mitchell & Whitehead, Quebec; Rose & Laflamme, Montreal; Geo. Musson & Co., Toronto; J. C. LeQueane, Paspebiac.

**CALGARY**

**W. G. HOLMES & CO.**  
Commission Merchants and Manufacturers Agents  
Correspondence and Consignments Solicited from Eastern Manufacturers and Producers.  
CALGARY, - ALTA.

**HALIFAX, N.S.**

**J. W. GORHAM & CO.**  
JERUSALEM WAREHOUSE  
HALIFAX, N.S.  
Manufacturers' Agents and Commission Brokers.  
WAREHOUSEMEN  
Domestic and Foreign Agencies solicited.  
Highest references.

**HAMILTON.**

A. R. McFarlane Wm. Field  
**McFARLANE & FIELD**  
HAMILTON, ONT.  
Wholesale Grocery Brokers and Commission Merchants.  
TEAS, COFFEES, DRIED FRUITS, ETC.  
Highest references. Prompt attention.

**MONTREAL**

**A. J. HUGHES**  
Wholesale Grocers' Broker, Manufacturers Agent and Jobber,  
1483 Notre Dame Street, MONTREAL  
Open for few more foreign and domestic agencies.  
Correspondence Solicited. Highest References.

**J. T. ADAMSON & CO.**  
Customs Brokers and Warehousemen  
27 St. Sacrament Street, Montreal  
TEL. MAIN 778. BOND 26.

**REGINA.**

**G. C. WARREN**  
REGINA  
Direct Importer of Pure Ceylon green and black teas of all grades, and coffees. Will act as manufacturers' agent in other lines of merchandise.

**HONEYMAN, HAULTAIN & CO.**  
STORAGE AND TRANSFER  
Manufacturers' Agents and Wholesale Commission Merchants  
REGINA, SASK.

**TORONTO.**

**W. G. A. LAMBE & CO.**  
Toronto  
Grocery Brokers and Agents.  
Established 1885.

**MacLAREN IMPERIAL CHEESE CO.** Limited  
AGENCY DEPARTMENT.  
Agents for Grocers' Specialties and Wholesale Grocery Brokers  
TORONTO, Ont. DETROIT, Mich.

**McGAW & RUSSELL**  
Manufacturers' Agents and Importers  
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.  
Highest References. Correspondence Solicited.  
Phone Main 2847

**TOMATOES**  
AND  
**CORN**  
LOW PRICES  
**W. H. MILLMAN & SONS**  
Brokers  
TORONTO

**TORONTO.**

**SWIFT'S**  
"SILVER LEAF"  
LARD  
20-lb. Pails  
60-lb. Tubs  
**Anderson, Powis & Co.**  
Toronto Agents

C. E. KYLE S. HOOPER  
**KYLE & HOOPER**  
Wholesale Grocery Brokers and Manufacturers' Agents  
27 Front St. E., Toronto  
Highest references Commissions solicited

**W. G. Patrick & Co.**  
Manufacturers' Agents and Importers  
29 Melinda St., Toronto

**VANCOUVER.**

**C. E. JARVIS & CO.**  
Manufacturers' Agents Wholesale Only  
Flack Block, Vancouver

**WINNIPEG.**

DO YOU wish to extend your business to this GREAT WEST COUNTRY  
WE CAN handle your account to our MUTUAL ADVANTAGE.  
Correspondence solicited. Established over 12 years  
**George Adam & Co.**  
Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

**G. B. THOMPSON**  
Wholesale Broker and Commission Merchant  
159 Portage Avenue East, - WINNIPEG, MAN.  
Cable address, "CAPTAN."  
Storage facilities. Correspondence solicited

(Continued on page 4.)

# PURE MAPLE SYRUP

The genuine Maple Syrup this season is scarcer and higher in price. We have secured a limited quantity of the genuine article—pure sap. Put up in the following sized packages:—

<b>Our Prices Are Right.</b>	Wine Quart	Tins	Cases	24 Tins	<b>Freight paid on 5-Case lots.</b>
	Imp. Hlf. Gals.	“	“	12 “	
	Wine Gallon	“	“	8 “	
	BULK--Kegs containing 15/20 gals.				

**For every day selling you cannot beat either in price or quality  
“ANCHOR” MAPLE SYRUP MIXTURE**

<b>Send Us Your Orders.</b>	Wine Pints—cases	2 doz.	\$2.50 c/s.	<b>Freight paid on 3 Case lots.</b>
	“ Quarts	“ 2 “	4.80 “	
	“ Hf. Gals.	“ 1 “	4.80 “	
	“ Gallons	“ ½ “	4.50 “	
	Imperial 5-gallon tins		3.90 tin.	

**THE EBY, BLAIN CO., LIMITED,** Wholesale Grocers  
**TORONTO**

S

Success in pleasing our customers has secured to us a large and increasing Tea trade sound, genuine Teas, at right prices, in lead packets save the Grocer valuable time, and bring to him satisfactory results

Supply your customers with Blue Ribbon Tea selected from only the finest gardens of India and Ceylon, and surprise them with its delicacy of flavor and aroma sufficient to please the most exacting critics

Samples sent to all interested grocers on application to

**The Blue Ribbon Tea Co., Limited**  
12 Front Street East, Toronto

Manufacturers' Agents—Continued.

**H. W. MITCHELL**  
WINNIPEG, MAN.

Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.

Highest references and financial responsibility.

**W. A. TAYLOR**  
BROKER and WAREHOUSEMAN  
243 Main Street  
WINNIPEG, MAN.  
HIGHEST REFERENCES

**STUART WATSON & CO.**

Wholesale Commission Brokers and  
Manufacturers' Agents

WINNIPEG, - MAN.

Domestic and Foreign Agencies Solicited.

ESTABLISHED 1887.  
**JOSEPH CARMAN**

Wholesale Grocery Broker and Commission  
Merchant

Union Bank Block, Rooms 722 and 723

Winnipeg, Man.

Correspondence Solicited. Highest References.

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

Storage. Track Warehouse. Central Location. Low Insurance. Quick facilities for handling Goods  
Open for Foreign and Domestic Agencies.

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

**T. E. CHAREST**

MANUFACTURERS' AGENT

11 ST. GABRIEL ST., QUÉBEC

Extensive connections with retail and wholesale  
grocery trade of this city.

Highest references.

ESTABLISHED 1897  
**SCOTT, BATHGATE CO.** BROKERS AND COM.  
MISSION MERCHANTS

Cor. Notre Dame East and Victoria Sts., Winnipeg, Canada

Correspondence solicited with firms wishing representation in this market or wishing their goods sold on com-  
mission to the jobbing trade. Best references.

**SHALLCROSS, MACAULAY & CO.**  
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

Agents for—"SUNBEAM" STOVES—COAL OIL  
" " "DAN" INCANDESCENT LAMPS—COAL OIL



More Profit and Better Satisfaction  
for your customers than any other  
starch.

Write for prices and sample package

**CHINESE STARCH**

OCEAN MILLS, MONTREAL

Persons addressing advertisers will  
kindly mention having seen their adver-  
tisement in The Canadian Grocer.

Fibre Papers of Quality are "Scotch Fibre" and "Invictus Fibre"  
"Made in Canada" from specially selected pulp. Let us send you samples.



**CANADA PAPER Co.**

LIMITED

Toronto

Montreal

Windsor Mills, Que.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.  
TORONTO, ONT.

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

**WE WRITE ADS**

**Retail Merchants,**

We can **DOUBLE YOUR TRADE**  
by a series of Strong Advertisements in  
your local paper.

Full information on request.

**Latourette Adv. Agency**  
Fenton, Mich.

**SECOND ANNUAL  
EXHIBITION OF GROCERIES**

AT

**THE ARENA, MONTREAL**

***April 15th to 27th***

See ***The Canadian Cannery's*** demonstration of ***Canned Fruits, Vegetables, Meats, Jams*** and ***Catsups***. Experts in charge will be pleased to show you how you can increase your profits and your customers.

Have them demonstrate and explain to you the difference in Peas as regards quality, etc., viz:—

- Grade 1, Extra Fine Sifted (Petit Pois)
- “ 2, Sweet Wrinkle (Extra Sifted)
- “ 3, Early June (Sifted)
- “ 4, Standards

**CANADIAN CANNERS, LIMITED**

Hamilton, Canada.

Packers of

***“Canada First,” “Little Chief,” “Log Cabin,”  
“Horseshoe,” “Auto,” “Kent,” “Lynnvalley,”  
“Maple Leaf,” “Lion,” “Thistle,” “Grand River”  
and “White Rose” brands.***

# Reputation and Profit

The wise grocer is just as anxious to secure a high reputation as he is to make money. Since both are essential to lasting success it is evidently short-sighted policy to stock an inferior brand of canned goods. You clinch both Reputation and Profit by stocking the housewife's favorite, the far-famed

## OLD HOMESTEAD BRAND

because that brand is simply a revelation of sterling goodness through and through. Some competitors wonder because we don't claim more in our advertising, but we prefer to let **Old Homestead Brand** prove our claims.

Let your customers decide for us. If you've never carried **Old Homestead Brand** let's ship you a trial order and we're willing to stand by the decision of your customers.

There's just another interesting reason for stocking

## OLD HOMESTEAD BRAND

a cash reason—there's more profit, direct and indirect, in handling **Old Homestead Brand** of canned goods than any other most grocers know about.

Yes, you clinch both reputation and profit by stocking **Old Homestead Brand**.

---

**The Old Homestead Canning Co.**

**PICTON, ONTARIO**



In the face of all competition "SALADA" is the only tea in the world that holds the remarkable record of doubling its enormous sales every four years.

**THERE MUST BE A REASON**

**3**

**Draw your own conclusions**

**GOOD POINTS**

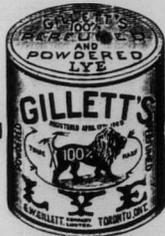
Black  
Green  
Mixed

Sealed Lead packets only.

Never sold by Peddler.  
Never out in price.  
Profit guaranteed.

Wholesale terms cheerfully furnished.

**"SALADA," Toronto - Montreal**



**It's House-cleaning Time.**

Every housekeeper in the land these days has need of a thoroughly good cleaner.

The go-ahead Grocer who sells

**Gillett's Lye**

knows it's the cleaner most people use.

Its enormous demand is the result of the many and varied uses to which it can be so satisfactorily put.



ESTABLISHED, 1852.



**Sterling  
Brand  
Pickles**

None  
Better

**Sterling  
Brand  
Relishes**

First  
in Merit

**Sterling  
Brand  
Catsups**

The  
People's  
Favorite

Made in Canada by

**The T. A. LYTTLE CO.**  
Limited

TORONTO, CANADA



**Y. & S.  
SCUDDER  
& R.**

**STICK LICORICE**

**ACME PELLETS  
M. & R. WAFERS  
LOZENGES, ETC.**

and a complete line of  
**Hard and Soft Licorice Specialties.**  
Price Lists and Illustrated Catalogue on request.

**National Licorice Co.**  
Brooklyn, N.Y.

Toronto Depot, 120 Church Street,  
R. S. MOINDOE, Agent.  
Montreal Depot, 17 St. Therese St.,  
J. M. BRAYLEY, Agent.

**Begin the New Year Wisely**

by stocking up with the famous

**"Gingerbread"**

**BRAND**

**Molasses**

In 2, 3, 5 and 10-lb. cans  
Put up solely by

**Dominion Molasses Co.,**  
LIMITED

Hallifax, - Nova Scotia

Agents

C. DeCARTERET,	- - - -	-	KINGSTON
GEO. MUSSON & CO.	- - - -	-	TORONTO
JOHN W. BICKLE & GREENING,	- - - -	-	HAMILTON
GEO. H. GILLESPIE,	- - - -	-	LONDON
JOSEPH GARMAN,	- - - -	-	WINNIPEG
C. E. PARADIS,	- - - -	-	QUEBEC

**Valencia Raisins**

Next time you  
Order, ask for

**"M.D.&Co."** Special Fancy Quality  
**"W. Abel"** Standard Quality

4 Cr. Layers  
Selected  
Fine Off-Stalk

Packed by

**Mahiques, Domenech & Co.**

Canadian Agents:  
**ROSE & LAFLAMME**  
Montreal and Toronto.



**ECONOMY**

is successfully combined  
with high quality in

**PATERSON'S  
WORCESTER  
SAUCE**

It sells for less than other  
high-grade sauces. That  
is one of the reasons it is  
so popular with prudent  
housekeepers.

ROSE & LAFLAMME,  
Agents, Montreal



## **TO MANUFACTURERS !**

We have now moved into our **NEW OFFICES AND WAREHOUSE** where we have excellent **storage facilities.**

**We are still open for a few more good lines.**

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Manager.**

**144 Water Street**

**VANCOUVER, B.C.**

## **St. George's Baking Powder**



*Mrs. Rorer, the famous Food Expert, said recently: "The stingiest people I know have stopped buying 'cheap' foods . . . they are buying the best to be had."*

Your customers don't take long to decide that a pound of sugar, half sand, at 5c., is more expensive than a pound of pure sugar at 8c.

And they won't hesitate in deciding that St. George's Baking Powder, with its 99.90% pure Cream of Tartar, is less expensive than Baking Powders containing "Commercial" Cream of Tartar which has 10% to 15% lime and other adulterants in it. Yet "Commercial" is the next best—many worse.

Most of your customers have likely figured it out by this time—for they've probably read our advertising—could hardly miss it—and they'll be glad to get St. George's, which is guaranteed to you and to them.

St. George's is the best Baking Powder that chemistry can evolve.

We've tested it every way.

**National Drug and Chemical Co. of Canada, Limited, Montreal**

THE CANADIAN GROCER

# SULTANA RAISINS

Fine and Choice

30 lb. Boxes

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

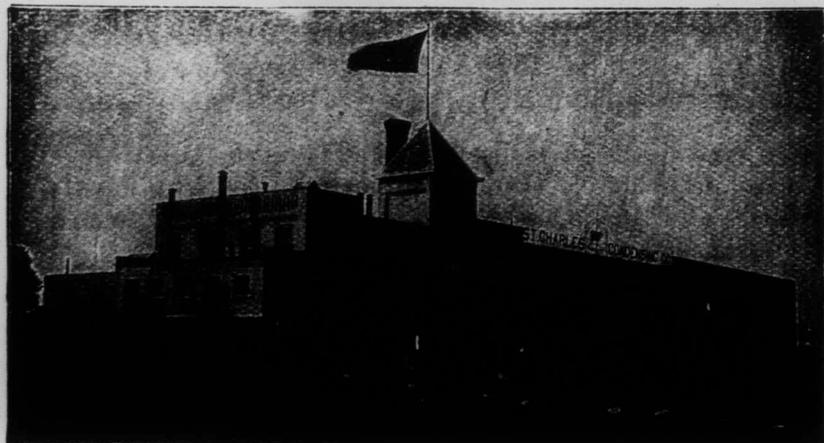
### *Credit and Money*

Nine-tenths of the grocers who sell Windsor Salt (pure, white, crystalline, won't cake) have money in the bank. They discount their bills. Their credit is "A, Number One." Happy grocers they!

Windsor Salt plays its own little part in bringing about this contented state of things. It never disappoints the grocers' customer who buys it. It serves to hold confidence in the quality of a grocer's general stock. It establishes permanent family trade. It helps a grocer's credit—it brings him money.

### Windsor Salt

*The Canadian Salt Co., Limited  
Windsor, Ont.*



INGERSOLL, CANADA—FACTORY

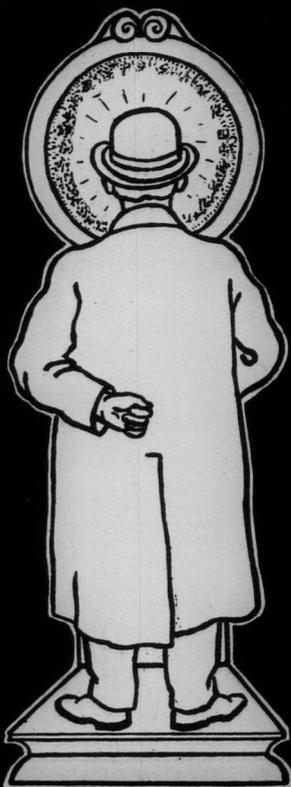
### AN EASY ONE.

Added to our splendid assortment of  
**GOLD MEDALS.**

### ST. CHARLES EVAPORATED CREAM

given Highest Award at World's Fair St. Louis, Mo., 1904. Proven the purest and best and for many purposes **PREFERABLE TO FRESH MILK.** Can be purchased through any wholesale house.

**St. Charles Condensing Co.**



# DID YOU EVER WEIGH

the matter in your own mind and consider what a difference it would make in your annual profits if you were able to secure orders from your customers for ALL their requirements in your line. For instance, are there not some who persist in going to the OTHER store for their COFFEE? They have the impression, rightly or wrongly, that the other grocer suits their taste in Coffee better than you can do, the NET RESULT being that the other fellow gets the profit—Coffee is a profitable line, too.

## Try Greig's White Swan Blend

and see what a difference it will make in your trade. It is the kind of Coffee that people come back for. Only the other day a lady bought a pound tin of it in a store, not 100 miles from Toronto; the second day afterwards she returned for four pounds more "for fear it should all be gone." That's the kind of Coffee it is. Try a sample lot and see how your sales will grow.

The 1-lb. tins are handsomely embossed and decorated, and just as high-grade as the Coffee itself.

THE ROBERT GREIG CO., Limited, TORONTO

# GREIG'S White Swan BRAND

## EDMONTON

and the enormous territory for which it is the distributing centre is developing faster than any other section of this continent.

### Edmonton's Building Record

for 1906, places it in 5th place on the list of Canadian Cities

### Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

### DO YOU WANT TO SHARE THIS TRADE?

Premises to Let — Consignments Received for Storage and Distribution.

Best Storage in the West—on spur track in the wholesale centre.

**F. T. FISHER**  
Drawer 14  
**Edmonton, Alberta**

## 2 in 1

certainly does take the shine out of them all. Then it's handier; a good deal handier and better, and it's a business builder.



## 2 in 1

saves money for your customers because it saves shoe leather. Most shrewd grocers recommend it all the time.

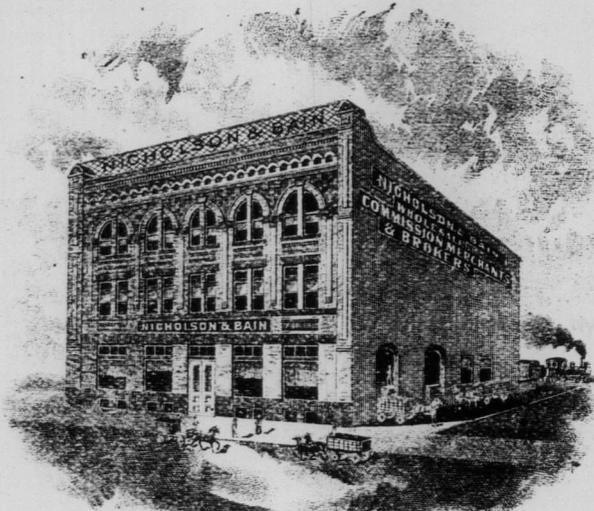
When ordering please mention The Canadian Grocer.

**The F. F. Dalley Co.**  
LIMITED  
Hamilton, Canada, Buffalo, U.S.

F. NICHOLSON

CABLE ADDRESS: D. H. BAIN  
NICHOLSON, WINNIPEG

CODES,  
A.B.C. 4<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901.



BANNATYNE ST. EAST  
TRANSFER TRACK.

NO. 3

*Winnipeg*

CALGARY BRANCH NICHOLSON & BAIN

**Canadian, United States, Foreign Manufacturers and Shippers**

DEAR SIRS.—

On March 1st, we opened in **Edmonton, Alberta**, Office and Warehouse No. 3; our Western business has increased so rapidly we found it necessary to open a branch in **Edmonton**, in a four storey solid brick building, 50 X 120, situated on the Transfer Track, and we are prepared to store all kinds of merchandise at reasonable rates, and handle consignments with the same promptness and efficiency as in **Winnipeg** and **Calgary**. If you wish to place your account with a **live, pushing and energetic Brokerage house** at the three great jobbing centres in the Great West, write us. We sell every Grocery Jobbing House from the Lake Front to the Rocky Mountains; we represent many large Manufacturers and Shippers, make lasting connections with them; we can do the same for you. Write us, wire us, send us your samples and prices.

**NICHOLSON & BAIN**

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG  
Established 1882

CALGARY

WINNIPEG

EDMONTON

THE CANADIAN GROCER

# KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

**CERTIFIED** by the *highest medical authority* of the World, the London "**LANCET**," which, after appointing a *special analytical Commission* to investigate **Kops Ale** testified as follows:—"It has *nothing* that is injurious, but is, on the contrary, a palatable beverage, possessing *distinct tonic and invigorating properties.*"

**Try also Kops Delicious Non-Alcoholic Wines and Cordials.**

AGENTS:

HUDSON'S BAY CO., Vancouver, B.C.,

W. L. MacKENZIE & CO., Ross Avenue, Winnipeg,

ROYAL STORES, St. John's, N.F.

KENNETH MUNRO, Coristine Bldgs., Montreal

KYLE & HOOPER, Front St. East, Toronto

**KOPS BREWERY, - FULHAM, LONDON, S.W.**



## REFRIGERATORS

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and gavalvanized linings. For grocers, butchers, club and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

**J. H. HANSON, 422 and 424 St. Paul St., MONTREAL**

**DO YOU CONSIGN?**

**GIVE WATSON, BOYD & CO. A TRIAL**  
**TRINIDAD, B.W.I.**

**Best Results Obtained**

**Enquiries Solicited**

**Cable Address: BOYD, TRINIDAD**

**Prompt Returns**

**All Codes Used**

**LONDON AND NEW YORK: FRAME & CO.**

# Wholesale Grocers and Jobbers

When estimating Spring requirements  
get our prices on following lines:

**Raw and Refined  
Sugars  
Molasses**

**Walnuts  
Almonds  
Filberts**

**Raisins  
Currants  
Shelled Nuts**

Either for import orders or from spot consignments

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## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

### It will Pay

you to stock and push  
the sale of the famous

## Frame-Food

PREPARATIONS

(Frame-Food, Frame-Food Jelly  
and Frame-Food Cocoa).

Extraordinarily advantageous  
Terms for Pioneer Traders.

Write for Particulars  
at once

**Frame-Food Co., Ltd.,**  
Southfields, London, S.W., England.

### Camp Counsels.

YOUR CUSTOMERS KNOW  
what they want when they ask for

# "Camp" COFFEE

They desire a beverage that is quickly  
and easily made, economical in use, in-  
variably delicious in flavour and fra-  
grance. Such, and such alone, is  
"CAMP" Coffee. See that they  
have it!

R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW

Agents: ROSE & LAFLAMME  
MONTREAL.

THE GROCER is the one man who cannot afford to ignore public opinion, and he is also the one man who dare not even attempt to fool the people. The health-giving and health-sustaining qualities of Pork and Beans were never before so universally admitted.



# ESSEX PORK and BEANS

being in popular favor, because of genuine goodness, are stocked by all shrewd grocers. THE ESSEX BRAND is famed for its flavor throughout the land. Our process of canning assures that delightful flavor so pleasing to the palate ; and therefore—

THE ESSEX BRAND assures the particular trade.

**The Essex Canning and Preserving Co.,**  
8 Wellington St. E., Toronto **Limited**

CALENDAR ADVERTISING  
PAYS  
LARGE DIVIDENDS

Think of calendar advertising as an investment, not as an expense.

Every successful advertiser uses this medium to great advantage—why not you?

Calendars reach the man "Who Pays the Bills"—and cannot fail to bring results.

Let us supply your requirements for 1908. We can save money for you.

THE LONDON PRINTING AND LITHO. CO.  
Limited

Box 580, London, Ont.



Pure Food is Essential  
to Good Health

Grocers Buy

Wagstaffe's Fine  
Old English

Pure Orange Marmalade, Jams, Jellies,  
Sealed Fruits, etc., your jobber has them  
in stock, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS  
HAMILTON, ONT.

Agents:  
DINGLE & STEWART, Winnipeg, Man.  
L. T. MEWBURN & CO., Ltd., Calgary, Alta.  
STANDARD BROKERAGE CO., Ltd., Vancouver, B.C.

## A Delicious Cup of Coffee

Our 1-lb. tin "CLUB" brand COFFEE at 33 cents per lb. is without question the best value on the market. We know it. You can prove it by asking us to send you sample—test it yourself. Supplied either whole roasted or ground.

Cultivate your coffee trade, it will pay you, by buying the best—"CLUB" BRAND. Try us,— that is all we ask to convince you of the superior value of "CLUB" COFFEE.

### S. H. EWING & SONS

96-104 KING ST., MONTREAL  
Telephone Bell, Main 65  
Merchants 522

TORONTO BRANCH, 29 CHURCH STREET  
Telephone Main 3171

Telephone orders receive prompt attention

## ROWAT'S

For all round Quality,  
Style of Package,  
Price and Profit

### ROWAT'S Pickles and Olives

are unequalled in Canada.  
Ask your jobber for

## ROWAT'S

## FRENCH TELEGRAPH CABLE COMPANY

CALL

C.P.R. TELEGRAPH

to insure prompt delivery of  
your cables to EUROPE.

See that each copy of cable is  
marked in handwriting, "VIA  
FRENCH CABLE."

Shortest, quickest, safest route.

Agents Wanted in all Principal Cities in Canada

C. A. CHOUILLOU & CIE.

Agents

14 Place Royale

MONTREAL



## Trees, Shrubs, Vines, Roses

We furnish landscape plans and specifications. Tasteful planting about your home will be a joy forever. The sooner it is done the sooner it will gratify you.

*Our plans are reasonable, our prices right. Ask for them.*

**BROWN BROS. COMPANY, LIMITED**

NURSERYMEN

**BROWN'S NURSERIES P.O., ONT.**

# Tartan BRAND

SIGN OF PURITY

**Rice** Our travellers have a big snap in Japan Rice.

**Prunes** All kinds and sizes from 30/40 to 90/100, also packages.

**Figs** We can interest you.

**Vinegar** Order the best Imperial.

**Marmalade** New season Wagstaffe's Fig and Lemon.

We control **TARTAN BRAND** Teas, Coffees, Spices, Extracts, Canned Fruits, Fish and Vegetables. **Phone 596. Free to Buyers.**

## BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

### SURE, STEADY SALES!

You may be able to reap fairly good profits from sales of inferior maple syrup for a time, but sooner or later you will be compelled to stock the **absolutely pure article**.

Consumers know what pure maple syrup is and they are bound to have it eventually.

Don't wait for a drop in your maple syrup business, but stock

“PRIDE OF CANADA”  
and “PRIDE OF QUEBEC”

brands at once.

These are the **real, genuine maple syrups** which are always asked for after first trial.



The Maple Tree Producers' Association  
WATERLOO, QUE.

### Seasonable Sellers

There is a time for everything—a season for every commodity. This is the season when

## Mathieu's Syrup

of Tar and Cod Liver Oil

sells very quickly and in very large quantities, because as a cure for Coughs, Colds, Grippe, Bronchitis, and all affections of the chest and throat it is unexcelled. It is a family remedy throughout Canada and is well advertised.

Send your order to-day for another supply.

Every season is the headache season, and Mathieu's Nervine Powders sell through every season.

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

For sale at all druggists  
and general stores.

**RED FEATHER SPICES**

AND

**IMPERIAL VINEGAR**

The Two Best Lines of Their  
Kind in Canada To-day.

WE SELL THEM BOTH.

**W. H. GILLARD & CO.**

*Wholesale Grocers and Tea Importers*

**HAMILTON**

Branch House—Sault Ste. Marie

*Redpath*

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

In the fore-front

and unapproachable for

Purity,

Cleanliness,

Flavor,

Aroma,

Healthfulness,

stand the teas of

**Japan**

They can absolutely not be imitated and once  
the lover of good teas has tasted their delicious  
flavor, it's all up with other teas.

It pays you to sell  
**Infants' Delight  
SOAP**



*Best  
for  
little  
folks*

*Best  
for  
big  
folks*

Big profits—pleased customers—  
**Canada's Best Toilet Soap**  
*Write for prices and samples*  
**John Taylor & Company**  
**Toronto**  
Avoid substitutes or imitations

**A SLIGHT  
DIFFERENCE**

IN PRICE ON A CHEAP ARTICLE LIKE

**Sal Soda**

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

**BRUNNER MOND & CO'S.**

**ENGLISH SAL SODA**

is the **PUREST**, contains **LEAST MOISTURE** and  
therefore **GOES FURTHEST** of any  
Washing Soda sold.

**WINN & HOLLAND, LIMITED**  
SOLE AGENTS MONTREAL

**Royal Crown  
Witch-Hazel  
Toilet Soap is  
a Skin Food,  
Too**



It quickly becomes a favorite especially  
with women—for it heals, feeds and  
whitens the skin as well as cleanses it.  
It's a soap you don't need to push—it  
sells itself on merit—and we create the  
demand in the first place by wide-  
spread advertising.

The **ROYAL CROWN** Limited,  
Winnipeg, Man.  
W. H. Millman & Sons, 27 Front St. E., Toronto,  
Ontario Agents.  
Wm. H. Dunn, 394-396 St. Paul St., Montreal,  
Agents for Quebec and Lower Provinces.

24

Established Over 50 Years

**DARLING & BRADY**

Manufacturers of

**Fine Laundry Soaps,  
Concentrated Lye,  
Laundry Chips,  
Broken Caustic, Etc.**

SAMPLES AND PRICES  
ON APPLICATION

96 St. Charles  
Borromeo Street,

- **Montreal**

**SEE PRICES BELOW**

**Pure Fruit**  
**Marmalade**

1-lb. net, 2 doz. to case.

SEVILLE ORANGE

\$1.50 doz.

BLOOD ORANGE

\$1.50 doz.

LEMON

\$1.50 doz.

GRAPE FRUIT

\$1.80 doz.

Ass't. case 4 kinds, \$1.50 doz.



**Pure Fruit**  
**Jam**

1-lb. net, 2 doz. to case.

RASPBERRY

\$2.00 doz.

STRAWBERRY

\$2.00 doz.

PEACH

\$1.80 doz.

PLUM

\$1.80 doz.

BLACKBERRY

\$2.00 doz. Ass't. case, \$1.90 doz.

CRAB APPLE JELLY

\$1.50 doz.

GRAPE JELLY

\$1.50 doz. Ass't. case, \$1.50 doz.

Above cut represents exact style of our 1-lb jar

Why pay fancy prices for imported goods of inferior quality? If our Diamond Brand is not the best in the market return them at our expense.



**Nut'y Creams**



**Mint Buttons**



**Fruit'y Creams**

The above are three rapid sellers. Cost to retailer 12 cents per lb., \$2.00 per pail of 17 lbs. Covers are hinged with colored show card. These are attractive and high grade, and are trade winners.

**For Sale by Wholesale Grocers Everywhere.**

**Sugars Limited,**

## DIAMOND BRAND MAPLE SYRUP

### NEW CROP 1907

Get the genuine True to Nature Syrup that reminds you of the sugar bush—**DIAMOND BRAND.**



### PRICES

	Per case
WINE MEASURE TINS.	
Gallons, 6 to case	\$4 50
Half Gallons, 12 to case	4 80
Quarts, 24 to case	4 80
Pints, 24 to case	2 50

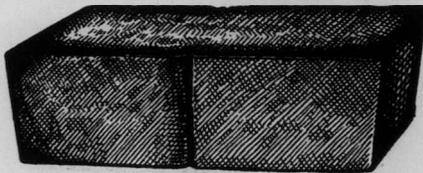
#### IMPERIAL MEASURE.

Five Gallon Tins, 1 to case	\$4 00
In 5 case lots (25 gals.) per case	3 90

## PLANTATION BRAND NEW ORLEANS MOLASSES

Put up in **2s, 3s, 6s, and 10s** at same price as you are paying for blackstrap.

## TWIN BLOCK PURE MAPLE SUGAR



See that our name and guarantee is printed on the box. None other is genuine. Sells for 10 cents each. Cost to retailer \$3.00 per case of 40 blocks.

## MAPLE CREAM HEARTS

Don't forget this delicious, fast-selling specialty. They will please your most fastidious customer. Sells for 20 cents lb.

Cost to retailer 12 cents lb., \$2.16 per pail of 18 lbs.



## BUTTER BEANS

A new line of confectionery in pails, immense seller. Sells for 20 cents lb.

Cost to retailer 12 cents lb., \$1.50 per pail of 12½ lbs.



**Freight prepaid direct to retailer in lots of 5 packages or more. No charge for pails.**

# Montreal

Order from your jobber, or send your order direct, giving us your jobber's name.

THE CANADIAN GROCER

Queen's **OLIVES** Stuffed  
Manzanilla Plain

THE DAVIDSON & HAY, LIMITED,

Wholesale Grocers, TORONTO



**DON'T  
GROPE  
AROUND  
IN THE  
DARK**

There's no necessity for it. If you are looking for a clerk, or a clerk is looking for a situation, if a traveller is open for a position on the road, if you want to offer your business for sale, or are looking for a store—put an ad. in the Condensed Advertisement Department of The Canadian Grocer

**One Cent Per Word.**

You can talk across the continent for 1 cent per word—10,000 readers will be at your disposal.

 **Money** 

CAN BE SAVED BY MEANS  
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE  
SUCH A POLICY WHILE YOU  
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the  
New Accumulation Endowment Policy  
sent on application.

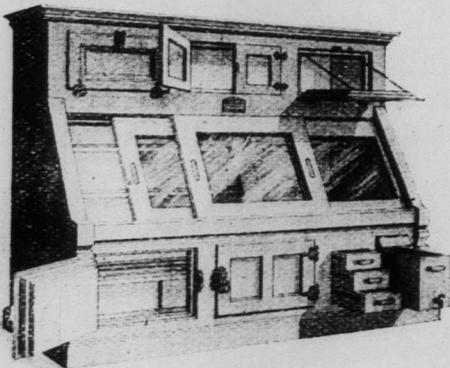
**Confederation Life  
ASSOCIATION**

W. H. BEATTY, President.

W. C. MACDONALD,  
ACTUARY.

J. K. MACDONALD,  
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.



**Have you seen the Latest in Refrigerators?**

If not, write us to-day for full particulars.

**The Aubin's Patent Refrigerator**

is used by leading Grocers in Canada.

**C. P. FABIEN**

Proprietor and  
Manufacturer.

**MONTREAL, CANADA**

Refrigerators made to order in any Size and Style.



# THE TELEPHONE

Is a companion, friend and servant combined.  
Invaluable for convenience in the household.

## LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.  
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

## British America Assurance Company

A. D. 1833

**FIRE & MARINE**

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President  
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,  
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.  
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.  
Sir Henry M. Pellatt, E. R. Wood.

**W. B. Meikle, General Manager; P. H. Sims, Secretary**

CAPITAL 1,400,000.00  
ASSETS 2,162,753.85  
LOSSES PAID SINCE ORGANIZATION, 29,833,820.96

## THE METROPOLITAN BANK

Capital Paid Up, - - \$1,000,000  
Reserve Fund, - - \$1,000,000  
Undivided Profits, - - \$ 133,133

### GENERAL BANKING BUSINESS

We  
Solicit  
Your  
Account

Drafts bought and sold.  
Letters of credit issued.  
Collections promptly attended to.

### SAVINGS DEPARTMENT

open at all branches.  
Interest allowed on all deposit  
of one dollar and upwards.

## WESTERN ASSURANCE COMPANY.

Incorporated  
1851

**FIRE  
AND  
MARINE**

HEAD OFFICE—TORONTO, ONT.

Assets over \$3,570,000  
Income for 1906, over 3,609,000

HON. GEO. A. COX, President,

W. R. BROCK, Vice President

W. B. MEIKLE, General Manager

C. C. FOSTER, Secretary

### HOTEL DIRECTORY

#### WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. McNicol, Prop.

#### WINTER RESORT

QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

### ACCOUNTANTS AND AUDITORS

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto. 465 Temple Building, Montreal.

#### TOWER HOTEL

GEORGETOWN  
DEMERARA

BRITISH GUIANA.  
This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

#### THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

## 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.

#### WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets  
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTAM.

#### DOMINION HOUSE

W. H. DURHAM, Proprietor

RENFREW, ONTARIO

The most popular Hotel in the Ottawa Valley.

### Spare Time Work for Boys

We will provide not only the work, but the capital as well, to start any bright capable boy making money after school hours and on Saturdays.

We want several new boys in your district to act for

#### OUR PUBLICATIONS.

We will send the first supply of 5 copies free, to be sold. After that a special price. The work is easy; no money required to start. Write and we will send you supply at once and full instructions.

#### VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.  
Private Board \$12 to \$14 per week.  
Open Nov. 1 Closes in May.

#### HALIFAX HOTEL

HALIFAX, N.S.

#### HOTEL IMPERIAL

Large Sample Rooms  
Steam Heated and Gas Lit

GEO. W. WEBSTER, Prop., Swift Current, Sask.

### The MacLean Pub. Company

10 Front St. E., TORONTO, ONT.

## NOTICE OF REMOVAL

William Galbraith & Son, now at No. 68 McGill Street, beg to announce their removal in a few days to No's 80 and 82 St. Peter Street, Montreal.

Our friends and patrons will always find the latch string out at this address and we hope to continue to receive a fair share of your custom, if honest values, quality of goods, and square dealing merit it.

# WM. GALBRAITH & SON,

80 and 82 ST. PETER STREET, MONTREAL

We control "Canada's Pride" canned goods for Montreal. These goods are unrivalled in the Dominion.



### Capstan Brand

PURE JAVA AND MOCHA  
GROUND

## COFFEE

Put up in ½ and 1 lb. tins, with a very attractive label, and is giving perfect satisfaction.

It is a well known fact, that our trade mark sells the goods, and is recognized by wide awake business men.

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

"The only out and out Canadian Manufacturer of Cocoanut."

Established 1894



WHITE MOSS  
COCOANUT

STANDARD  
GOODS

"Liberal Terms and Treatment."

CANADIAN COCOANUT CO., MONTREAL  
J. ALBERT McLEAN, PROP.

## REMOVAL SALE!

We will sell, to avoid moving—

Fine Selected Valencia Raisins

California Loose

" Seeded, 16 oz.

" " 12 oz.

under to-day's cash importations.

Write for our prices.

### S. J. CARTER & CO.

Wholesale Grocers and Tea Importers

New Address— 58 McGill St., MONTREAL

# TENTS

Made from the celebrated "Gourock Tent Duck" cannot be excelled.

All sizes and styles in stock. Immediate delivery.

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal

### TO MANUFACTURERS' AGENTS:

THE CANADIAN GROCER has enquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.



The Finest  
Family Polish  
on the Market.

## BLACK JACK

AT YOUR JOBBERS'



# CATSUP

The cold weather being now over, we can ship this line without danger of frost, and the season when it is most largely used is at hand. Stocks are far from plentiful, so the line will stand looking into.

We are offering in the Champion and Sweet Clover Brands, Pints and Quarts, the lowest figure consistent with high quality on the market to-day.

Our travellers have full information. If they don't call, phone us.

---

## James Turner & Co., Limited, Hamilton, Ont.

### Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

**Square your accounts**



## OLIVE OIL—THE PUREST

Cultivate your trade by stocking the best. The only castile laundry soap on the market. A distinctly Olive Oil soap.

Manufactured by

**The CANADIAN CASTILE SOAP CO., Limited**  
Berlin, Canada

THE BEST **LAUNDRY SOAP**



## Happy Thought!

To do as successful grocers are all doing—stock the purest vinegar made, the kind that brings repeat orders.

# WHITE, COTTELL'S

## PURE MALT VINEGAR

for pickling or for table.

OUR ADDRESS:

**Warner Road, S.E., LONDON, ENG.**

To do one thing well ensures SUCCESS. To sell one perfect vinegar is to win trade.

## BUSINESS CONDITIONS IN THE CANADIAN WEST

(By The Canadian Grocer's Special Correspondent.)

Winnipeg, Man., April 15, 1907.

What is the actual outlook for business in the Canadian west? Has the country suffered much as a result of the hard winter? Will the severe winter seriously affect immigration, or will it affect it at all? Collections are slow now and money seems to be unusually tight in the west. Is this condition likely to last long? These are questions in which the business men of the country are very much interested and it is important that they should be acquainted with the actual conditions. Business men want the truth about the situation, not statements colored by the buoyant optimism of the west or the rose-tinted eyeglasses of the east.

To begin with, it must be admitted by all who give the subject any consideration that there is something wrong with the present state of affairs. Money is undeniably "tight" and business is suffering as a consequence. The banks are carrying many large business concerns and they are finding it hard to get the money to supply the requirements of their customers. In the winter season when money should be plentiful it is becoming increasingly difficult to make collections.

### Railways at the Bottom of it.

The root of the trouble, as far as the west is concerned, lies with the railways. They have not kept up with the growth of the country. Their rolling stock and motive equipment are inadequate, under even the most favorable circumstances, to handle the western traffic; consequently the worst winter in twenty years put the junior road almost completely out of business and very seriously crippled the senior road. These are facts which cannot be disputed.

Even had the past winter been normal there were special reasons why the railways were up against a serious situation. In the Fall, when every available car is required to move the wheat crop, there was a sudden and unexpected call from Alberta to move live stock east. Heavy falls of rain in Alberta during the month of August were responsible for a luxuriant growth of grass and the ranch cattle were fat and in prime condition. At the same time there was a rise of about two cents per pound in the price of beef in the London and Liverpool markets. Heavy shipments resulted, and 1906 was undoubtedly the greatest cattle year the west has ever known. These cattle shipments required a great number of cars, and while the cattle shippers in Alberta were prosperous the farmers in Saskatchewan and Manitoba complained that there were insufficient cars to move their wheat. When navigation closed at Fort William it was seen that

there had been much reason in their complaints. When navigation closed, on Dec. 12th, the big terminal elevators at Fort William and Port Arthur were practically empty, and from Sept. 1st, 1906, to Dec. 12th, 1906, the number of cars shipped was 2,443 less than for the corresponding period in 1905. Practically the whole of the Saskatchewan and a good proportion of the Manitoba crop remained to be marketed. The whole of the 1906 crop will not be marketed until the 1907 crop is ready for transportation.

### Fall of the Egg Basket.

Now, it is a commonplace remark that the west has all its eggs in one basket, that everything depends upon the wheat crop. Generally speaking, this is true, and when the railways were unable to move the crop promptly it was inevitable that there should be a serious shortage of ready cash in the country. It is true that money was advanced by the banks on the security of the crops, but it must be remembered that these advances have been hindered by a world-wide money stringency, due to a great variety of causes. On the great bulk of the wheat crop yet unmarketed the banks have not advanced any cash, probably because they were unable to do so in the state of the money market this winter.

### As it Looks Now.

This, then, is the present situation. Money is undeniably "tight," and all interests are waiting impatiently for the opening of navigation. When the wheat crop commences to move the present stringency will be greatly relieved and most of the obligations of the west will undoubtedly be discharged. There is no reason for undue anxiety; in fact, the business men who are best acquainted with conditions in western Canada, and who have had the longest experience in business in the west, are the men who are most optimistic as to the immediate future. The prosperity of the country rests upon too sure and stable foundations to be disturbed seriously by the circumstances of the last six months. Western Canada is past the experimental stage. The tide of immigration is flowing in, unchecked by startling and exaggerated reports of the rigors of a severe winter, the railways are planning larger extensions this season than in any previous summer, and real estate values are steadily advancing. A little patience on the part of eastern manufacturers and wholesalers is all that is required. In a few weeks conditions will right themselves.

In one respect the severe winter, with its resulting hardship to business, has been a blessing in disguise. It has brought to the attention of the general public, of the railway officials, of the

Railway Commission, and of the Government, the fact that the equipment of the railways is quite inadequate to the needs of the country. Great efforts will now be made to remedy this state of affairs; greater efforts than would have been made had not the need been made so apparent by the events of the past few months.

### PERSONALS.

J. E. Lawrence, grocer, of Burlington, is dead.

Cooté & Kaiser, general store, Napinka, are dissolving.

J. W. Burgess, grocer, of Wallaceburg, has sold out.

J. T. Hill, grocer, of Hamilton, has sold to F. R. Martin.

W. A. W. Burnett, New York, was in Montreal this week.

T. Owens, of Owens & Sons, general store, Stonefield, is dead.

A. L. Anderson, grocer, of Toronto, has sold to W. G. Kent.

G. O. & G. E. Oakes, grocers, etc., Montreal, have registered.

Rowe & Rowe, general store, Waterville, Quebec, have dissolved.

The assets of Ennes Dixon, general store, Rimouski, have been sold.

Babcock Bros., grocers, of Oshawa, have sold to the Reliance Loan Co.

The assets of Joseph Cote, general store, Isle Verte, Quebec, have been sold.

Aurele Binette, grocer, of Montreal, has assigned to Bilodeau & Chalifoux.

A. J. Hoffman, grocer, etc., of Kenaston, has been succeeded by Beise Bros.

James Herald, grocer, of Winnipeg, has been succeeded by Roberts & Boyce.

E. H. Keith & Co., grocers, of Amherst, N.S., have assigned for the benefit of creditors.

The assets of Thomas Simard, of Lac-aux-Sables, general store, were sold on the 11th inst.

T. J. Cooke & Co., grocers' sundries, etc., Montreal, have dissolved. Thomas James Cooke registered.

Gervais and Dionne, grocers and liquor merchants, of St. John, N.B., have gone out of business.

The general stores of Assaly & Co. and of Low & Burnside, both of Iron-quois, have been burnt out.

W. P. Eby, of the Eby, Blain Co., Toronto, is in Port Arthur this week looking after the firms' spring business in the north.

F. Hartley, manager of D. Graham, Sons & Co.'s general store, Inglewood, was in Toronto this week, buying for the summer trade, and was a caller at The Grocer office.

Fred C. Grasley has joined the traveling staff of Lucas, Steele & Bristol, Hamilton. Mr. Grasley is well known in the Cobalt and Parry Sound districts, and will soon be among his old friends.

FI

This of pro and g Ontario that v Prince there same the re true c almost vegeta fro matoes and e of nev imagin be obt but su retail made to-day report and co is one grocer of the 25 cer peas, c and o tomato Nay, c cans o places they a latter c becaus price 1 The natura big " canned a cons doubt make use ea the ev A proce t come c Pure gaining ned go dition. grocers corn a have n son, b suffice can't i Seve backwa sider : that e been, s as hot and in or in and th

## FROM GROCER CORRESPONDENTS

### BELLEVILLE.

This city is situated in the midst of probably the most fertile vegetable and grain portion of the Province of Ontario, and it is an undisputed fact that within the counties of Hastings, Prince Edward and Northumberland, there are more canning factories in the same area than any similar area in all the rest of Canada. Especially is this true of Prince Edward County, noted almost as much for its fruit as its vegetables. Millions of cans are exported from this county of corn, peas, tomatoes, beans, apples and other fruit, and each year is adding to the number of new factories. Naturally one would imagine that canned vegetables would be obtainable here at a minimum price, but such is not the case. Just ask the retail grocers. Your correspondent made a canvass of the leading grocers to-day. I found that nearly all of them reported their sale of canned peas, beans and corn just as brisk as ever, but there is one drawback. A few years ago every grocer in the city would sell 4 cans of the above with a can of tomatoes for 25 cents. Now you can get a can of peas, corn and beans or two cans of one and one of another for a quarter, but tomatoes are not included in the list. Nay, nay. If a customer wants two cans of tomatoes now he pays in some places 25 cents and in a couple of stores they are sold at 10 cents each and the latter claim they are losing on them just because they have sold them at that price for some years.

The suspicion which the people were naturally bound to harbor over the big "Chicago Exposee" in regard to canned goods was felt in Belleville to a considerable extent and it was no doubt felt elsewhere. It was enough to make people who were accustomed to use canned meats a little dubious, as the evidence of fraud was so flagrant. A prominent grocer said to-day, that since the Canadian Government had become deeply concerned in enforcing the Pure Food Law the people were regaining confidence and the sale of canned goods was regaining its normal condition. And, by the way, several of the grocers say their sales of canned peas, corn and beans are going well and they have not sufficient to last out the season, but their supply of tomatoes is sufficient owing to the fact that they can't sell any at three for a quarter.

Several retail grocers are not a bit backward in registering what they consider a good sized kick. They claim that certain wholesalers are, and have been, selling direct to consumers, such as hotels, restaurants, boarding-houses and in many cases "particular friends" or in other words, private individuals, and the retailers naturally look upon

this as an injustice. This is not intended to reflect upon any Belleville wholesalers, but outside travelers have been known to do this and these firms will not benefit thereby, according to what was told no later than to-day by a prominent and wide-awake merchant, and he was not a bit backward in mentioning the names. "If some of these offending wholesalers wonder why their orders are falling off here they should know the reason," said he. "The strange part of it is that some of these firms buy from the manufacturers on the strength of being wholesalers and then sell to others who are not retailers. The manufacturers sometimes take big risks.

It is generally understood that a movement will shortly be started among the grocers for earlier closing. For some time here there has been no regular closing hour owing to the abandonment of the grocers' branch of the Retail Merchants' Association. One big store is now closing at 6.30 instead of 7 and at 10 o'clock instead of 11 on Saturday and it is expected that others will follow suit. The people are agitating for it and if the time comes when Saturday night delivery is done away with clerks, merchants and citizens will be delighted.

One thing Belleville grocers were glad to tell your correspondent was that there was no serious cutting in prices. To tell the truth the people are wise enough to appreciate that fact, as its evil effects have left an impression not soon to be forgotten.

### CHATHAM.

The Retail Merchants' Association here is energetically pushing the proposal to relieve the pressure of Saturday business by establishing a market day on Wednesday as well. The matter came up at the regular monthly meeting on the 8th, Wm. Anderson, spokesman of the committee in charge, reporting that circulars to the customers and farmers had been drafted explaining the advantages of the move. The city council have been asked to remit the fees of farmers coming to market on Wednesdays, and efforts will be made to secure special rates on railroads and in other ways to help along the project, which is one particularly of interest to local grocers. Hitherto Saturday has been a rush day, invariably necessitating the hiring of extra help; but it is hoped the new move will divert much of this business to Wednesdays.

The R.M.A. also decided to put their foot down heavily upon the concert ticket and programme advertising nuisance. In the matter of delinquent debtors, the association has already brought about good results. At Monday's meeting a number who had settled were stricken from the list.

Active interest is manifest just now in the organization of a board of trade. A public meeting to deal with the matter has been called for the 12th.

Chairman Wm. Anderson of the library board was in Toronto last week, representing that body at the meeting of the Ontario Library Association.

Wallaceburg's vote on April 8th on the proposal to fix the assessment of the Hawken Milling Co. resulted in the by-law being carried by a vote of 325 to 3.

S. H. Knight, of Moose Jaw, formerly proprietor of the general store at Northwood, is revisiting old friends in this vicinity. He looks prosperous.

Geo. A. Stacey and two sons have returned from a visit to relatives at their old home at Port Hope.

A new block is being built on Ct. Clair St., which will be occupied by Alf. De-loge's grocery and R. I. Weaver's meat market.

The Kent Canning Co. are building a considerable addition to their factory.

Harold English, of the Orchard Home Farm, Harwich, reports a fair outlook for the 1907 fruit crop. Apples, he says, will be an excellent crop this year, but pears, especially Kiefers, will be a total failure. Peaches will be a light crop. The Winter has been hard on the San Jose scale, which does not seem as active this season as in former years. The showing for smaller fruits is good.

Jos. Martin has purchased the Maple City Confectionery, on Fifth St., North Chatham, formerly owned by J. E. Burgess and D. Edwards.

### INGERSOLL.

A system of advertising that is both attractive and effective has been adopted by Beattie & Co., grocers. It consists of making extensive displays of many of the leading articles in their windows and at the front of their store and marking the price of each in bold figures on heavy white cardboard. A large display such as is referred to, with the many advertising cards, is certain to arrest the attention of the passer-by or the customer, and with the prices apparent at a glance many purchases are undoubtedly made that would not have been under ordinary circumstances, and the clerks are spared the trouble of producing this and that article and making known the price. Your correspondent was very favorably impressed with this method of advertising on passing Beattie & Co.'s store recently and in conversation with the manager, John S. Smith, he was informed that it was productive of very satisfactory results.

One great advantage of this class of advertising lies in the fact that the display may include some article to which no thought of purchasing has been given by the passer-by or the regular customer. It is brought to their notice more particularly by the advertising card and as both the article and the price appeal to the one who has paused to look at the display, a sale is quickly made. In this way the transient trade will be increased and many permanent customers won. The intention of the plan is not to emphasize "bargains," but the variety of articles that is to be found in the store and the price at which each ar-

ticle can be obtained without the usual questioning, which is distasteful to many people unless a purchase is absolutely necessary. At this season of the year, when garden products, such as cucumbers, ripe tomatoes, lettuce, etc., are just coming in, and the prices are fluctuating almost daily, a "bulletin" system, or whatever one may choose to call it, is particularly effective, and many sales are made that would not be if the customer had to walk in and enquire as to the prices.

Everyone is aware that "plain figures" go a long way nowadays in commercial circles, especially when backed up by honest goods and fair treatment. Beattie & Co. also know the value of printers' ink and through their combined systems of advertising the public is constantly kept in touch with their stock and their prices.

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Grocers everywhere are familiar with the products of the Ingersoll Packing Company and they will no doubt be interested in anything that denotes advancement on the part of this enterprising firm. Some months ago, it will be remembered, the office of the firm was almost totally destroyed by fire and they were compelled to secure new quarters at once. Last week plans and specifications were received by the company for an imposing office building, the construction of which will be commenced as quickly as possible. The site for the new building will be on the northwest corner of Wonham and Victoria Streets, in close proximity to their large factory. The building, which will be 58 x 60 ft., will be one story with basement. It will be constructed of stone and pressed brick, and according to the plans will be elaborate in every detail. The vestibule will be 26 x 16 ft. and the floor will be of tile. The main office will have a floor space of 40 x 28 ft. In addition to the main office there will be five private offices and stenographers' office. The interior will be finished in quarter-cut and red oak. The plans indicate that the building will be one of which not only the company but all citizens may feel proud.

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One disappointing condition that has existed at the local market for months is the scarcity of poultry and the attendant exorbitant prices. For years past this has been regarded as a poultry section, but for some reason that is difficult to explain the offerings at the local market have been decidedly small for a long period. The scarcity may be explained to some extent by the fact that during the autumn many buyers go through the country and buy up practically everything available for shipment to Toronto and other large centres. Not only do they offer a market for the young fowl, but the old hens are also taken. The farmers in many instances sell off everything but the young stock on which they depend for their egg production during the winter and spring and as a result they have nothing to offer in the way of dressed poultry to the people who week after week anxiously visit the market. Only a few pairs of chickens and an occasional turkey have been displayed at the market in several weeks and the price for chickens has on one or two occasions jumped to \$1.50 per pair.

The Ingersoll Board of Trade is rapidly taking rank with the most active and progressive bodies of this kind in the province. At a largely attended meeting last week the proposal to establish a Carnegie library received enthusiastic endorsement. A committee which had been making investigations submitted a report which embodied the recommendation that application through the mayor be made to Mr. Carnegie for a grant of \$10,000. After considerable discussion the report was adopted.

Another matter of much importance to shippers was brought before the Board in the form of a report from a committee which had been dealing with it since the previous meeting. The committee reported having examined a copy of the draft bill of lading submitted by the railways of the Dominion to the Railway Commission. The more important recommendations made by the committee were:

"That the owners of goods should have the privilege of arranging for storage and insurance when the company notify the owner that they have no storage accommodation.

"In handling goods to connecting lines responsibility should not cease till receipt has been obtained for delivery.

"Time should be extended one week for making claim.

"The time for making delivery should be extended 48 hours before storage charges begin.

"Shipper should be notified before railway company receives freight, providing pressure of traffic or cars are wanting for reasonable despatch, and the company should be liable, except when proper notice is given."

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The present prices of dairy cows will go a long way in explaining the high prices that are being paid for butter. Last week H. McDermott held an auction sale at which twenty-five dairy cows were sold, the average price being \$54.45. The first pair of cows sold for \$80 each.

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H. B. Smith of the Ontario Department of Agriculture, who has been touring Western Ontario, was in the vicinity of Ingersoll last week. Asked as to how the potato crop would result this year, Mr. Smith said there would be an immense waste through rot and another affection called the "scab." Mr. Smith added, "Of course Oxford is a more loamy county, but what potatoes there are, are similarly affected." Mr. Smith strongly advised the planting of some of the newer varieties of potatoes in order to overcome the present difficulty.

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Reeve M. T. Buchanan has given notice to the council that it is his intention to introduce a by-law regulating the distribution of bread, a matter in which all grocers should be vitally interested and they should use their influence to the fullest extent to have their bread supply delivered to them in the best sanitary condition possible. Mr. Buchanan is strongly of the opinion that the bread is not being delivered in a manner that is conducive to good health, and his proposed "legislation" is awaited with a great deal of interest.

Grocers, as well as housewives, know full well the necessity of house-cleaning. The bright days of early spring reveal patches of dust on the topmost shelves which are anything but pleasing to the eye; in the store-room are piles of boxes and a miscellaneous collection that should be removed, while here and there, throughout the store, attention is necessary before everything is spick and span for the summer season. In these days when the human family is beset with microbes and germs on all sides, grocers know that the neat, tidy appearance of their store counts for a great deal. If the store is inviting and the articles properly displayed there is every probability of the volume of business increasing, for the meaning of the familiar words, "cleanliness is next to Godliness," were never so fully understood as at the present time.

The house-cleaning season has opened with local merchants, who are now losing no time to put their stores in bright and attractive condition for the summer season. Stocks are being rearranged, paint and paper freely used, and everywhere throughout their stores there are indications that stamp them as being strictly up-to-date in sanitary methods. For a town of its size, Ingersoll has every reason to feel proud of its grocery stores.

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To those who have listened to the interesting tales of grandfathers and grandmothers of the sugar-making days when the sap kettle was kept boiling day in and day out, there is, indeed, room for sad reflection on the scarcity of maple syrup now-a-days. In this section of Ontario the maple timber is rapidly disappearing, and instead of the thousands of trees which annually yielded up their supply of sap some 50 years ago only hundreds are now being tapped. The high prices for wood during recent years, and the desire to cultivate as much land as possible, led the farmers to reduce their "sugar bushes" to but a shadow of what they once were, and those who look forward to the maple syrup season know only too well what the result has been. Very little syrup is now made for the market by those who are fortunate in possessing the sugar bush. Not one-half the quantity of syrup offered in other years has been brought to Ingersoll this season. The supply has been so small that grocers will have to depend almost entirely upon the output of the lower provinces for what they require. All dealers are making the same complaint, that it is almost impossible to secure home-made maple syrup in large quantities. The unusual shortage this season is partially explained by the unfavorable weather conditions, but at the rate the bushes are being depleted of maple timber the situation is not likely to be improved in years to come. For some time past the local grocers have been buying rather large quanti-

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ties of maple syrup from eastern manufacturers, and the indications are that the bulk of their supply this season will come from that source.

**KINGSTON.**

Kingston merchants are looking for increased trade now navigation is opened up and sails are being hoisted. The Str. Aletha made her first trip, calling at the different wharves on the islands and loading up with fresh eggs, butter, maple syrup, etc. News from the Brockville district notes the fact that the flow of sap this spring is exceedingly large and farmers need not buy so much Redpath, Woodside, or St. Lawrence and fool the innocent city folk. Maple syrup costs from 75c. to \$1 a gal. and retails at 25c. and 30c. a quart. A lot is being shipped to the west, where all good things go, especially clerks.

A good, all round clerk is hard to get. No class of men are criticized more.

Jim, the grocer, to the knight of the grip:

"Do you know where I can get a good clerk?"

"Well, let me see. Yes, Jim B— is O.K., but he drinks. Bert R— is good but he don't get around to open up till 8, losing a lot of 7 o'clock trade. Arthur K— is a good window and store trimmer, but he is a poor salesman. He will sell to-day's goods and leave last month's on the shelf."

In a nutshell, a good clerk should be a live man; one who thinks, thinks, thinks, and studies goods and customers. He requires to be shrewd and have good manners; be reserved and not too familiar. Goods well displayed are half sold, but don't put goods in the window that are injured by light and sunshine, such as biscuits, cereals, etc. When you open a new box of goods, bring the old ones to the front, for stale goods are a great injury to the manufacturer's reputation. Don't get careless, if you do your trade will leave you.

The Peterborough grocers, I see by last week's issue, are suffering from cuts by the butchers and are anxious to find a remedy to meet them. It is a mean practice of the butchers and will surely fall back on them. They should keep to their own commodity. In Kingston we have a branch of the Wm. Davies Co. of Toronto. They sell tea, sugar, butter and eggs, etc., and sometimes put dodgers in the local papers offering corn 1 for 25c., etc. etc. This makes grocers handle meat and cut the price, and so trade is crippled and all suffer except the consumer.

Too bad, too bad. Organization is the remedy, not retaliation.

Travelers who cater to hotels and boarding houses and small concerns are getting the cold shoulder from legitimate retailers here and should get the same medicine all over Canada. Retailers should appreciate houses who do not sell to the riff raff trade and should hold their orders for them.

John F. Baker, traveler for Geo. Robertson & Son, is not feeling as well as his host of friends would like. There is not in all the traveling fraternity a man with more philanthropy to the square inch than John. To know him is to love him. He is straight in all his dealings and that is the kind of man the world is in need of. His many friends hope he will gain in weight and strength

and regain his good looks, for he certainly resembles royalty when he is himself.

Sugar is advancing. Where will it go? If we only knew, we would soon be independent.

The usual quorum of grocers had their weekly talk on the market square and Jim used strong language. He said the grocery trade was getting on a low level when grocers jump on their delivery wagons and run after orders, getting down on their knees and pleading for trade. It reminded him of the spring organ grinder and the monkey on the string. Jim said he liked the people to come to his store and see what they were getting. Running after trade encourages credit and takes away independence from the dealer.

Mr. Cockburn, of Comfort Soap fame, paid his usual visit to our city and we were glad to see him. We like his soap. He is all right. He was a useful and prominent figure at our grocers' picnic and his genial manner in conducting the Comfort Soap race made friends for him among the gentle sort who took part in the race. Forty ladies started in that famous race. It was a picture not to be forgotten and when they finished the race they fell exhausted in the arms of the good-natured grocers who awaited their arrival. Some were longer recovering consciousness than others, but they all came to, and marched off with their aprons full of Comfort Soap, besides some getting gold, silver, and gunmetal watches.

**LONDON.**

Price-cutting was the chief matter discussed at the annual meeting of the Retail Grocers' Association last week, the question being threshed out in all its bearings. The net result was the appointment of a committee to interview offenders with the view of turning them from their evil ways, the committee to report at next meeting. In the meantime the committee found that with one or two exceptions, all are willing to turn over a new leaf. The cutting, as a rule, is confined to canned goods and sugar, which latter, many dealers feel in view of the recent advance in wholesale price and the prospect of the commodity going still higher, should be increased rather than reduced in price by retailers.

The meeting of the association was largely attended and exceedingly harmonious. Not a little discussion occurred on the question of continuing the Wednesday half-holiday during the coming Summer and on a vote being taken it was resolved to observe the half-holiday during June, July and August. A committee was appointed to wait on the city council and endeavor to have the peanut and push-cart men prevented from selling goods on the streets during the coming Summer. The grocers claim they have suffered greatly from the opposition created by these curbstone merchants last Summer, and they feel something should be done to put a stop to it. The meeting considered the telephone question at some length, the final decision being that the association had done all in its power to impress upon the city council that the rates at present charged by the Bell Company are too

high and that it is opposed to that company being given a new franchise unless rates are lowered. The secretary was instructed to get after those grocers who have not yet secured membership in the association, and endeavor to induce them to join. The election of officers resulted: President, Harry Rana-han; first vice-president, Thomas Shaw; second vice-president, W. T. Mullins; secretary, C. Hayes; treasurer, Ed. Ryan; executive committee, J. Haskett, R. A. Ross, C. H. Lee, Thomas McCormick, G. Drake and W. E. Vandever.

A deputation of city bakers waited on the license committee of the city council at its last meeting and urged that no action be taken on the request that a by-law be passed making two and four-pound loaves the standard of all bread coming from bakeries. The deputation contended that ingredients were costing much more to-day than ever before and it would be simply impossible to sell a two-pound loaf for five cents. One of the aldermen maintained that bread should be sold by the pound, as in Europe, and that with the cost of wheat the price would fluctuate. The upshot was, that the committee decided to allow things to remain as they are. Curiously enough, the next morning the first raid in two or three years was made on bakers' wagons and about fifty loaves in all were seized for the benefit of local charities because they did not bear the prescribed label. When weighed many of the loaves fell short of the necessary one and a half pounds.

Fruit-growers hereabouts are likely to suffer heavily as a result of recent frosts. The premature warm weather of the latter part of March caused the canes on many bushes to send forth their tender buds, and when the frost came raspberry bushes were almost totally put out of business for this year. Thimbleberries, although suffering heavily, are injured to a much less extent. It has not yet been learned that any of the larger fruits have been seriously injured.

**MONTREAL.**

Since the maple goods season has come on grocers in different parts of the city have been giving considerable attention to maple syrup and maple sugar. Window displays are seen in all sections, some very attractive windows being noticeable on St. Catherine street. A. Dionne & Co. gave one entire window to maple sugar during the week.

Burglars spent an enjoyable evening in St. Catherine street retail stores recently. The gentlemen of the night commenced operations at Winch's meat market, smashing the plate glass door and stealing the few coppers which happened to be in the till, as well as several hams and sides of bacon. From Winch's the operators walked to the English Provision Company's store, a little further west. Here they gained entrance in the same manner and secured a couple of dollars in coppers and smashed the cash register. They helped themselves to pickles, selecting several

lines of the real article. Their final call was made upon J. G. Cote, 887 St. Catherine street west. Here they rested after their labors, spreading out a royal feast of liquors, bread, biscuits, cooked meats and other delicacies. Cigars were smoked and then the burglars departed for their honest beds. The police were kind enough to lend their absence during the evening's entertainment, which favor was justly appreciated by the men of the mask—but not by the grocers.

Bodes Gum Company, capitalized at \$20,000, has been incorporated, the following being the incorporators: H. W. Prendergast, L. Gosselin, F. W. Hibbard, H. G. Temple, J. W. Withell.

W. S. Silcock has been appointed sales agent for Montreal for the Hovey Bros. Packing Co., Sherbrooke, Que.

**PETERBOROUGH.**

The Retail Merchants' Association met in the Y.M.C.A. parlors last Thursday night for the purpose of discussing a couple of by-laws recently passed by the city council. There was a large number of merchants, including several grocers, present, and a keen interest in the discussion was displayed.

The sign by-law, passed some time ago, was the first to come up. This by-law prohibits any sign overhanging the street whatever, except illuminated signs. The owners of these are compelled to take out a license, which costs \$2 per year. The sign is erected and examined under the supervision of the city engineer. The merchants were unanimous in condemning this act of the council as unfair, unreasonable and uncalled for.

One of the grocers present pointed out that nearly all the illuminated signs used in the city were in front of hotels, cigar stores, pool rooms and other such places, and he thought it was high time for the retail merchants to call a halt. He, for one, did not propose to be legislated against for the benefit of a few other business places.

The box by-law met a similar fate. This act prevents the merchants receiving any goods through the front door of their store after twelve o'clock on all days except Saturday, and on Saturday no goods at all can be taken in. In many cases the stores have no back entrance, and in others the back door is very hard to reach, especially in winter. The result is that the merchants are very often put to great inconvenience.

In the opinion of many, the present state of affairs will add greatly to the interest taken in organization. If the merchants stood together no such by-law could be passed. The opposition would be so strong that the aldermen and mayor would think a long time before acting.

A committee of about twelve merchants was appointed, and they waited on the city council at a meeting on Monday night. They presented their views to the council and the box by-

law will be amended according to their request. But the sign by-law stands. That means that every sign in the city not illuminated, and which projects from the building, must come down. This will affect about 200 or 250 stores, offices and other places of business. The retail merchants put up a strong fight in both cases, and would have had the sign by-law repealed had it not been for the fact that it was passed about 25 years ago, but had not been enforced until this year.

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A couple of the members of the Retail Merchants' Association have hit upon the idea of holding a retail merchants' banquet in the near future. The scheme is to get a large majority of the merchants together and then have one or two outside speakers present to give a talk on organization and some of the leading topics of interest to the trade generally. So far, the suggestion has met with favor wherever mentioned, and if those at the head of it proceed with their scheme it will undoubtedly prove a big success.

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The annual meeting of the board of trade was held last week, when Dr. M. A. Morrison was elected president to succeed D. Hughes-Charles, who had acted in that capacity for four years. There was a large attendance and considerable interest was displayed. The board is in a good condition, and it is fully expected that it will prosper greatly during the next year. The officers elected were as follows:

President, Dr. M. A. Morrison; vice-president, Geo. A. Gillespie; treasurer, W. H. Bradburn, secretary; T. Quartermaine. A nominating committee was appointed to select members for the council to represent the different lines of trade.

The new vice-president, Geo. A. Gillespie, is a young man, and a better man for the position could not be found. He is a member of the grocery firm of White & Gillespie, and is a very large cheese buyer. He represents the Eastern Ontario Dairymen's Association on the committee which is arranging for the big dairymen's exhibition, and he is one of the most active and progressive men in the city. He is known and is very popular in the city and through the whole district, and he will be of great value to the board of trade.

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Harry Bradshaw, who has become well known to the Peterborough public through his connection with G. A. Oke, fruit and fish merchant, has purchased the grocery business of A. M. Harmar, and took possession on Monday. The stand is a good one, being located in a thickly-populated part of the city. Mr. Bradshaw will carry a full stock of fruits and vegetables as well as groceries, and there is no reason why he should not be very successful.

W. H. Wrighton, who has conducted a grocery business on Peterborough's main thoroughfare for over fifty years, has decided to retire from active life in July. He is now offering his business for sale.

Last month Mr. Wrighton celebrated his golden jubilee in business life, and he holds the unique record of being in one line longer than any other man in the city.

He first embarked in the grocery trade in March, 1857, in the old American Hotel block, which stood at the corner of Brock and George streets in those days.

About thirty years ago Mr. Wrighton removed to his present stand. He is now in his 75th year, and feels that he has earned a well-deserved rest. Mr. Wrighton has for many years bought and sold furs, and has been a prominent figure on the Peterborough Cheese Board. He bought for Ayer & Co., of Montreal, and other firms, retiring a few years ago. His premises, which belong to Mrs. Edgecumbe Pearse, of Rubidge street, will, after he vacates them in July next, be leased by a new tenant. The store front will also be improved.

Mr. Wrighton can recall with interest many incidents of business life in the early history of Peterborough, and there are none who are in the same business to-day as they were when he first started out in 1857.

Mr. Wrighton's many friends trust that he may have a quiet sunset to his active busy life, and that he may live many years to enjoy a well-earned rest.

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The demand for canned goods this year is very good. All the merchants report quite as large, and some report a little larger, sales than usual. The price, of course, has a good deal to do with this. When the cost to the retailer was raised it was not increased in proportion to the consumer. Corn, peas, beans and pumpkins sell at 10c. and three for 25c., there being two grades. Tomatoes sell at 10c. and 12½c. The merchants, therefore, are not making a fortune out of it, as they are paying \$1.17 per dozen. On the whole, the consumption of canned goods in the city is much larger than in previous years owing to the substantial gain in population. But had the price not been kept down the demand would certainly have fallen off. As it is, a few merchants put the price up to 12½ cents on the corn, tomatoes and peas, and their trade in these lines decreased.

**ST. CATHARINES.**

The enterprising firm of McLaren & Co., operating the most extensive departmental store in the Niagara district, have let the contract to paint and otherwise improve the interior of their extensive establishment on St. Paul and Ontario streets.

The nursery firms of A. G. Hull & Son and Reid & Bunting have gangs of men employed arranging and preparing

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## THE CANADIAN GROCER

for spring shipments of fruit and ornamental trees and small fruits and ornamentals.

Owing to the cold weather that prevailed during all of last week, when ice was formed, great fears were entertained that the buds of fruit trees would be injured, but upon investigation it is found that the buds have not advanced far enough to receive injury.

The International Hotel, owned and managed by William Gordis, has been receiving a coat of paint in the interior, and other improvements have been made to this popular hostelry.

Michael Hannon, formerly of Thorold, has purchased the New American Hotel on James street from Delos Spence and will take possession at the beginning of the fiscal license year. The price paid is said to be \$8,000. Slough & Bush, the present tenants, have brought the hotel into prominence as a home for travelers, and having spacious grounds it is the favorite stopping place for farmers to locate their horses and conveyances.

Stewart Nelson, for some years past an efficient employe in the wholesale liquor store of Dennis C. McGuire, in this city, has purchased the Union Hotel and business of Mrs. Willis at Merriton. Mr. Nelson is well and favorably known in this section of the country.

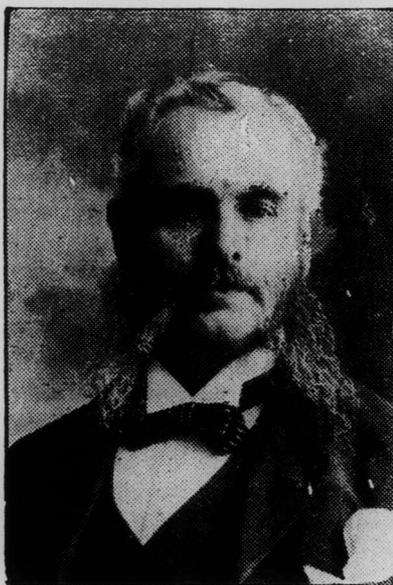
Late inspections of the peach trees in and near St. Catharines show that the fruit buds are mostly killed. Though frosts were not so severe as in some other winters, the trees had become weakened by the San Jose scale and did not have the strength to ward off destruction by the cold weather.

Speaking of dressing store windows, there is scarcely any city where this art is carried out to the same extent as in St. Catharines. The merchants take pride in making a good display in their shop windows, and a number of firms employ experts to carry out the designs. There are not many dry goods establishments but they all carry extensive stocks, and two of them, the McLaren Company, and the J. D. Tait Company, each have buyers who visit the European and best American markets twice a year to make their selections. The grocers are not behind the dry goods merchants to see that a showy window display attracts customers. Even those which are small concerns vie with their bigger neighbor to make a good display of the goods they carry. A few of the grocers deal in early American vegetables, etc., from the south, and they let the people know of their arrival by a display and advertisements in the local newspapers. The principal retail grocers are Joseph Voisard, M. McGuire & Company, Garner Brothers, A. Welch & Son, J. Festing, Frank Wilson, E. Gander, D. Weir, Bradley & Son, J. T. Timmons, Sherwood & Son, James Lee, Charles M. Gibson, alderman; D. L. Cruikshank, R. Watson, Becker & Co., John Beal, J. and G. McLean, A. Foster & Co., M. Kane, M. Sennett, M. Tinlin, M. Cameron, in addition to a large number of smaller concerns. As there are two enterprising wholesale firms of grocers, W. H. Merriman and Ross, Parnell & Atkinson, who have travelers who call on

the retail trade frequently to secure orders, and as the telephone is extensively used here, the depleted stock can be readily replenished.

There is a good field for a grocers' union, as there are so many persons in the trade. There was a healthy Retail Grocers' Association at one time, but disaffection crept in; they did not have sufficient confidence with each other; some broke the rules and cut prices and the association soon ceased to exist and now each one arranges his methods as best suits himself.

There is a Retail Merchants' Association still in existence, but the members meet only about once in the year, and that is mainly to look after the municipal assessment rolls. All persons engaged in the retail trade, who are governed by rules and regulations laid down by the provincial association, are eligible for membership. The president of the local association is Mr. James N. Walker, druggist and ex-alderman; the secretary being Mr. George Bradley, grocer. There is a wide field of usefulness for an association of this nature if it be properly managed, as there is such a rich agricultural and fruit-raising territory around this city.



**E. K. BARNSDALE, STRATFORD**  
President Retail Merchants' Association who is  
Retiring from active Management of  
his Business.

### STRATFORD.

Stratford's live Retail Merchants' Association will meet again this week and many important questions will come up for consideration, including the auto-delivery system, early closing by-law, etc. The association is doing splendid work in this city. E. K. Barnsdale, the president, is a live business man. He has built up a large grocery business which is known as the "Hub." The firm does a very extensive trade in all lines of groceries. Mr. Barnsdale is an ex-alderman of the city. C. N. Greenwood, the vice-president of the association, is a member of the undertaking firm of Greenwood & Vivian. The secretary, E. A. Rea, conducts a good drug store in the city, and the treasurer, R. S. Jones,

is a progressive groceryman. It will be seen that the association is representative of the different lines of business.

The Retail Merchants' Association has its different sections. The officers in the grocery section are: R. S. Jones, president, and E. O'Flaherty, secretary.

The association has a splendid collecting department and the secretary of this department, J.S. Smith, is doing excellent work gathering in old accounts. A black list of all "bad pays" is kept by the retailers and is carefully looked after. It is proving a splendid help to the members.

Messrs. McCully & Hough recently purchased the grocery business of Ald. C. McIlhargy.

The week-end market was a large one, but prices did not differ from those of the week before, except eggs. This product was very plentiful and sold at 15c., 16c. and 17c. per dozen. This low price is the same as that asked by the grocers. Maple syrup is plentiful on the market.

A change is taking place in the management of one of the leading retail establishments of the city, the Barnsdale Trading Co. E. K. Barnsdale retires from active management of the company and the store will henceforth be under the management of H. C. Wilson and B. Williamson, two young men who have been in the employ of the company for years. Mr. Barnsdale will retain the presidency of the company and the position of foreign buyer and adviser. A. C. Barnsdale will be secretary-treasurer and the business will be continued on the same basis. This change will relieve E. K. Barnsdale, who is now overtaxed with the detail of management, and he will have more time to devote to other outside interests that have been a great financial benefit to the company.

Mr. Barnsdale, who is a live grocery man and president of the Retail Merchants' Association, has been in business in this city for 35 years. During that period he has never had to resort to the division court for collecting any of his accounts. Mr. Barnsdale always felt that every customer that traded with him was honest, and he endeavored to run his business on honest principles, always being sincere in saying "Yes" or "No" on all business transactions.

At the regular meeting of the Trades and Labor Council, held Friday evening, the members decided to urge upon all merchants the necessity of using the union label.

### TORONTO.

S. J. Clark, who has been in charge of the fruit and vegetable business of Swan Bros., and connected with that firm for over a dozen years, has had to quit work altogether on account of his health. He had a bad attack of pneumonia two years ago and did not take sufficient care of himself in the convalescent stage, with the result that he is now trying the open-air cure on his ten or fifteen acre farm to the north-

east of the city. Mr. Clark has the largest, and probably the finest, kennel of cocker spaniels in America, and carried off most of the prizes awarded for this breed at the last New York dog show. Some time ago he bought up George Gooderham's kennels, and will devote most of his time to the development and improvement of the breed. We are far from being blind to the possibilities afforded the budding humorist in the last statement, but we prefer the higher credit for having omitted to remark that Mr. Clark is indeed "going to the dogs!"

In extinguishing a small fire which started in one of the rooms of the second storey, R. E. Stroud, who has a corner grocery on Yonge street, had his stock slightly damaged by water.

VICTORIA, B.C.

Business in all lines is very brisk this season; all merchants report sales very heavy and feel decidedly optimistic about the future of Victoria.

Real estate offices have sprung up like mushrooms during the last few months; business in that line being very active. Some large turn-overs have been reported. This activity is due to numerous strangers thronging in here, and seeking homes in this delightful climate. They are a splendid class of people and a decided acquisition to the community. The bringing of these people here must be attributed almost entirely to the efforts of the Victoria Tourist Association, which is a splendid organization and has done much for the city, and all Victoria merchants readily acknowledge that the gradual increase in business is due to the steady influx of people into the city and surrounding districts.

In connection with the "Tourist Association," there is a free exhibition room, which is used exclusively for the display of goods manufactured in Victoria. This is a large hall, well lighted, and spaces are rented to local dealers and manufacturers, who make very attractive displays of their productions, and the public are very cordially invited to inspect the same.

The Government is taking vigorous methods to clear the country of fruit pests. Inspectors are traveling the country and compelling the owners of fruit trees to either spray them or cut them down, thus doing away with a lot of old and useless trees and orchards that are veritable breeding places for fruit pests.

This action has added another article for the grocer to handle, which is a mixture for killing fruit pests and is known as "tree spray." It is put on the market in a concentrated form, in quart, half-gallon and one-gallon tins, which retail for 35c., 50c. and \$1 respectively. Grocers find a ready sale for this article, as most people find it very convenient in this form. The "spray" is

manufactured in Victoria by the British Columbia Soap Works.

"Have you any Seville oranges?" is a question which all Victoria grocers have been asked many times of late, and the answer is invariably "No, am very sorry, but we cannot procure them." This has been the state of affairs for many years here, and undoubtedly all Victoria grocers would be greatly interested if any one could show them how they could procure these famous marmalade oranges, at a reasonable price. Would it not be to the interest of some of the eastern merchants to look into this matter?

A petition has been circulated among the grocers of the city asking for a half-holiday every Wednesday during the summer months. The petition met with very little opposition, and it is thought that the holiday will come in vogue a little later on. The system was introduced last summer, and the holiday was immensely enjoyed by both employee and employer.

Australian butter has been selling very readily at 31c. a pound, but the supply is almost exhausted and the price has advanced to 34c. wholesale.

Local creamery is still holding at 35c. for one pound bricks.

Fresh eggs have advanced to 30c. per dozen retail, but now that Easter is over a decline is looked for. Vancouver readily takes any surplus and this demand keeps the market steady. This also applies to hot house lettuce, cucumbers and rhubarb.

Oranges have advanced in price and are very scarce, particularly small sizes. The wash-outs in California are the main cause of the shortage. The present prices are: Navels, \$3.50 to \$4

per box; seedlings, \$3 to \$3.75 per box.

A plentiful supply of coal oil is on hand once more. This is a great relief to everyone, after a shortage which lasted over three weeks.

WRAPPING ORANGES BY MACHINE

The latest automatic device to do away with hand labor is a machine which wraps oranges. According to reports, the tissue paper runs off a roll as big as a barrel, is cut, printed, graded, held to receive the orange which drops into it and finally twisted up and laid in the box for shipment. But California interests don't find that the machine has an automobile attachment which will bring the oranges to the market when the railroads fail to furnish cars.

TECHNICAL EDUCATION.

A fully-stocked shop of the value of \$2,500 is the prize that is being offered grocers' clerks in connection with the technical education scheme promoted by the National Association of Grocers' Assistants, in Great Britain, who are urging the various educational authorities throughout England to arrange special courses of instruction for those employed in the grocery and provision trades. During the Winter these classes will be held at different centres. An examination of the students at the various classes is being arranged to be held in London early in 1908, when a first prize of \$2,500 will be awarded to the assistant who displays the most expert knowledge of his trade. The winner may choose his shop in any locality, and will be given six months to decide where he will start in business.

McEwan Bros., Goderich, came near having a fire last week. There was a blaze in the chimney which brought out the fire brigade and collected a crowd, but no damage was done.

BOOST THE RETAILERS' CONVENTION

To the Editor of The Canadian Grocer.

In your issue of April 5th you have an editorial on "Organization," and state that your advocacy of a national association is not a passing fancy, and that you intend to keep at it till something is done.

As a grocer interested in the welfare of the grocery trade, may I ask what is it you are striving for in the way of organization that is not fully met in the Retail Merchants' Association? Why be like Don Quixote, tilting at windmills, when you might be doing splendid service in backing up and supporting an organization that from the record of good work accomplished in the interests of all retailers should deserve the hearty support of every trade paper, and which needs the helping hand of such an influential journal as The Canadian Grocer? Your quotations from

the pen of John G. Green, secretary of the National Association of Retail Grocers of the U. S., confirms and proves the absolute necessity for the co-operation of all retail interests, in order to accomplish the best results, and in what better way can this be brought about than by an organization combining all classes of retailers united under one common banner?

The annual meeting of the Ontario Provincial Board of the Retail Merchants' Association is to be held in the City of Hamilton on July 3rd and 4th, and in connection therewith there will be a meeting of the Grocers' Provincial Committee to discuss matters directly affecting the grocery trade. Why not use this opportunity? Arouse the interests of the grocers and have them there in large numbers.

F. C. HIGGINS.  
Toronto, April 8th, 1907.

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# THE CANADIAN GROCER

Established . . . . . 1886

The  
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Limited.

**JOHN BAYNE MACLEAN** - - - *President*

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**ORGANIZATION.**

F. C. Higgins, whose letter appears on page 32, urging that the retail grocery trade accept the grocers' section of the Retail Merchants' Association as their organization, is a leading spirit in the Retail Merchants' Association, and a very active and progressive merchant, conducting one of the best grocery stores in Toronto. We are very pleased to have his letter and publish it, but it does not convince us that the grocers should not have an independent, self-contained organization of their own.

If the principal objects of grocery organization were the principal objects of the Retail Merchants' Association; if the problems of the foodstuff trade were the problems of all retailers; then there could be no question but that Mr. Higgins is right. Is he? In the conduct of their business do the same difficulties and problems confront grocer, hardwareman, drygoodsman, druggist, jeweler, bookseller, house furnisher and merchant tailor? Are the results to be attained by the organization the same for all of these branches of retailing? Mr. Higgins will say: "No, we quite agree that they are not, and we have

our various trade sections, each dealing with its own affairs."

Now, let us ask, which is the more important, the Retail Merchants' Association or the grocery section of that organization? If the horse is to be before the cart, the association must take precedence of a section, and naturally its work and objects bulk larger than those of the subsidiary organization. This is where we have to disagree. The Retail Merchants' Association is concerned largely with legislation and the collection and prevention of bad debts. These are important matters, but, in our opinion, they are small compared with the issues that would confront a strong national retail grocers' association. Probably the question of pure foods, in which the grocers of the United States have taken so active a part, would come first. Then there is the betterment to be wrought by organization over the whole ground of food stuff retailing.

For the grocer, the grocer's organization is more important than the organization of all retailers. The trade cannot be roused to take the interest in a branch association it would in an association of its own.

Mr. Higgins quotes Secretary Green, of the National Association of Retail Grocers of the United States, who has given years to building up a strong retail grocers' organization, and then says: "Let us co-operate with all retail organizations to secure legislation common to all."

**PRINCE EDWARD ISLAND RIGHT.**

In the eyes of the Province of Prince Edward Island, this Dominion is dishonored. That province came into the confederation on the understanding that uninterrupted means of communication be established between it and the mainland. This has not been done. For weeks almost every year the island is isolated and its trade suffers severely, to say nothing of the general inconvenience. The province is more than justified in its present agitation for a tunnel, and the Government at Ottawa should go into the matter seriously and either demonstrate that the undertaking is unfeasible or unjustifiable, or go on with it.

If the island were a stronger voting power at Ottawa its indignation would probably cut more ice, and at this distance it looks to us as if the Garden of the Gulf should throw its influence in

favor of a union of the three Maritime Provinces to create thereby a province as influential as any in the confederation.

**BUNCO AGENT.**

Success has its annoyances no less aggravating than failure. This has been brought home to us by an individual passing under the name of Raymond—but a thief by any other name might cheat as well. He has been dodging about Ontario for some time past, taking subscriptions for The Canadian Grocer and diverting the entire proceeds to his personal profit. It's easy enough to ask "Why don't you catch him?" but he has the habit of turning up in most unexpected places like a flea and hopping off again before we can get the heavy hand of the law upon him. Besides being a thief he's a mean thief. He may need the money and that might be offered as an excuse for collecting it, but what rhyme or reason is there in collecting half-tone engravings of a man's place of business, ostensibly for a "write-up," in The Grocer, only to chuck them into the first vacant lot he came to? Look out for him, and should he happen along give him reason to think the way of retribution is both hard and leathery.

**TRAFFIC TROUBLES.**

What the freight congestion is costing Canada no one can estimate. If it does not check the present industrial development and commercial prosperity we may be thankful. The west, from the nature of things, is worst off, but trade in the east is hampered in a way that is very harmful to business. A Toronto wholesale grocery house shipped a car of goods to Blind River, on the north shore of the Georgian Bay and it was twenty-four days on the way. Three days would have been a long time. Another house shipped a car to Calgary on Jan. 5, and it arrived on April 6. A Montreal firm shipped a car of sugar to Oshawa on March 25. It did not arrive and tracers were sent out. It was reported to have reached Belleville on March 28. Then four different conductors reported the car empty. The sugar was found in another car in Midland and it finally reached Oshawa this week. For a week prior to Wednesday the Grand Trunk has been refusing cars altogether and the C.P.R. has been furnishing only a quarter of requirements. Freight offering is increasing instead of diminishing and when the railways will catch up it is hard to imagine. The opening of lake navigation will relieve the traffic between east and west. The situation is such that the Government should be taking a much more active part in solving the problem and in preventing the recurrence of the difficulty.



CANNED GOODS

MONTREAL—Jobbers report a very good demand for various lines of canned goods. A great many grocers are awaiting the opening of navigation before replenishing their stocks for the spring trade.

TORONTO—This time last year there was a good deal of speculative buying of tomatoes. Some of the goods bought then are going over retail counters today. Jobbers are practically unanimous in replying that sales for consumption are quite equal to last year. Some say the demand from the north is greater. The Canadian canners express the view that there will be a scarcity of tomatoes by August, and they have offered to take back the stock at the price they got for it last year. The bulk of the jobbing trade are not, however, very bullish in regard to tomatoes. Peas are said to be none too plentiful, and beans are in a very strong position. Corn is plentiful. Many fruits are already quite cleaned up and all lines are strongly held.

- Group No. 1 comprises—  
 "Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.
- Group No. 2 comprises—  
 "Lynnvalley," "Maple Leaf," "Kent," "Lion," "Thistle," and "Grand River" brands.
- Group No. 3 comprises—  
 "Hobe," "Jubilee," "White Rose," and "Deer" brands.

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3's	1 07	1 05	
" preserved, 3's	1 33	1 30	
" standard gal.	2 93	2 90	
Blueberries—			
2's, standard	0 95	0 92	
2's, preserved	1 45	1 42	
Gals., standard		4 65	
Cherries—			
2's, red, pitted	2 27	2 25	
2's, " not pitted	1 77	1 75	
Gals., red pitted		8 90	
" not pitted		7 40	
2's, black, pitted	2 27	2 25	
2's, " not pitted	1 77	1 75	
2's, white, pitted	2 42	2 40	
2's, " not pitted	1 92	1 90	
Currants—			
2's, red, H.S.	1 82	1 80	
Gals., red solid pack		7 40	
Gals., red, standard		5 15	
2's preserved	2 02	2 01	
2's, black, H.S.	1 94	1 91	
2's, preserved	2 15	2 12	
Gals., black, standard		6 6	
Gals. " solid pack		8 15	
Gooseberries—			
2's, H.S.	2 17	2 15	
2's, preserved	2 40	2 37	
Gals., standard		6 50	
Gals. solid pack		8 50	
Lawsonberries—			
2's, H.S.	1 80	1 77	
2's, preserved	1 97	1 95	
Gals., standard		5 50	
Peaches—			
1 1/2's, yellow (flat)	1 72	1 70	
2's, yellow	1 92	1 90	
2 1/2's, yellow	2 65	2 62	
3's, yellow	2 90	2 87	
3's, yellow (whole)	2 42	2 40	
2's, white	1 77	1 75	
2 1/2's, white	2 55	2 52	
3's, white	2 75	2 72	
3's, pie	1 32	1 31	
Gal., pie, peeled	4 67	4 65	
Gal., pie, not peeled	3 72	3 70	
Pears—			
2's, Flemish Beauty	1 67	1 65	
2 1/2's, Flemish Beauty	2 02	2 00	
3's, Flemish Beauty	2 17	2 15	
2's, Bartlett	1 82	1 80	
2 1/2's, Bartlett	2 22	2 21	
3's, Bartlett	2 37	2 35	
3's, pie, not peeled	1 32	1 31	
Gal., pie, peeled	4 12	4 10	
Gal., pie, not peeled	3 43	3 40	
Pineapple—			
2's sliced	2 09	2 00	
2's grated	2 12	2 10	
2 1/2's whole	2 92	2 80	
Florida 2's sliced or grated		2 60	
Singapore 1 1/2's, sliced		1 50	
" 2 1/2's, whole		2 30	
Plums, Damson—			
2's, light syrup	1 20	1 17	
3's, light syrup	1 72	1 70	
2's, heavy syrup	1 35	1 32	
2 1/2's, heavy syrup	1 67	1 65	
3's, heavy syrup	1 97	1 95	
Gal., standard	3 37	3 35	

Plums, Lombard—		
2's, light syrup	1 25	1 22
3's, light syrup	1 75	1 72
2's, heavy syrup	1 40	1 37
2 1/2's, heavy syrup	1 72	1 70
3's, heavy syrup	1 97	1 95
Gal., standard	3 57	3 55
Plums, greenage—		
2's, light syrup	1 30	1 27
2's, heavy syrup	1 45	1 42
2 1/2's, heavy syrup	1 72	1 70
3's, heavy syrup	2 00	1 97
Gal., standard	3 87	3 85
Plums, egg—		
2's, heavy syrup	1 72	1 70
2's, H.S.	2 00	1 97
3's, heavy syrup	2 32	2 30
Raspberries, Red—		
2's, L.S. (Shafferberries)	1 55	1 52 1/2
2's, H.S.	1 72	1 70
2's, preserved	1 97 1/2	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H.S.	1 77	1 75
2's, preserved	1 92	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup		2 50
2's, " preserved		2 17 1/2
Gals., standard		6 42
Gals., " solid pack		9 1 1/2

VEGETABLES.

Asparagus—		
2's, tips, California		3 90
2's, Canadian	2 80	2 77 1/2
Beets—		
2's, sliced, sugar and blood red		1 02 1/2
2's, whole		0 92 1/2
3's, sliced		1 25
3's, whole		1 15
Beans—		
Fancy brands		
2's, golden wax	0 87	0 85
3's	1 35	1 32 1/2
Gals.	3 92 1/2	3 90
2's, refugee or valentine (green)	0 87	0 85
Gals.		0 85
2's, crystal wax	0 97	0 95
Red kidney, 2's	1 5	1 02
Lima, 2's	1 30	1 27 1/2
Corn—		
2's	0 95	0 92 1/2
Gal., on cob		4 65
Carrots—		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05
Cabbage—		
3's	0 92 1/2	0 90
Cauliflower—		
2's	1 47 1/2	1 45
3's	1 87 1/2	1 85
Paranips—		
2's	0 97 1/2	0 95
3's	1 07 1/2	1 05
Peas—		
1's, extra fine sifted	1 02	1 00
2's standard	0 87	0 85
2's early June	0 97	0 95
2's, sweet wrinkled	1 02	1 00
2's extra fine sifted	1 27	1 25
Gal., No. 4	3 12	3 10
Pumpkins, 3's	0 95	0 92 1/2
Gal.	3 12	3 10
Rhubarb—		
2's, preserved	1 20	1 17 1/2
3's	1 97	1 95
Gal., standard	2 77	2 75
Spinach—		
2's	1 45	1 42 1/2
3's	1 87	1 85
Gals.	5 17	5 17
Squash—		
3's	1 20	1 17 1/2
Gal.	3 52 1/2	3 50
Tomatoes—		
2's	1 00	0 97 1/2
3's, all kinds	1 20	1 17 1/2
Gal., all kinds	3 62 1/2	3 60

SAUCE, ETC.

Tomato sauce, 1's		0 50
" " 3's		0 80
Chili sauce same as tomato sauce		0 83
Cateups, tins, 2's	0 75	0 80
" gal.		4 50
" jugs	7 70	12 00
FISH.		
Lobster, talls		4 00
" 1-lb. flats		4 30
" 1-lb. flats		2 25
Maakereel		1 10
" Scotch		1 45
Salmon, Fraser River Sockeyes—		
1-lb. Talls, per doz.	1 80	1 90
1-lb. Flat, "		1 95
1-lb. "		1 20
Riv. rs inlet	1 65	1 70
Northern Riv. Sockeyes	1 65	1 75
Coboes, per doz.		1 33
Humphacks, "	1 00	1
Sardines, French 1/2's	0 12	0
" "		0 25
" Portuguese 1/2's	0 06	0 10
" P. & C. 1/2's	0 25	0 27
" P. & C. 1/2's	0 35	0 38
" Domestic, 1/2's	0 03	0 03 1/2
" Mustard, 1/2 size, cases 50 tins, per 100		4 00

Haddies, per doz	1 10	1 20
Kipperd herrings, domestic		1 00
" imported	1 35	1 60
Herrings in tomato sauce, domestic		1 00
" imported	1 30	1 40

MEATS, ETC.

Beef, corned lb, per doz		1 40
" 2's		2 50
" 6's		7 50
" 14's		17 50
Per dozen tins.		
Chicken, 1's, boneless		3 00
Turkey, 1's		3 00
Duck, 1's		2 85
Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet		1 96
" 2's, tomato		1 00
" 3's		1 45
Pig's feet, 1's, boneless		1 40
" 1's		2 50

ONTARIO MARKETS.

- Pointers:  
 Sugar—Very firm at the advance.  
 Lemons—Steadily advancing.  
 Pines—Easier.  
 Provisions—Lower.  
 Butter—Higher

Toronto, April 18th, 1907.

Sugar was the feature of the grocery trade this week. The advance stimulated buying, and as the firmness continues there was no apparent need for resitation. Canned goods continue to leave jobbers' hands at a rate that leads to the comment that the trade is very satisfactory. The railways on Tuesday began to receive lake and rail shipments for northern Ontario and the west; and the north, so the reports go, is experiencing a spring appetite of fine dimensions. A very lively trade with that section of the province is anticipated. Freight congestion is still hampering business and no one can say when things will move freely again. Valencia raisins are in good demand and stocks here are limited.

Trade, as a whole, is quiet, but improving. It is better this week than last, but there is no rush. The very bad state of the rural highways is causing some tightness of money. At any rate collections are reported by some a little slow, and the roads are in such a state that they might well be blamed for anything.

TEA.—The demand for tea, stimulated by the firm and advancing markets that have continued for months, is not diminishing. A report from London states that lower priced teas have again advanced. The average of the public sales' prices for the month of March in London were: Indians, 9 1/2d.; Ceylons, 8 1/2d.; against last year's prices. Indians, 7 1/2s.; Ceylons, 7d. The British budget is expected to be delivered this week. Pending that event the London market is quiet.

COFFEE.—The situation abroad is unchanged and the market is quiet. Locally, a fair trade is passing at unchanged prices.

SUGAR.—The expected rise in refined came Thursday of last week after we had gone to press. It considerably stimulated buying, and sugar has been



RETAIL GROCERS' VIEWS OF  
CANNED GOODS CONSUMPTION

(By Canadian Grocer Special Correspondents.)

A recent editorial in this paper propounded the question, "Do high prices check consumption," wherein special reference was made to canned tomatoes. The response was immediate, and one of the replies was published in a recent issue. The general interest which has been manifested in the discussion has induced us to print the following opinions from our own special correspondents in the various towns:

**MONTREAL.**

High prices have affected the canned goods trade in Montreal. Grocers find that they cannot do business when they are forced, for their own protection, to put up the prices, as in the case of tomatoes, to 12 cents, when for years the ruling figure asked the public was 10 cents. At this price the business was always found to be a paying one. The general impression appears to be that once a figure over 10 cents is reached it is time to buy something other than canned vegetables for dinner.

Tomatoes, which usually sell so well, this year are not being sold in nearly the usual large quantities. One grocer said that he was able to sell three times as many cans of tomatoes at 10 cents as he could at 12 cents, which he is now asking.

One reason why retailers object strongly to the higher prices asked this season is that they can no longer retail their canned goods three tins for a quarter. Now, where formerly a customer would purchase three tins, only one is bought. The grocers are sore on this matter.

Sufficient stocks are held by most grocers to carry them through to the new pack. Any shortage anticipated will be in tomatoes.

Corn sells in large quantities. Some grocers are selling as much corn this year as they did tomatoes last season. Beans are in good demand. Peas are also selling very well, about the same quantities being disposed of as for the same period last year.

There was one retailer to whom The Grocer spoke who had exceptional facilities for buying. He said that his sales of all lines had doubled within a year. Sales of tomatoes, corn and peas had increased particularly. He said that he thought the reason for the increased sale of peas with him lay in the fact that last year he was able to sell this line at a very low price and the canned peas were introduced into many homes where they were formerly unknown, the result being that a taste was cultivated for them and now they are bought regularly at the usual prices.

Canned fruits enjoy an average sale. Strawberries are very short. Some retailers report having had the opportunity of returning the goods to their jobbers at higher prices than they paid for them. They thought it better to hold on

to their stocks, however, and they are justified in so doing.

Canned meats are reported very slow since the exposure last year. An up-town grocer reported his sales as having fallen off fully 75 per cent. Another found canned meats a dead line. This prejudice will doubtless wear away, however, as it has been demonstrated that the Canadian packers of canned meats operate factories which are models of cleanliness.

Imported specialties are selling in about the same quantities as last year.

**TORONTO.**

In large cities like Toronto or Montreal where there is more room for difference of opinion than in the smaller towns, one does not expect to find the dealers unanimous in their opinion one way or the other, and yet in Montreal investigation showed that the general feeling among the retailers was almost universally that of depression in canned goods consumption, with special reference to tomatoes. The Toronto retailers do not altogether follow this view of the situation. Several of those to whom the question was put were quite positive in their assertions that so far from the demand lessening, their books showed an increased sale over last year, and they were seriously contemplating the necessity of laying in a further stock before the new pack was ready for the market. The large dealers are not affected much either way, the majority of their customers being of the class who are quite ready to pay two or three cents more without asking any questions. "In fact," said one prominent retailer, "I doubt if two-thirds of my customers know to within a few cents just what they are paying for canned goods." A good deal of grumbling is heard against the big department stores on the score of under-selling the retailers' market. Buying, as they do, direct from the manufacturers, these stores are able to continue last year's prices of 10 cents each or three for 25c. on all canned goods, including tomatoes, and clear as large a profit as the retailer, owing to the increased trade which the reduction attracts. Some of the smaller retailers declare that this is taking the bread out of their mouths, but the majority of these complaints emanate from the chronic grumblers, who would not be satisfied if peas, corn and tomatoes enjoyed a ready consumption at 15 cents straight.

**GUELPH.**

Regarding your question as to whether the sales of canned goods have decreased or increased this year, I would say that after interviewing the different grocers, the general opinion seems to be that the sale has not been as good as usual.

One of the busiest grocers said to me that he thought the revelations of "The Jungle" in Chicago had not hurt the Canadian canners' business at all. He said that his business in canned goods seemed to be rather increased, and that he would be run out before his usual time. Others thought that the sales had not been quite so good, especially

in tomatoes, on account of the higher price.

Another dealer said that the sale of his finer line of canned vegetables and meats was dead, but on account of pushing cheaper lines, such as four tins of peas for 25c., three tins of corn for 25c., and one tin of corn, one of peas and one of tomatoes for the same price, he was doing a larger business than formerly. There is no doubt that the unpleasant taste left in the mouth by the reading of "The Jungle" has caused many intelligent, thinking people to limit their use of canned goods, but I think it is up to the grocers and canners to educate the public that the Canadian goods are clean, pure and analyzed first quality every time. If The Grocer would publish an article describing one of our best canneries, their methods and plant, I for one, would undertake to have it published in our local papers either as an advertisement or as reading matter, and if the grocers in other cities would do the same, it would materially help the sale of our Canadian canned goods.

The public have a short memory and already they are forgetting the horrible story of Chicago and for a salesman to say that the goods are Canadian made is, or ought to be, sufficient to insure a sale any time.

**CHATHAM.**

Retail dealers as a whole state that, though it is a little early in the season to speak definitely, the demand for canned goods promises to fairly equal, and possibly exceed, that of last year. A good trade is already being done in peas and corn, for which there is a liberal demand. Tomatoes are not selling quite so well, the high prices seeming to have a rather deterrent effect.

**LONDON.**

So far as your correspondent can learn from conversation with local retail grocers, the demand for canned goods this season in London is at least equal to that of a year ago. Before certain dealers began a few weeks ago to cut prices on what are regarded as the lower grades of goods, business in these lines was somewhat quiet, but since the cutting commenced, housekeepers have discovered that there is not much difference in canned goods after all, and there has been a very brisk demand for the cheapest kinds. The regular prices have been: Tomatoes 2 cans for 25c.; corn, 10c. per can, and peas, 3 for 25c. Now all but the so-called higher grades are selling: 10c. per can for tomatoes; corn, 3 for 25c., and peas, four for 25c. "And," remarked one dealer, "I can sell at these figures and not lose money either. It all depends on how you buy," he added knowingly.

**INGERSOLL.**

Enquiries among the grocers elicited the information that canned goods were moving rather slowly, compared with former years. This is particularly true of tomatoes. The falling off in the demand for tomatoes is explained by the fact that the crop in this section last year was probably the most plentiful ever known, and housewives, as a rule, seized upon the opportunity to increase their supply. Another factor in a measure responsible for the slow trade in

(Continued on page 41.)

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, April 18, 1907.)

Sugar continues to climb upwards, another rise of 10 cents being noted this week. Values are steady in most lines of general groceries and a number of small advances are noted. Bakers' cocoa and German sweet chocolates have advanced 1 cent per lb. and there is a steady upward movement in nearly all lines of foreign dried fruits.

Business is very active in spite of the continued tie-up on the Canadian Northern lines, but money is reported "tight" because of the unsatisfactory transportation conditions.

CANNED GOODS—There is a steady movement of staple lines at unchanged prices. We quote:

FRUITS.		Group No. 1	Group No. 2 & 3
Apples—			
3's standard, per doz.	1 29 1/2	1 27	
gallons, per doz.	3 47 1/2	3 45	
Cherries—			
2's, red pitted, per doz. case	2 41 1/2	2 39	
Currents—			
2's, red, heavy syrup, per doz.	1 96 1/2	1 94	
2's black	2 46 1/2	2 04	
Gooseberries—			
2's, heavy syrup	2 31 1/2	2 29	
Lawtonberries—			
2's heavy syrup	1 94	1 91	
Peaches—			
2's yellow flats	2 06 1/2	2 04	
3's	3 12 1/2	3 09 1/2	
Pears—			
2's, F. B.,	1 81 1/2	1 79	
3's	2 39 1/2	2 37	
2's Bartlett's	1 96 1/2	1 94	
3's	2 99 1/2	2 97	
2's Globe, light syrup	1 51 1/2	1 49	
Plums—			
2's Damson, 1 s.	1 34	1 31 1/2	
2's Lombard, 1 s.	1 39	1 37 1/2	
2's Greengage, 1 s.	1 4	1 41 1/2	
2's Egg. h. avy syrup	1 86 1/2	1 84	
Raspberries—			
2's red light syrup	1 69	1 66 1/2	
2's black, heavy syrup	1 91 1/2	1 89	
Pineapples, whole, 2 lb., per case	3 75		
" sliced, 2 "	4 5 1/2		
" grated, 2 "	3 85		
	4 40		

VEGETABLES.			
Beans—			
golden wax,	1 98	1 93	
refugee,	1 93	1 98	
" crystal wax	2 18	2 13	
Corn—			
2's	2 13	2 08	
Peas—			
(No. 4) 2's	1 98	1 93	
(No. 3) 2's	2 18	2 13	
(No. 2) 2's sweet wrinkle	2 28	2 23	
(No. 1) 2's extra fine sifted	2 78	2 73	
Succotash—			
2's	2 63	2 58	
Beets—			
whole,	2 08		
sliced,	2 28		
whole, 3-lb.,	2 64		
sliced,	2 84		
Spinach—			
2's, per doz.	3 13	3 08	
3's	4 09	4 04	
gallon, per doz.	11 10		
Asparagus per doz.	2 89		
Tomatoes—			
per case	2 79	2 74	
Beans golden wax	1 98	1 93	
refugee	1 98	1 93	

MEATS.			
Pork and beans 1's, per doz.	1 25		
2's,	1 90		
3's,	2 60		
Clark's 1 lb. plain, per case	2 25		
" 2 "	1 80		
" 3 "	2 25		
" 1 " tomato sauce, per case	2 25		
" 2 "	1 80		
" 3 "	2 25		
" 1 " Chili	2 25		
" 2 "	1 90		
" 3 "	2 25		
Soups, per doz.	1 25		
Canned chicken (Man. Can. Co.) per doz	3 25		
" turkey	3 25		
" chicken, per doz	3 30		
" turkey	3 30		
" duck	3 30		
Corned beef	2 80		
" 1's	1 60		
" Man. Can. Co. 2's per doz.	2 50		
" 1's	1 35		
Roast beef (Man. Can. Co.), 2's, per doz	2 50		
" 1's	1 35		
" (Clark's), 1's, per doz	1 55		
" 2's	2 65		

Potted meats, 1's, per doz.	0 55
Veal loaf 1/2 lb., per doz.	1 25
1 lb.	2 50
Ham loaf 1/2 lb.	1 25
1 lb.	2 50
Chicken loaf 1/2 lb.	1 85
1 lb.	3 50
Luncheon tongue 1's,	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
1-lb. tins,	3 10
1-lb. glass,	3 35
Chipped " 1-lb. tins,	1 45
" 1-lb. tins,	2 50
1-lb. glass,	3 05
Sliced bacon, 1-lb. tins,	3 10
1-lb. glass,	3 25
Corned beef 1-lb. tins, per doz.	1 55
" 2-lb.	2 75

FISH.			
Salmon, Fraser River sockeye, per case	7 25		
" Skeena River,	7 10		
" River s Inlet,	6 85		
" Red Spring,	6 80		
" humpback,	4 00		
" cohoes,	5 75		
Lobsters (new), 1-lb. flats, per case	16 50		
" 1-lb. tails, per case	10 50		
" 1-lb. tails, per case	15 00		
" flats, per case	15 50		

SUGAR—The price has been advanced 10 cents and quotations are now as follows:

Montreal granulated, in bbls.	5 70
" in sacks.	5 05
" yellow, in bbls.	4 70
" in sacks.	4 45
Wallaceburg, in bbls.	5 00
" in sacks.	4 55
Berlin, granulated in bbls.	4 90
" in sacks.	4 55
Icing sugar in bbls.	5 70
" in boxes.	5 91
" in small quantities.	6 30
Powdered sugar, in bbls.	5 50
" in boxes.	5 70
" in small quantities.	5 75
Lump, hard, in bbls.	5 80
" in 1-bbls.	5 89
" in 100-lb cases.	5 89
Raw sugar.	4 50

SYRUPS AND MOLASSES—Quoted as follows:

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 50
" 5-lb. tins, per 1 "	2 65
" 10-lb. tins, per 1 "	2 45
" 20-lb. tins, per 1 "	2 50
" barrel, per lb.	0 03 1/2
" Sugar syrup, per lb.	0 03 1/2
Beaver Brand, 2 lb. tins, per 2 doz. case	3 10
" 5 " 1 "	3 60
" 10 " 1 "	3 30
" 20 " 1 "	3 23
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" 1/2 gal. bats, each	0 33
" "	2 25

COFFEE—

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12 1/2
Ground roasted Rio	0 13 1/2
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
" Maracaibo	0 19
Choice Rio	0 17
Pure	0 16 1/2
Seal Brand (C & S) in 2-lb. tins, per lb.	0 32
1-lb.	0 33
Local Blends:—	
Mocha and Java in 2-lb. tins, per lb.	0 23
1-lb.	0 24

MINCE MEAT—

Mince meat, 7 1/2 p. lbs, per lb.	0 69 1/2
" 28 "	0 08 1/2
" 12 oz pkgs., per doz.	1 15

PICKLES—Local brands are quoted as follows:

Sour—			
1 gal. pail.	70		
3 "	1 81		
5 "	2 75		
Crock	6 05		
Bottles, 18 oz., per doz.	2 10		
" 20 "	2 25		
Chow—			
1 gal. pail.	1 75		
3 "	3 01		
5 "	3 70		
Crock.	2 00		
Bottles, 18 oz., per doz.	2 15		
" 20 "	2 25		
Sweet—			
1 gal. pails.	60		
3 "	2 11		
5 "	3 25		
C ocks	7 30		
Bottles, 18 oz., per doz.	2 25		
" 20 "	2 50		
Onion—			
1 gal. pails.	91		
3 "	2 40		
5 "	3 75		
Crock.	83		
Bottles, 18 oz., per doz.	2 10		
" 20 "	2 75		

FOREIGN DRIED FRUITS—Cooking figs in sacks have been advanced to 6 cents per lb. Peaches are easier. We quote:

Sultana raisins, bulk, per lb.	0 13 1/2
cleaned,	0 1 1/2
1 lb pkgs.	0 16
Table raisins, Connoisseur clusters per case	2 60
extra dessert,	3 40
" Royal Buckingham,	4 00
" Imperial Russian,	5 25
Connoisseur clusters, 1 lb pkgs. per case (20 pkgs).	3 35
Connoisseur clusters, boxes (5 1/2 lbs).	0 80
Valencia raisins, f. o. s.	1 75
selected,	1 85
layers.	2 10
Trenor's Valencia raisins, f. o. s, per case	2 70
selects	2 85
layers	2 96
California raisins, muscatels, 2 crown, per lb.	0 1 1/2
" 3 "	0 1 1/2
" 4 "	0 1 1/2
" choice seeded in 1/2-lb. packages per package	0 10 1/2
" fancy seeded in 1/2-lb. packages per package	0 10 1/2
" choice seeded in 1-lb packages per package	0 12 1/2
" fancy seeded, 1-lb. packages, per package	3 11
Prunes 100-120 per lb.	0 4 1/2
" 90-100 "	0 05 1/2
" 8-90 "	0 06 1/2
" 70-80 "	0 07 1/2
" 60-70 "	0 08 1/2
" 50-60 "	0 09 1/2
" 40-50 "	0 10 1/2
Currants, uncleaned, 1 lb pack, per lb.	0 07 1/2
dry cleaned, Filiatras, per lb.	0 07 1/2
wet cleaned, per lb.	0 07 1/2
Filiatras in 1-lb pkg. dry cleaned, per lb	0 08 1/2
Vostizas, uncleaned.	0 07 1/2
Hallowee dates, new per lb.	0 46
in packages, per lb	0 07 1/2
Figs, cooking in tann-ta, per lb.	0 06 1/2
in sacks	0 06 1/2
table, 1 crown	0 10
" 3 "	0 11
" 5 "	0 11 1/2
" glove boxes, per box	0 07 1/2
square boxes (2 oz) per box	0 08 1/2
1 lb baskets, per basket	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 21 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 21
Peaches, choice, per lb.	0 15
Peaches	0 15 1/2
Pears, choice (halves), per lb.	0 15 1/2
standard	0 15
Plums, choice (dark fitted) per lb.	0 15 1/2
Nectarines, choice.	0 15 1/2

EVAPORATED AND DRIED APPLES—There is a brisk demand for evaporated fruit and the trade are expecting a further advance in the near future. Evaporated apples are selling now at 10 3/4 c to 11c per lb., and the dried fruit commands a price of 9 3/4 c per lb.

CANDIED PEELS—

Lemon, per lb.	0 13 1/2
Orange	0 15 1/2
Citron	0 14 1/2

HONEY—Ontario honey is very scarce. Prices are quoted as follows:

Ontario honey, 5-lb. tins per case.	8 25
1-lb.	8 75
California honey 1-lb. 21's jars, 2-doz. case	4 30
" 5-lb. 11 s. 1-lb. case	6 10
" 10-lb. 1/2 doz	10 00
" 60-lb. per lb.	0 44

RICE, TAPIOCA AND SAGO—Japan rice has been reduced to 4 1/2 cents per lb. We quote:

Japan rice, per lb., cwt. lots	0 4 1/2
50-lb. lots	0 4 1/2
Rangoon rice, per lb.	0 04
Patna	0 04
Tapioca, per cwt.	7 50
Sago, per lb.	0 04 1/2

NUTS—

Almonds, per lb.	0 8
(shelled), per lb.	0 14
" in small lots, per lb.	0 14
Filberts	0 3
Jumbos	0 3 1/2
Walnuts, new, Grenoble, per lb.	0 1
" Marlots	0 1
" shelled,	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 25
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL.—

Rolled oats, 8 1/2 lb sacks, per sack	1 85
" 40 "	0 85
" 20 "	0 85
" 8 "	0 85 1/2

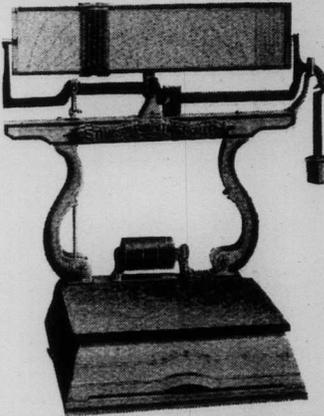
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Kindly forward me full particulars about your special offer on GOLD STANDARD BAKING POWDER.

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Can. Grocer

## THE CANADIAN GROCER

Granulated oatmeal, per sack .....	\$ 50
Standard, per sack .....	\$ 35
Cornmeal .....	1 60

EGG CASES—In good demand at following prices:

No. 1 egg case, complete .....	0 45
No. 1 " without filler .....	0 39
No. 2 " complete .....	0 35
No. 2 " without filler .....	0 21
Egg case fillers (12 sets per case), brown per case .....	1 70
white, .....	1 85

SALT—There has been a reduction in

the price of salt. The f.o.b. price of carloads at Fort William and Port Arthur, \$1.05 for fine and coarse; \$2.40 for 3's; \$2.30 for 5's; jute sacks, 23c; cotton sacks, 30c; rock salt, \$1.30 per cwt.

WASHBOARDS—There has been a general advance of 25c to 50c per doz. in all lines of washboards.

### PAN-DRIED OATS AND THEIR MAKERS

It is to a German by the name of Ferdinand Schumaker that we are primarily indebted for our morning dish of porridge; but Ferdinand is out of date, and, if we could taste the porridge that

and probably an unhealthy one at that. As to the form that our breakfast food takes, that need not be a matter for much controversy, for anybody who has once tried the famous pan-dried oats

indebted to George Tillson, its founder, for its present name. To his son, E. D. Tillson, it was indebted also for its first mill, a sawmill, which, being afterwards remodelled as a grist mill, was the foundation of the present plant. Six years ago the mills were formed into a joint stock company, with the management in the hands of G. W. and E. V. Tillson. The exact method of pan-drying by which such excellent results are obtained is a secret which the company have steadily refused to divulge, but a visitor to their factory comes away with the impression of system, cleanliness and modern methods of handling, the equal of which would be hard to find.

"Pan-dried" is simply the difference between properly and improperly dried



The Pan-Dried Hockey Team of Tillsonburg.

he turned out so many years ago it is probable that we should discard it for something more appetizing to the modern palate. But though Schumaker is but a memory, his original idea has expanded and materialized and been improved upon until to-day the man who does not make breakfast food a regular part of his morning meal is a rara avis,

(and who has not?) can seldom be induced to experiment with other brands. The story of a success is always of interest, and a few particulars of the methods by which this product has reached its present popularity may not be out of place.

Tillson's Pan-Dried Oats are manufactured at Tillsonburg and the town is

dried oats. An unpleasant flavor was often given to the oatmeal by the smoke and fumes which were let in by the old-fashioned square kiln with perforated bottom. In the Tillson method the oats are given a pure coke and coal heat and no smoke is allowed through. Before the oats are rolled they are put through hexagon reels, sieves, double

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TRADE NEWS OF NEW BRUNSWICK

(Special Correspondence of The Canadian Grocer)

St. John, April 15, 1907.

Business generally is reported to be in a very healthy condition. Merchants are greatly pleased with the trade this month thus far, and are looking for a continuance of good orders. Sugar has advanced and a slight increase is looked for in molasses. Eggs are somewhat easier, butter continues firm, and fresh fish show signs of a decline in price and a better supply. The market in grains is firm, but as yet no change in prices is recorded.

The advance in sugars took place on Thursday, all grades going up ten cents a hundred pounds. This will, no doubt, affect the molasses market.

and will follow the course of the raw sugar market.

Porto Rico—Advices from Porto Rico are to the effect that the east end, which three years ago shipped to Canada about 12,000 to 13,000 puncheons of grocery molasses, will produce this season only about 150 puncheons, which shippers state they are advised will be the last grocery molasses produced in the east end of Porto Rico. This shortage will have to be made up from other islands, so the position for regular Muscavado molasses appears to be a very strong one.

\*\*\*

In the produce line, eggs went off two cents a dozen, and will probably continue to decline slightly each week. Butter is coming in very freely but as yet there has been no change in quotations. So far the dealers say the demand is limited. Fresh fish are beginning to come in now, but as yet the quantities have been too small to have any effect on prices.

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In the fruit market bananas are coming in freely, and oranges, particularly Valencias, are being handled in large quantities. All kinds of pork products continue high.

Maple sugar and candy have made their appearance on the market and are meeting with a ready sale; the former is selling for 18 cents a pound retail and the later for 25 cents.

JAMES TODHUNTER DEAD.

James Todhunter, of Todhunter, Mitchell & Co., Toronto, died at his home, 85 Wellesley St., Toronto, on Wednesday. He had been ill some months and had to give up active business over six months ago. Mr. Todhunter was an Englishman and spent some years in the grocery business in London. Coming to Canada, he and Mr. Mitchell founded the spice business that has since grown to such large proportions. Mr. Todhunter restricted his energies almost entirely to his business. He was of the old-fashioned type of merchant, reliable, methodical and thorough, and throughout a long business career has enjoyed the respect of a wide commercial community. He leaves a widow.

Geo. Barron, of Barron's, Toronto, reports the arrival of their second ear of California navels this month. The sizes run more evenly than has been the case hitherto, and the stock was not abnormally large.

SITUATED WANTED.

JAMS, Jellies, Marmalades, Preserves — Manager invites correspondence from firm of good repute; thorough practical knowledge of every detail in the manufacture of above, well up in costs, able to control large business and staff successfully. System, CANADIAN GROCER, Toronto.

cylinders, cockle machines, smutters and other processes calculated to rid them of every speck of dirt and rubbish. Pan-drying and absolute cleanliness are the two things which make for perfection in Tillson oats, and the company is justly proud of the immense success which they have built up by their rigid adherence to them.

The Tillson Company have had their reverses to face and their difficulties to overcome. Theirs is not a success gained either by chance or influence. The reverses were met and the difficulties surmounted with the same spirit of indomitable energy and courage that has always characterized them and they stand to-day an example of industry, progressiveness and hard work that may be safely followed by their younger competitors.

The Tillson Company have made it a rule to put nothing in the way of encouraging any sort of sport that finds favor among its employes, and home-and-home hockey matches are played regularly during the winter. There is keen competition among the boys to make the team, and a general excellence of play is the result. The photograph which is reproduced on this page shows the team in all its glory, and a fine looking lot of fellows they are.

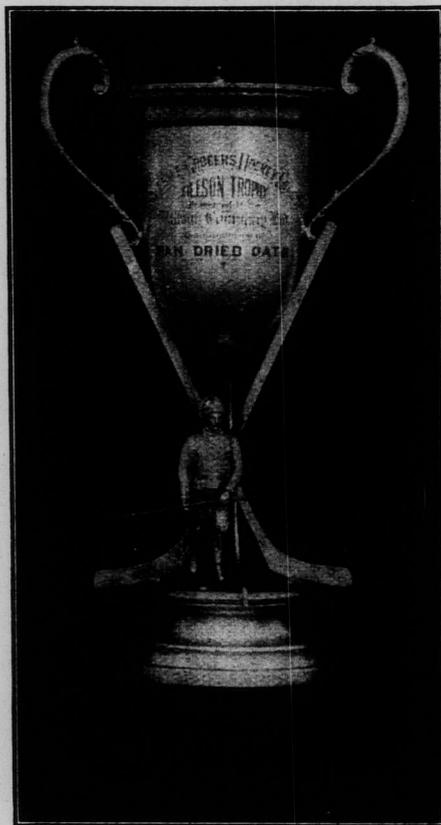
To the Tillson Company also belongs the credit of having given a stimulus to hockey in Toronto, in a section where it was badly needed. The Tillson Cup, a cut of which is shown herewith, was donated by the company three years ago to be competed for by grocers. Last year the James Lumbers Co. were the runners up against the Grocery Brokers' team, the latter winning the cup for the third time in succession by the narrow margin of one goal.

VIEWS ON CANNED GOODS CONSUMPTION.

(Continued from page 37.)

this line is the increased prices. This fact is especially noticeable in the sale of peas and corn, the output of which from a retail standpoint, also shows a dropping off. Corn is now selling at ten cents straight, while in former years it was always three cans for a quarter. The same condition of affairs applies to the tomatoes and peas. The latter are being sold at three cans for a quarter, but only two cans of tomatoes may be had at this price. Of course the season is rather early, but the indications do not warrant the belief that there will be as large a demand for canned goods in general this year as in the past. The salmon trade shows greater activity and will probably increase, as is usually the case with the advent of warm weather, when this product will, to a very great extent, take the place of cold meats. Canned pumpkin is not as popular as heretofore, which is explained by the scarcity and attendant high price of milk, which is essential in its preparation for the table.

J. C. Groom, Niagara Falls, has taken a partner, and the firm name is now Groom & Radford.



The Tillson Hockey Trophy, held by the Grocery Brokers, Toronto.

Molasses — Choice Barbadoes — The early demand in Newfoundland has apparently been satisfied and the market has consequently declined. Considering the short crop and that there are practically no supplies in Porto Rico this season, the present prices seem reasonable and should lead to a large consumption. It is understood that heavy sales have been made in Barbadoes at the present prices.

Fancy Barbadoes—The market has advanced 1½ cents per gallon from the low point touched in March. This is equal to 2 cents landed gauge. The market is very firm in sympathy with the stronger sugar market, and the price of fancy molasses depends wholly on

# The Superior Quality

of our

## Mild Cured Hams

## Boneless Breakfast Bacon

## Skinned Smoked Backs

meets the most exacting requirements of your customers.

**THE PARK, BLACKWELL CO.**

PORK AND BEEF PACKERS LIMITED

**TORONTO**

# ENGLISH

## BREAKFAST

## BACON

No finer Bacon made. Goes well with Fresh Eggs for Easter trade. We can supply you promptly both with the Bacon and with the Eggs.

**F. W. FEARMAN CO.,**

HAMILTON LIMITED

WE INVITE THE PUBLIC  
TO VISIT

OUR EXHIBIT

AT THE

**ARENA, Montreal**

APRIL 15-27

**CORONA**

HAMS, BACON,  
LARD, PRODUCE, Etc.

**CUT OUT THIS AD.**

Customer presenting at our office  
will receive

COMPLIMENTARY TICKET

**The Montreal Packing Co.**

LIMITED  
MONTREAL, P.Q.

A Better Brand than the famous

**Ryan Brand**

of provisions may appear some day.



To-day shrewd Grocers stock our

**Bacon, Ham and Eggs, Cheese, Butter,  
Sausage, Bologna and Lard**

because particular people, knowing the genuine goodness of our provisions, will have none other. The trade of particular people does pay.



**The WM. RYAN  
CO., Limited**

70-72 Front St. E.  
TORONTO, ONT.



**BUTTER, CHEESE, EGGS**  
 If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.  
**B. H. POWER**  
 218 ARGYLE STREET, HALIFAX, N.S.

**BUTTER and EGGS**  
 — WE ARE —  
**BUYERS and SELLERS**  
 Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**  
**Rutherford, Marshall & Co.**  
 Wholesale Produce Merchants,  
**TORONTO.**

**ORDER NOW**  
**Butter**  
**Tubs**  
**Boxes and Paper**  
 Best Goods, Prompt Shipment  
 Prices Right  
**WALTER WOODS & CO.**  
 Hamilton and Winnipeg



**WILSON'S**  
**Fly Pads**

# SPRINGTIME is at Hand!

The season for increasing the sales of

## Clark's Canned Meats

is opening.

For fine quality and perfect condition of our products, and careful attention to the best interests of the trade,

### We Yield Place to None!

Beef, hind quarters	9 09	10 00
" front quarters	5 50	6 50
" choice carcasses	7 25	8 25
" common	5 00	6 00
Mutton	0 09	0 11
Lamb	0 12 1/2	0 15
Hogs, street lots	8 75	9 25
Veal	0 18	0 10 1/2

**BUTTER.**—The bad country roads are the determining factor in the situation this week. Prices are higher than a week ago, but to say they are firm would be tempting Providence. Everyone expects them to go lower. No one is taking on more than his trade will dispose off immediately. There are practically no creamery solids or dairy tubs on this market.

	Per lb.
Creamery prints, solids	0 19 0 20
" " "	0 25 0 26
Dairy prints, choice	0 25 0 28
" " ordinary	0 13 0 21
" rolls, large choice	0 24 0 25
" tubs, choice	0 21 0 22
Baker's butter	0 18 0 21

**EGGS.**—While the bad roads retard also the supplies of eggs coming forward the price is held steady by the packers, who are now taking the surplus over immediate consumptive demand. Lower prices are anticipated.

Eggs (strictly new laid)	0 17	0 17 1/2
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**CHEESE.**—New cheese is not a factor on the market yet. The little made is going at the factory at 12 1/2 to 12 1/4c. Old cheese is selling between 13 3/4 and 14c. Holders are not anxious. The exports from Canada during the past two weeks were 16,000 boxes less than during the same two weeks last year.

Cheese	0 13 1/2	0 14
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**HONEY.**—The market is quiet. Prices are unchanged.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 12
" in the comb, per doz.	2 00 2 50
Buckwheat honey, per lb.	0 5 0 06
in comb, per doz.	0 13 0 14

**POULTRY.**—Practically no supplies are coming forward. Business is very limited, at unchanged prices.

Live Weight.	
Old fowl	0 11
Ducks	0 17
Young chickens	0 13
Dressed weight.	
Old fowl	0 11
Ducks	0 14
Young chickens	0 15
Tom Turkeys	0 14
Hen "	0 18

#### NEW CHEESE MARKET.

A representative meeting of cheese men and others of Norfolk County have passed a resolution requesting all cheese-makers in the county to co-operate in organizing and establishing a cheese market in Simeoe, to be ready for the opening of the Spring season.

J. L. Watt, of J. L. Watt & Scott, Toronto, has started on an extended European tour with Mrs. Watt. They will go first to Italy and visit a number of Mediterranean cities before going north. They will be away three or four months.

### EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

**JAMES METHVEN, SON & CO.**  
 St. George's House  
 EASTOHEAP, LONDON, ENG.  
 Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

**A. C. DOUGHTY & CO.**  
 Head Office, 39 Eastcheap, LONDON.  
 PROVISION IMPORTERS  
 Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON.  
 Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

**HENRY COLBECK**  
 NEWCASTLE-UPON-TYNE.  
 Invites consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

**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.

**JAMES MARSHALL**  
 ABERDEEN, SCOTLAND,  
 invites consignments of Canadian Produce, gives personal attention to handling of same, and guarantees prompt returns. Reference—Clydesdale Bank, Aberdeen. Codes—A.B.C. 4th and 5th Eds.

**W. C. GREGSON & CO.,**  
 PROVISIONS CEREALS POULTRY  
 LIVERPOOL, Produce Exchange Bldg.

**WINDSOR SALT**  
 TABLE, DAIRY and CHEESE SALT  
 FINE and COARSE SALT  
 Write for prices  
**Toronto Salt Works**  
 Agents for  
**WINDSOR SALT**

# PROFIT MAKING

This is what we are all trying to do, in fact it is the all-necessary thing in order to make any business a success, and a large share of the responsibility lies with the buying end of the concern. Buying is a feature in our business to which we pay special attention. Our output has grown to such dimensions that when an opportunity presents itself—to pick up a large block of goods at an interesting price—we are always ready to jump in and scoop the lot.

This is one way by which we can help to make buying easy for you, because we are always willing to share this extra profit with our customers.

## Barbadoes Grocery Sugar

just arrived and now is the time that you should have some of this line in stock. There is a good demand for it and if you will only let your trade know that you have it, you will be surprised at the turnover, and the best feature about this line is you can make a substantial profit on it.

In small barrels, about 240 lbs., at  $3\frac{3}{8}c$ .

## New Brazil Nuts

They are washed and are the finest quality we ever had,  $15\frac{1}{2}c$ . lb.

## Prunes

We have a complete stock of all sizes, from 90/100s to 40/50s in 25 and 50-lb. boxes, also some of Tillson's in 10-lb. boxes. This size package has become very popular.

Tillson's 40/50—10-lb. boxes,  $8\frac{7}{8}c$ .

“ 50/60—10-lb. “  $7\frac{1}{2}c$ .

Cascade Salmon, \$1.00 doz.; Royal Club Finnan Haddie,  $90c$ . doz.

Dold's Condensed Soups,  $85c$ . doz.; Fard Dates, 60-lb. boxes,  $5c$ . lb.

Brown Sago,  $4\frac{1}{2}c$ .

# H. P. ECKARDT & CO.

WHOLESALE GROCERS

TORONTO

**EFFECTIVE ADVERTISING**  
**HOW TO PRODUCE IT**

Brief Talks Given  
 Occasionally  
 By T. Johnson Stewart

The grocer who does not believe in advertising is not dead—although he has slept for long. For almost six weeks we were constrained to imagine that he had journeyed on, or that he had sold his grocery business and made a flank movement on Cobalt. Imaginings are generally vain and idle. Mine were both. Because the grocer who does not believe in advertising—who has never believed in advertising, and who will never believe in advertising—came along the other day and with the aid of a picturesque and varied vocabulary attacked our "theory of advertising" just as recklessly as we have seen men, not in the grocery business, attack a Welsh rarebit a few hours before the dawn. And the unbelieving rascal could talk like an Irish bard or a lady determined to emancipate her sisters from the exasperating rule of mere man and confer the suffrage on the female population of the world. Again and again the scribe attempted to trip up the orator; but the rushing, bubbling torrent of words flowed on until he ceased from pure exhaustion. Then I read a few sentences from authoritative sources, and, although I do not think that there is a grocer in Canada ignorant of the facts conveyed, yet I'll reprint them to show that there are real live grocers who attribute their success to a judicious use of printer's ink, thereby upholding our advertising philosophy.

Sir Thomas Lipton, who has made \$50,000,000 in twenty years, attributes his success to printer's ink employed in the advertising columns of the newspapers.

James Butler, of New York City, who was a poor man fifteen years ago, is a multimillionaire to-day. He attributes his success to judicious advertising.

Sir Wm. Mackenzie is one of the wealthiest men in Canada to-day. He only abandoned the grocery and provision business to manipulate four thousand miles of railroad and control the traction systems of many of our biggest cities. There are some things which poor, penniless grocers cannot do—they cannot buy up electrical systems and control thousands of miles of railroads. And all the world knows that Sir William believes in advertising, and lots of advertising at that. To check my arguments I handed a batch of 21 "Trade-bringers" to my sceptical friend—ads. written by a grocer in a small city—ads. which have actually demonstrated in cash returns the benefits attending common-sense advertising; but the unbeliever vanished while

I read McCrea & Son's letter and would not be convinced at all.

"These ads. were all successful; that is, they paid us good hard coin for the money spent, and I thought you might like them to illustrate or criticize."

We certainly do like them, Mr. McCrea, and we would like to print a number of them in this issue—if we had the

good. There is no exaggeration, no slashing and cutting of prices, but there is a plain, straightforward statement of good values. That sort of advertising always wins the better trade—the trade it pays most men to cater to. Greatly reduced prices never fail to frighten particular people away from any store. The grocer, above all other merchants,

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**Remember**

- THAT \$2.60 will buy a shaded and gilt 10-piece Toilet Set while our Special Sale lasts.
- THAT we are serving Cowan's celebrated Cocoa and Eating Chocolates free and demonstrating their Chocolate Icings every day this week at the Main Store, Wyndham St.
- THAT 25 cents will buy 4 packages of McCrea's Jellies, 15 different flavors.
- THAT 20 cents will buy one dozen choice Sonora Oranges.
- THAT 23 cents will buy one dozen Sweet Navel Oranges.
- THAT Lent is on, and
- THAT we are headquarters for all kinds of Salt and Fresh Fish.

For Sale at Both Stores

WE PROVE OUR ADS.

THE NOTED TEA STORE AND CHINA PALACE,  
**J. A. McCREA & SON,**  
 Wyndham Street and Elora Road

space. We will pick out one at random from this batch of trade-bringers. There is nothing remarkable about that ad.—not excepting that it is pretty full of good sound sense. McCrea & Son have values for the people of Guelph—good values—and this kind of advertising pays because McCrea & Son make

must be exact in his advertising, because the shrewd housewife can almost tell the state of his stock after reading his ad. Many grocers might profitably model their advertising after McCrea & Son's. The main point about all successful merchandizing is touched on here. McCrea & Son prove their ads.

## Beaver Brand Special Hams

"THE BRAND THAT'S IN DEMAND"

Not every ham will stand the test for Beaver Special ham quality; about one Special ham out of every ten good hams. They must be taken from young and well-matured hogs. They must be firm in flesh and not too fat, and weigh not less than ten pounds, and not more than sixteen pounds. Then they must be cured **the Ingersoll way**, carefully watched and cared for during curing and smoking process; cured in a heavy syrup made of absolutely pure granulated sugar, and smoked slowly with hard wood. Then you have the sweet, juicy, tender Beaver Special, that's so delicious, if prepared as follows:

### HAM AND EGGS

Take a thin slice of Beaver Special Ham, dip in cold water, slightly dry on cloth, broil quickly over a hot fire. Put in a frying pan a lump of I.P.C. butter and one of Ingersoll lard, sufficient to cover the bottom of the pan when melted. Break each egg into a saucer, then slide carefully into the hot grease. Cook gently until the desired degree of hardness is obtained. If cooked rapidly, the grease becomes too hot, and the egg will be dark around the edge, whereas they should be milky white. Serve around ham on a platter and garnish with sprigs of parsley. ("If you use ham grease for frying eggs, they will be dark and greasy looking.")

**Ingersoll Packing Company**

Pork Packers and Cheese Exporters

INGERSOLL . . . CANADA

## The BEST that MONEY and EXPERIENCE can PRODUCE

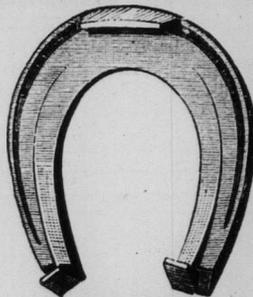
**O'MARA'S**

BACON,  
HAMS,  
LARD,  
SAUSAGE,  
BOLOGNA,  
COOKED MEATS

Prices Right.

Phone or Wire for quotations at my expense

**JOSEPH O'MARA**  
Palmerston, Ont.



The "Horse Shoe" is Emblematic of Good Luck

Grocers carrying cured meats in stock can testify that

**"HORSE SHOE" Brands**

OF

**Hams, Breakfast Bacon, Skinned Backs and Short Rolls**

have brought them good luck.

Write for trial order.

**JOHN DUFF & SON**

HAMILTON, ONT.

## TO RETAILERS—

We have just made our season's pack of **BONELESS CHICKEN** and can assure you that it is **A. 1.**

**Best Goods**      **First Class Cooking**  
**Perfect Sterilization**

Give your orders for our Chicken **AT ONCE**—every tin guaranteed to consist of prime Chicken only—and **DON'T** forget to include some of our **CORNED** and **ROAST BEEF.**

**The Manitoba Canning Co.**

SELLING AGENTS: LTD.

**NICHOLSON & BAIN**

Winnipeg, Calgary and Edmonton

—they make good. We will refer to these trade-bringers in a later talk.

Mr. McCammon, we note what you say about competition, and, of course, "cutters" certainly do rile a man some. Your inference is quite just. The most of particular housewives in your town will talk as you have made the lady talk in your ad. However, I would ignore all such competition. Tell your own story in your ads. Talk quality all the time and prices when you can, and you can easily afford to ignore all competition as well as the methods of all competitors. I consider that last ad. you forwarded fairly good advertising, although it is not just my style.

DeWolfe & Lamont's ad. is good enough—having just one fault. It's too brief. Besides, the people of your town, knowing you well, can infer lots from that ad. which I cannot. Your little ad. is much better than some big ones, but you can afford to spread out a bit. Tell the people more in print.

These grocers who have not forwarded samples of their advertising may enliven the next talk considerably by doing so. Be not afraid! Send 'em in.

**TRADE NOTES.**

John Roos, tobacconist, of Ottawa, is dead.

Bean & Morrison, confectioners, Fernie, B.C., have sold out.

Chas. E. Hillyer, confectioner, etc., Toronto, has sold to F. Heal.

T. Beck has started a cigar and confectionery business in Fernie.

Mackay & Currie, general merchants, Salmon Arm, B.C., have dissolved.

Will Ashworth, the Ontario representative for the N. K. Fairbanks Co., was in London this week pressing the merits of Gold Dust upon the notice of the trade. They have a new soap called Sunny Monday, which Mr. Ashworth is very enthusiastic about.

Thos. Wood & Co., importers of "Boston Coffees," have divided their western Canada field, a step necessitated by their increasing business. E. J. Clark, who was formerly responsible for the whole ground, has been given the territory of Winnipeg and Manitoba, while R. S. Cook has been appointed to Saskatchewan and Alberta.

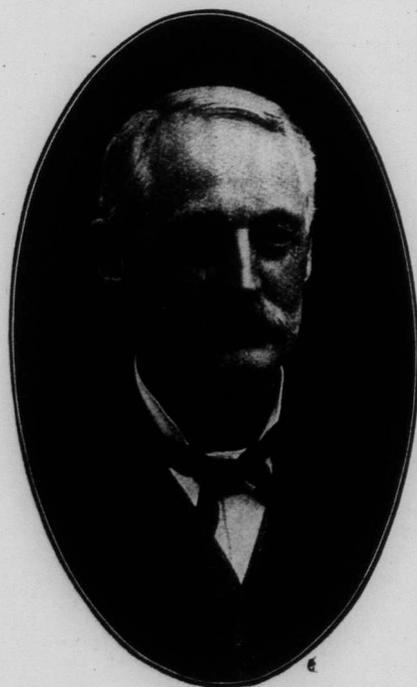
Bernard & Co., Yokohama, Japan, and Detroit, Mich., have just sent to join their staff in Japan Leonard Sherman, formerly with Hunt & Co., of Japan. He sailed from Vancouver by the Empress of Japan on the 16th inst., and visited a number of Canadian and American cities on his way to the coast. C. M. Bernard, the principal of the firm, has just completed his 32nd year as a shipper of Japan tea.

**BUSINESS MEN IN PUBLIC LIFE**

No. 18

Samuel Sreaton, London.

That Samuel Sreaton, head of the well-known London wholesale grocery firm of Edward Adams & Co., has not advanced further in public life than he has is due to the fact that his private business affairs take up so much of his time that he has no particular taste for public office. His splendid executive abilities are, however, well known to the citizens of London, and had he so cared he might long ago have been a



SAMUEL SREATON, LONDON.

far more conspicuous figure in public affairs than he is to-day. When, five years ago, a vacancy occurred, through death, on the Board of Trustees of Victoria Hospital, Mr. Sreaton was prevailed upon by the city council to accept the position, solely because of the interest he has for years taken in that home of the sick. He was at once chosen chairman of the board—a position he has ever since held. Twice has he been unanimously elected to the board by the citizens—no mean honor in a city where election contests are taken so seriously as they are in London. Mr. Sreaton's parents were amongst the earliest settlers in what is now the Forest City, and Samuel, who was one of a numerous family, was born here fifty-six years ago. He received his education in the old union school in that city. Thirty-five years ago he entered the employ of Edward Adams & Co.,

the oldest grocery firm in Ontario, if not in Canada, having been established in 1837, and that he has risen to be the head of so important a firm is evidence enough of his superior business capacity and sterling integrity. It is such men as Mr. Sreaton who are the backbone of Canadian business life.

**JAPAN RICE MARKET.**

**Higher Duty Proposed—Guilds Opposing—Present Crop.**

By Alex. MacLean, Canadian Commercial Agent.

It is proposed at the present session of the Japanese Parliament, to increase the tariff upon cleaned rice from the general duty of 32 cents to 50 cents per 133 pounds. Japan, besides being a large producer and exporter of rice, is also a large importer. The Japanese farmer sells the rice of his own growing, which is of high quality and commands a high price, and buys the imported article because it is cheaper.

Prior to ten years ago the bulk of rice was imported uncleaned. Since that time the uncleaned importation has fallen away to 4 per cent. last year. The cause if this change is alleged to be that the profit realized by the trade, upon the cleaned, was about 8 cents per 133 pounds more than upon the uncleaned, or "paddy." This proposed increase of duty has a protectionist aspect. The idea is that it will build up the rice-milling industry without increasing the cost of this staple article of food to the Japanese consumer.

At Kobe, the chief rice trading centre, the Imported Rice Dealers' Guild are taking steps to oppose the measure to the utmost, and to that end are inviting the support of the associated guilds. The argument in substance is that the preference for cleaned or hulled rice is a long continued and natural development of trade; that the increase of duty will not create a trade preference for the unhulled product, and will therefore advance the cost of food to the masses.

As affecting the present rice market and the early outlook, much speculation is said to be going on, amongst those who are interested, on account of the anticipated scarcity of supply this year owing to the small quantity of stock which is supposed to have been carried over from last year. Experience during ten years past tends to show that the supply would invariably increase in the year following that in which a smaller supply was available. Last year's supply did not exceed 40 million koku, therefore it is believed that only a small stock has been carried over to this year. Unless, therefore, this year's crops turn out exceptionally good there would be a great increase in the importation of foreign rice. According to official returns the production of rice for 1906 is put at 46 million koku, which is a little more than the normal output, whereas private investigations agree in estimating it at far below the average harvest. At any rate, the general belief appears to exist that a large amount of foreign rice will be imported this year. The quotations for forward delivery have now risen to \$8.50 per koku (nearly 5 bush.) and brisk speculation is going on.

## THE GREAT PROBLEM IN AMERICAN LIFE

By Prof. J. G. Schurman, an eminent Canadian, now head of Cornell University.

The regulation of consolidated and incorporated capital is likely to be the problem of American politics for the next few decades. No thoughtful man acquainted with the lessons of human history can survey the prospect which stretches before us without deep anxiety. It took a great civil war, extending over four years, with a sacrifice of hundreds of thousands of lives and an expenditure of millions of money, to dispose of the constitutional issue on which American political parties formerly divided.

Now that the contest of our parties is waged over economic questions with corporations indeed in the foreground but with the demand for a more equal distribution of worldly goods in the distance and the spectre of socialism hovering just beyond the horizon—what eye but the eye of omniscience can divine whither and to what we are drifting.

Yet we cannot idly fold our hands or like cowards retreat. Whether we will or not we must face and solve the politico-economic problems which the *Zeitgeist* has thrust upon us. But everything depends on the way in which we attempt the task and the spirit in which we go about it. The safety of states lies in the wisdom, the justice, the moderation, and the civic righteousness of their citizens. If these fail us, the doom of our Republic is written in the history of Rome.

In all the vast and varied panorama of the history of mankind I know nothing so full of interest and instruction for this generation of American people as the later days of the Roman Republic—the century of the Gracchi, of Marius and Sulla, of Crassus and Cato, of Pompey and Julius Caesar.

When the older Gracchus appeared on the scene Rome was still a republic which had undergone transformation from the earlier city-state, with its centuries of courage, civic virtue, and great achievement. Rome had become a world power and was bearing the responsibilities and the burdens of empire.

Her population was no longer a race of farmers, her citizens left the soil and crowded into the cities. The blood of the native stock had become diluted with a foreign strain. The State itself was distracted by a contest between the popular Comitia and a senatorial oligarchy in which each claimed and strove to secure supreme sovereignty.

Unhappily for Rome, a self-constituted savior of society appeared who had eyes to see that the times were out of joint and conceit to believe that he was born to set them right. He was a man of impulsive temperament, who brooked no opposition to his will, and who could not even appreciate a sincere difference of opinion in an honest opponent.

Vain, self-confident, reckless, autocratic, he was also thoroughly honest and deeply persuaded of his own good intentions. And, as fate would have it, he possessed the gift of eloquent speech.

This man, who thought himself foreordained by the gods to be the regenerator of Rome, was Tiberius Gracchus. He was, says the historian:

"One of the most striking instances in history of the amount of evil that can be brought about by a thoroughly honest and well-meaning man, who is so entirely convinced of the righteousness of his own intentions and the wisdom of his own measures, that he is driven to regard any one who strives to hinder him as not only foolish but morally wicked.

"The type of exalted doctrinaire who exclaims that any constitutional check that hinders his plans must be swept away without further inquiry, that every political opponent is a bad man who must be crushed, has been known in many lands and ages, from ancient Greece down to the France of the Revolution."

Tiberius was the champion of the small producers who had been driven out of business by the great capitalists. He insisted on taking away from the capitalists, without compensation, the lands they had held without question from 70 to 200 years, and distributing them among the petty farmers.

His reforms resulted in riot and massacre, in which the reformer himself miserably perished. But his policy of confiscation without compensation launched the State upon a century of civil war and ruthless proscription, which ended in the overthrow of the republic and the soulless despotism of the Caesars.

Thus ended the first historic attempt of political parties to solve great economic problems. Yet Tiberius Gracchus is not to be blamed for recognizing and facing those problems. The agrarian question, involving the proper relations of the small cultivators and the big capitalists, had to be fought out in the Rome of that day as the relations of public service corporations to consumers and the public must be settled here and now.

The historical results would have been entirely different had not Tiberius Gracchus lacked a just sense of reality, a knowledge of business, and a perception of the dominance of natural law in the sequence of economic phenomena and had he not injected into a grave and complex question of Roman politics a personality of boundless self-confidence and autocracy, equally impatient of opposition and incapable of judicial investigation and consideration.

## CANADIANS INVITED.

Organization of the retail grocery trade is being prosecuted vigorously in the United States. The latest extension effort announced is the formation of a state association in Vermont this month. In a letter to *The Canadian Grocer*, editor Elisha Winter, organizer, writ-

ing for the president and secretary of the Burlington, Vt., Retail Grocers and Provision Dealers Association, said:—

"I was reading your editorial in last week's issue on the topic of a distinct grocers' association and organization in Canada, and we would like to have you extend a cordial invitation to all our Canadian brethren, who may be so inclined, to attend our convention. I shall feel grateful for the addresses of any of our brethren in Canada who are disposed to attend."

Mr. Winter's address is the Van Ness House, Burlington. It would give the organization movement in Canada a great boost if a number of prominent Canadian grocers would attend the Burlington convention.

In a circular calling the convention, the promoters say:

"The State of Vermont has never been represented at any of the past annual gatherings of our National Association, which now has the affiliation of 38 states, representing 75,000 merchants, including Maine, New Hampshire and Massachusetts.

"Of the three links—national, state and local—constituting the chain, each bears an important part; identification with each is necessary for securing complete results. Fifteen state garnishment laws have been passed in the last five years, in as many states. The recent enactment of a national food law should at once receive the intelligent co-operation of the merchants of Vermont. The parcels post legislation has been killed in our National Congress, but this outrageous attempt to assassinate the 250,000 merchants of the United States for the benefit of catalogue houses is still a threatening danger to the future."

## RAPID TRANSIT (?).

Todhunter, Mitchell & Co., Toronto, shipped a car of goods to Calgary January 5th. They received advice that car had passed North Bay on Saturday, April 6th.

## GETTING AFTER THE SOAP TRUST

W. H. Lever, M.P., speaking some days ago at the annual meeting of Messrs. Lever Brothers, at Port Sunlight, Birkenhead, said that great difficulties had been experienced owing to the rise in the price of raw material, but declared that, notwithstanding this fact, he had every reason to congratulate the shareholders.

This heavy cost of raw material and the increasingly keen competition had made a working arrangement necessary amongst soap-makers in order to effect economies.

They had met with attacks from a section of the press, and they had issued writs against the *Daily Mail* and its associated newspapers. He looked forward with confidence to the result of this appeal to a jury.

**OTTAWA RETAIL GROCERS  
IN ANNUAL MEETING**

**F. W. Forde Elected President for Fourth Term—Secretary H. C. Ellis Retires  
After Seven Years' Efficient Service.**

The annual meeting of the Ottawa Retail Grocers' Association was held in their cosy rooms at Royal Albert Hall on Wednesday, the 10th inst., and altogether 'twas as interesting a meeting as the Ottawa grocers have had for



F. W. FORDE, RE-ELECTED PRESIDENT.

some time. Reports from the treasurer and secretary for the past year were received. Election of officers for the ensuing year took place; delegates to the coming convention of the Retail Merchants' Association at Hamilton, July next, were selected; discussion of the early closing question was indulged in, and, in addition, other minor matters in connection with local work were dealt with. A report from Mr. Provost, whose committee were gathering information as to the advisability of holding a pure food show in Ottawa during the week of the Old Boys' Reunion, when it is expected some 10,000 visitors will be in the city, was received.

Secretary Ellis gave a comprehensive report of the past year's work, showing all that had been done, the questions considered and decided, the outings held and the addresses heard by prominent business men during the year. Mention was made of the loss to the association in the deaths of Messrs. Warnock, Bryson and Thomson. The membership, now 56, showed an increase of four over the previous year.

The treasurer, C. J. Provost, came in for a great deal of praise in regard to the manner of handling the finances. His report was an excellent one, and showed a balance on hand, after all accounts were paid, of \$278.22.

The association were interested during the year in assisting with the passing of a by-law regulating the hours of doing business—which came into ef-

fect on the 12th inst.—requiring all grocery stores to close at 6 p.m. on ordinary week days and 9 p.m. Saturdays and on the eve of all public holidays. It may be noted here that nearly all lines of trade in Ottawa are following the initial step of the grocers and adopting the same hours of closing, so that Ottawa may be considered a model city in this respect.

President Forde and Vice-President Booth gave verbal reports, thanking the members and other officers for the assistance given them and expressing pleasure at the success of the association, which was due altogether to the harmonious way they all worked.

The election of officers, which was by ballot, resulted as follows:

President—F. W. Forde (re-elected).  
Vice-presidents—Wm. York and P. Lamoureaux.  
Treasurer—C. J. Provost (re-elected).  
Secretary—A. G. Johnson.



H. C. ELLIS  
Retired from secretaryship after several years of efficient effort.

Executive committee—Alex. Phillips, Jas. Mundy, John Bambrick, Geo. Atkinson, H. C. Ellis.

Auditors—A. Cochrane, Wm. McAlister.

President Forde was elected for the third term; Treasurer Provost for his third term. Secretary Ellis resigned this year after being seven years in office. The association is to be congratulated in securing Mr. Johnson as his successor.

It was remarked by one who knows that this year's officers are as fine a selection as were ever elected. It is to be hoped that the coming year will be a banner one.

The new officers will tender an "At Home" on the next social evening to the members and their friends.

**A CLOSE SHAVE.**

W. H. Stevens, president of the Canada Flour Mills Co., of Chatham, who is stopping in Toronto for a few days, narrowly escaped serious injuries from the sudden collapse of the boarding

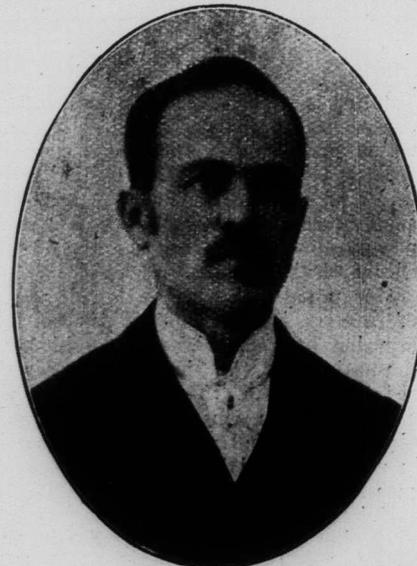
erected by the J. E. Webb Contracting Co. on King St., adjoining the Canadian General Electric building. Several people were passing at the time of the fall, but Mr. Stevens was the only one who failed to escape. He was knocked down into the street, his hat and umbrella broken and smashed, and his overcoat plastered with mud. Several bruises and a severe shaking-up were the extent of his personal injuries, on which he may congratulate himself, for the percentage of those who can boast of having coming through such an experience at all is a small one.

**GOT TO LIKE IT.**

"I've been selling butter for a good many years," said a well known American trader recently, "and have always despised such substitutes as butterine and renovated butter. But I have changed my mind. I took a vacation in Bermuda and found that there oleomargarine was used very largely because it stood the weather better than butter. As a matter of necessity I took to eating the stuff, at first with disgust, but later with better grace. Suddenly I discovered that it was quite as palatable as creamery butter and when I came home I really had almost as much distaste for butter as I had for oleo. Funny, isn't it?"

In a small town in Pennsylvania are two brothers who are engaged in the retail coal business. A noted evangelist visited the town and the elder brother was converted.

For weeks after his conversion he endeavored to persuade his brother to



C. J. PROVOST, RE-ELECTED TREASURER.

join the church. One day he said to him:

"Why can't you, Richard, join the church as I did?"

"It's all right for you to be a member of the church," replied Richard, "but if I join who's going to weigh the coal?"

## RESULTS OF PURE FOOD LAW

Review at end of  
three months' en-  
forcement of new  
Act in the United  
States.

The results of the National Pure Food Law passed by the United States Congress last year, and which came into force on Jan. 1, are, or ought to be, of great interest to everyone associated with the food stuff trade in Canada.

The New York Journal of Commerce, under the heading "Grocers and Food Law," has summarized these results for the first three months of the law's operation as follows:

The National Pure Food Law has been in operation just three full months, and every believer in honest goods sold on honesty in an honest way cannot but feel a sense of gratification in the way it has been met by the producers of foods. With scarcely an exception the manufacturers and dealers in materials used for food consumption have welcomed the law and taken every step to make it effective, not only with themselves, but throughout the trade. It has been evident that no one has the slightest desire to evade the law, so long as he is assured that his competitor will not be permitted to.

The chief difficulty the trade has encountered has been to apply the new order of things to the details of old established business methods. It has been difficult to say just what constituted simple honesty in its bare terms, and even the department officials have encountered more obstacles in the ramifications of the law than they ever anticipated. The avidity with which manufacturers and packers hastened to consult the department in their efforts to conform to the law in its very letter has been one of the most reassuring indications that the new regulations will have back of them an immense measure of public sentiment. Any law backed by a wholesome public opinion cannot fail to be effective. As things stand today, every manufacturer and dealer who has brought himself into conformity with the law has also, out of the sheer jealousies of trade, enlisted himself as an ally of the Bureau of Chemistry and the Agricultural Department to see that everyone lives up to the law as he does.

### Changes Greater than Supposed.

The new law has wrought more changes in the actual composition of food products than is generally supposed. Not that the adulterations and petty deceptions practised in the past were necessarily a menace to the public health, but they were an affront to the public confidence. Few manufacturers would stoop to put into their goods anything they regarded as really harmful, but they would use adulterants and label their products in a way to conceal the

fact. "Pure pepper" was half or two-thirds other stuff ground up with enough real pepper to pass muster and sell with a large profit. Syrups and molasses were quite as palatable and fully as wholesome if adulterated half with glucose. And many other products might be named as showing the general custom that had arisen of cheapening food products by adulteration yet forgetting to state it on the label.

The administrators of the new law have interpreted it in the simplest possible form—sell pure goods or tell the truth on your labels. Between those two alternatives the manufacturer has, with few exceptions, elected to sell pure goods. The declaration of the adulteration on the label injured the sale of such goods with a public which had not heretofore suspected. So the manufacturer and dealer have been willing to stop cheating if only their neighbor would. It has proven conclusively that it was the severity of competition, rather than any innate fraudulent disposition, which led to the abuses of the past.

### Will be a Blessing.

There is a general belief in the trade that the Pure Food Law will be a blessing to the community once its changes are understood and the trade has become adjusted to the new arrangement. For the present, conditions are only gradually coming out of the chaotic state in which they were temporarily plunged. In the future the reputable merchant and manufacturer will be freed from the competition of the unprincipled dealer and blender. The public will be assured of pure and wholesome foods, and the whole commercial structure cleansed of a disease, which was certain to eventually sap its very life.

Broad-minded men in the food trade generally agree that the law has really been a benefit to them in bringing them back to a fidelity toward the consumer they were unable to maintain against the irresistible tide of competition. They had drifted into fraud without realizing it. It has set them thinking, and in many instances has brought them to adopt new ideals which are steps in the line of progress. Take the preservative question. To-day every manufacturer who holds fast to preservative does so only because he feels that he must. Show him that he can produce and keep his goods without benzoate or any similar substance and he will welcome the change. Dr. Wiley says it can be done, and to-day everyone believes that he is right, though they do not all coincide that it can be done to-day.

### Dr. Wiley's Influence.

Then there is the item of Dr. Wiley himself. The Pure Food Law has brought about a harmony of purpose between the theoretical food chemist and the practical manufacturer never existing before or even possible. Dr. Wiley and his assistants understand the food manufacturer and his problems better than ever before, and the manufacturer, instead of hating the Bureau of Chemistry and distrusting it, has come to regard it as an ally in improving the methods of producing and marketing foods. In brief, while the Pure Food Law has caused a great revolution, involving an upheaval of one of the greatest of business factors, it has in three months won for itself a very general commendation from the trade, the manufacturer and the consumer alike.

### THE SPORTSMAN'S PARADISE.

From the New Brunswick Tourist Association comes an illustrated booklet descriptive of the sporting, touring and other possibilities of this Canadian province. The illustrations, which number over a hundred, are taken direct from photographs, and the holiday-seeker who fails to find what he wants among the seemingly inexhaustible variety of pleasures extended to him doesn't deserve a holiday at all. Read this extract:

"The fishermen and hunters will find a living interest in the teeming rivers, lakes and streams, where can be caught the lordly salmon and the speckled trout, and in the forest reaches where the giant moose, the deer, caribou, bear and other animals roam. \* \* \* The state-ly forests, many rivered hills, nestling lakes and velvet-carpeted caribou plains, present to the modern voyager a page from prehistoric days—a veritable dream-land Paradise, whose evergreen vales and teeming waters smile to-day as they did in the time of Cartier and Champlain."

Anybody who wants one of these booklets only need write for one. Address, A. Pauline Scovil, secretary New Brunswick Tourist Association, 85 Prince William St., St. John, N.B., and copy will be sent to him forthwith.

### FOOD TESTING.

The annual report for 1905-1906 of the Department of Inland Revenue, dealing with the adulteration of food, shows that out of a total of 2,095 samples examined, 1,304 were found genuine, 402 doubtful, and 389 adulterated. The latter included 116 samples of pepper, 14 of tincture of ginger, 16 of olive oil, 82 of fruit preserves and 147 of maple syrup. The ratio of adulteration found in the last-mentioned commodity amounted to nearly 50 per cent. of the samples analyzed.

Out of 322 canned meat samples examined and analyzed all but four were found genuine.

**If you want more Business  
from Western Canada;**

- ☞ If you want to establish agencies;
- ☞ If you want to get your goods better known to consumers;
- ☞ If you're introducing a new article and want to get it in the home and the store **quick**;
- ☞ Take a space in

**Western Canada's  
Pure Food Show**

**Winnipeg, July 1-13-07**

- ☞ If you want 60,000 consumers to know your product;
- ☞ If you want housewives from all over the West to try your product;
- ☞ If you're looking for an increase in your trade;
- ☞ Send in your application.

**"It's the Only Way"**

ADDRESS

**W. A. COULSON, Sec'y,**

*Retail Merchants' Assn. of Western Canada,  
53 Scott Block, Winnipeg, Man.*




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from the conception of the idea to the finished job—we are now ready to produce in our **NEW PRINTING DEPARTMENT**

With everything new—  
**NEW MANAGER**—from New York City, full of the ideas and methods of the best printers, advertisers and publishers of the States—  
**NEW PRESSES**—the latest products of the press makers—  
**NEW TYPE**—the best faces selected from the stocks of leading foundries and a  
**NEW RESOLVE**—to make every job a credit to us and to you—we ask for a chance to figure, furnish layouts, dummies, schemes and designs for anything from a letterhead to a catalog—

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**"printing that's different"**  
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**WINNIPEG WHOLESALE SHIPPERS**

An association of the traffic managers connected with the different wholesale houses in Winnipeg was formed last week by G. E. Carpenter, manager of the transportation department of the Winnipeg Jobbers' and Shippers' Association. The object of the association is to bring together the traffic men in the different wholesale houses, for the purpose of discussing matters of interest and systematizing their work. The following were the officers elected:

Hon. president, J. H. Ashdown; first hon. vice-president, A. A. Gilroy; second hon. vice-president, W. Georgeson; president, W. P. Curran; vice-president, T. H. Van Every; secretary, J. T. Peer; treasurer, G. E. Carpenter; executive committee, P. G. Denison, R. J. Salisbury, D. W. Harmer, with the president, vice-president, secretary and treasurer.

Those present were: R. J. Salisbury, representing R. A. Rogers & Co.; A. Cookson, Miller, Morse & Co.; P. G. Denison, J. H. Ashdown & Co.; T. H. Van Every, Marshall & Co.; W. Reynolds, Kemp Mfg. Co.; E. P. Daly, J. Y. Griffin Co.; W. P. Curran, T. Eaton Co., Ltd.; J. D. Clair, Foley, Lock & Larson; R. Bagot, Kilgour, Rimer Co.; R. W. Harmer, Codville, Georgeson Co.; L. Robinson, T. L. Robinson Co.; F. G. Man, McClary Mfg. Co.; J. T. Peer, Dunn Brothers; G. G. Carpenter, Winnipeg Shippers and Jobbers' Association; H. S. K. Drury, president engineer board of railway commission.

**FIRST FRUIT BOAT.**

Reports received in Montreal by the Thomson line are to the effect that the "Bellona," the first direct fruit boat of the season, sailed from Carthage on April 13, to call at Sorrento and Burriana for her cargo of oranges and lemons. She is due in Montreal just as soon as it is possible to get up the river. Exact figures as to her cargo are not obtainable, but she carries in the neighborhood of 30,000 cases from Sorrento, and 4,000 cases from Burriana and Carthage.

The second direct steamer, the "Fremona," is now loading at Messina, and is due to sail this week.

**WOULD IT WORK BOTH WAYS?**

In pursuance of their effort to hold the manufacturer, jobber and retailer in their respective places, says a writer for the grocery trade in a New York paper, the Omaha Retail Grocers' Association announces that it will organize a co-operative wholesale grocery company if the jobbers do not stop selling direct to consumers.

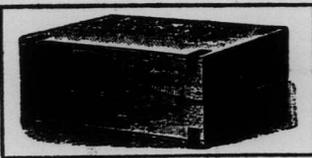
Without attempting to pass on the efficacy of such measures to keep the various factors of trade in their proper channels, or even determining what is the proper channel of each—a matter largely dependent upon circumstances—isn't there in this action a suggestion for retaliatory measures by the jobbers? Think it over a bit?

And in the same way aren't the whole bulk of retail traders practically branches of the jobbing houses that served them? If it be true, as stated so many times by jobbers, that they are carrying large credit accounts of retailers which, if foreclosed, would wipe out of existence the small dealers, why aren't

such stores the retail outlets of the wholesale house which is carrying them? If the Omaha association can

establish a wholesale co-operative establishment, why can't the jobbers meet it by a parallel move?

**Warminton's Clutch Nails**



Used by up-to-date shippers as time and labor savers in the shipping department. Made in several sizes. Order a sample lot.

**J. N. WARMINTON**

43 Scott St., Toronto,

207 St. James St., Montreal.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

**THE OZO CO., LIMITED,  
MONTREAL**

## CEREALS AND CONFECTIONERY

Markets are Firm Owing to Outlook for the Coming Crop but Deliveries are Much Heavier Than a Year Ago.

The backward spring is having its effect on the wheat market since it is regarded as a real menace to the year's western crop. This firmer tone has been communicated to the flour market, and, while there has been no advance in quotations, millers are not disposed to make concessions. There is considerable export business passing. The upward movement of the grain markets is general. Summarizing the situation the New York Journal of Commerce said:

"The past week has been one of active and advancing grain markets, on continued drouth in the southwest and bug damage, to which has been added severe freezing weather. Shorts have been convinced at last of serious damage, and the Government report did not relieve their fears nor encourage their disbelief, as conditions since April 1 have been steadily growing worse. This affects the whole southwestern winter wheat crop, Oklahoma's and Texas's having been severely damaged, the latter nearly destroyed, while winter killing east of the Mississippi has also proved to be quite serious."

Transportation conditions are still serious but are improving slowly. Deliveries from the west are being made a little more freely. One effect of the traffic congestion is shown in the figures showing that the visible supply of wheat in Canada and the States increased last week 1,520,000 bushels, while a year ago it decreased 375,000 bushels. Oats increased last week 254,000 bushels, and last year decreased 858,000 bushels. These heavy deliveries are counteracting the influence of the crop outlook on prices.

### MONTREAL.

FLOUR.—Although prices have not changed, there is a little firmer feeling in flour this week. Wheat has been advancing and as a result there is a possibility of higher figures being asked for the manufactured product. Export business is not very brisk, but local trading is satisfactory.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 80	
Glenora.....	4 00	
Manitoba spring wheat patents.....	4 50	
" strong bakers.....	4 00	
Buckwheat flour.....	2 25	2 30
Five Roses.....	4 60	

ROLLED OATS.—There is little going on in rolled oats. Prices are without change.

Fine oatmeal, bags.....	2 30	2 45
Standard oatmeal, bags.....	2 30	2 45
Granulated.....	2 30	2 45
Gold dust cornmeal, 98 lb bags.....	1 75	
Rolled oats, 90-lb. bags.....	2 15	2 30
" 60-lb. bags.....	1 90	2 05
" bbls.....	4 70	4 85

FEED.—Feed is scarce and high. The demand continues strong without

any prospect of better conditions for buyers.

Ontario bran.....	24 00	25 00
Ontario shorts.....	23 00	24 00
Manitoba shorts.....	23 00	23 50
" bran.....	22 00	23 00
Mouillie, milled.....	24 00	
" straight grained.....	25 00	28 00
Feed flour.....	1 35	1 45

### TORONTO.

FLOUR.—The market is firm in sympathy with the tendency in wheat, but prices are unchanged. Millers report a fair domestic trade with some export business.

Manitoba Wheat.		
60 per cent. patents.....	4 40	4 60
85.....	4 10	
Strong bakers.....	3 80	3 90
Winter Wheat.		
Straight roller.....	3 60	3 70
Patents.....	3 80	4 00
Blended.....	4 00	

### NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

Western Dealers will find it to their benefit to make us offers

SPRAGUE  
CANNING MACHINERY CO.,  
CHICAGO, ILL., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

## Are You Content?

with the flour you are handling?

If not, get a shipment of

## Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

## LEITCH BROS. FLOUR MILLS

Oak Lake, Man., Canada

## Keep Posted on Sugar

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

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

## BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

BODE GUM CO., 30 St. George Street, MONTREAL

## GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL

BOLTON, ONT.

## DON'T TAKE CHANCES

Since you can stock our famous

## ROLLED OATS

thereby assuring a reasonable profit and a lasting reputation, shouldn't you do so?

THE WOODSTOCK CEREAL CO., Ltd., Woodstock, Ont.

**CEREALS**—There are no changes in prices of oat or wheat products to report this week. Business continues fair and prices are firm.

Roller wheat in barrels, 100 lbs.....	2 40	2 50
Roller oats, in wood, per bbl.....	4 50	4 74
"    "    in bags, per bag 90 lbs.....	2 25	2 62
Oatmeal, standard and granulated, per bbl.....	5 00	5 50
"    "    in bags 98 lbs.....	4 02	2 00

**CEREAL NOTES.**

The C.P.R. has constructed a large refrigerator warehouse at Liverpool in connection with its Atlantic steamers.

# MAPLE SYRUP

Packed by  
Canada Maple Exchange  
**SMALL'S SELECTED**

By experts has been given first place world over. It is oldest registered brand in British Empire and highest priced brand in the world. Scientifically packed in kiln-dry cases, each tin wrapped in tissue. Fourteen years to all climates without complaint. Will you experiment with new brands?

ALL JOBBERS

**SMALL'S CREMO FROSTING** should be in every shop.

Canada Maple Exchange  
Montreal



The C.P.R. elevator D at Fort William, the working house of which was last fall completely destroyed by fire for the second time, is to be entirely remodelled. When finished it will have a capacity of 200 cars per day, as against only 75 previous to its destruction. It has a capacity of three million bushels and is the largest single storage elevator house in the world.

**FOOD DECORATION.**

**Possibilities of the Use of Coal Tar Dyes in Foods and Confections.**

A writer in an American exchange grew facetious thinking about the use of coal tar colors in foods and relieved himself in this fashion:

"It doesn't always follow that coal tar dyes are poisonous and unfit for use," said a prominent food druggist the other day. "In fact, I would rather take some coal tar dyes into my system than some vegetable dyes. Nor does the Government condemn all coal tar dyes in food. It is true that some are highly poisonous and ought to be eliminated, but if manufacturers would take care in their selections and consult the Government, there would be a lot of trouble avoided."

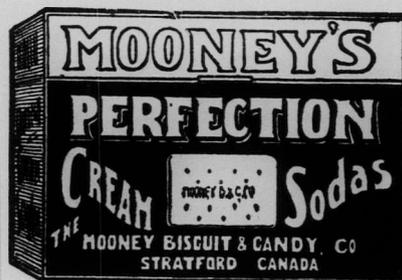
And now humanity finds itself threatened by a new physiological horror—the kaleidoscopic interior. The Pure Food Commission of Illinois has come out with a tacit endorsement of aniline dyes in food products, on the ground that whereas these colorings may once have been deleterious, they are now made by improved processes and are quite harmless.

Bad as the suggestion may be in itself, it becomes startling when one notes the suggestion in the association bulletin that "the popular prejudice is partly due to the fact that coal tar colors give to wool a fast color, and to the notion that this color in the food would

THERE ARE OTHER BISCUITS  
ALMOST AS GOOD AS

## Perfection Cream Sodas

but none quite as good. There are manufacturers who certainly bake splendid biscuits, but they do not seem to be able to bake biscuits with the same lasting qualities as



The goodness of our biscuits is not fleeting. It stays right with them. That's what lifts

## Mooney's Perfection Cream Sodas

out of the really good class into a class by themselves.

**THE Mooney Biscuit & Candy Company, LIMITED.**

Stratford, - Canada

# EPPS'S GRATEFUL COMFORTING

IN 1/4-LB. LABELLED TINS. 14-LB. BOXES

Special Agents for the entire Dominion, C. E. COLSON & SON, Montreal  
in Nova Scotia, E. D. ADAMS, Halifax. In Manitoba, BUCHANAN & GORDON, Winnipeg

## THE MOST NUTRITIOUS COCOA

### TEST

# McLAUCHLAN'S CREAM SODA BISCUITS

AT OUR EXPENSE

McLauchlan & Sons Co., Limited, - Owen Sound, Ont.

AFTER SIXTY YEARS

A New Form of  
**COX'S GELATINE**  
is



## COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

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

have similar effect upon the digestive organs." Then the commission argues that this would not be deleterious to health.

We have heard about "pink pills for pale people" and such things, but when it comes to bracing the fad of interior mural decorations for the human system, there is something in it a bit uncanny. Just imagine the mental agonies of an artistic temperament, which suddenly realized that a blonde complexion outside has by some strange twist of cuisine become associated with a brunette complexion on its interior, or that a bright and gaudy yellow liver was inflicting itself upon a nature mild and conservatively Quaker-like in other

organic functions. Would a pale blue kidney work harmoniously in the same organism with a dark brown stomach? And would it be possible for a yellow journalist like Mr. Heart to tone down his proclivities by eating food carefully and scientifically dyed with grey or green admixtures? Just imagine the horrible consequences if an orange diet should chance to encounter a green aniline colored breakfast on March 17. And surely the artist would preforce be obliged to confine himself to foods whose harmony lay entirely along chromatic lines rather than in edible and nutritious considerations. Thank goodness Illinois stands alone in approving aniline dyes for food.

lic-spirited citizens of the town, he will no doubt receive a liberal share of patronage.

\* \* \*

A further indication of the development and growth commercially, as well as industrially, of Sydney is furnished by the fact that another Ontario concern has opened a branch in that city. This firm is the Fowler Canadian Company, Ltd., of Hamilton, Ont., dealers in beef, pork, butter and cheese. W. P. Ryan, the firm's representative, has been in Sydney for several days looking over the ground, and he is very favorably impressed with the commercial possibilities of Sydney. The Fowler Company operates its own refrigerator cars, and for the present will carry fresh beef and pork to Sydney by the earload once a week, or oftener, distributing the same to the trade. Later on it is not unlikely that the company may establish a warehouse in Sydney, from which the surrounding districts will be supplied.

### FOOD STUFF TRADE NEWS OF THE ATLANTIC PROVINCE

(Special correspondence of The Canadian Grocer.)

Halifax, N.S., April 16.

The Maritime grocery markets appear very steady and there is little change in the price list. All lines appear very firm, particularly beef, pork and dried fruits. With the increased receipts of eggs the price drops, and they are now quoted at 20 cents by the case. A further decrease is looked for. The receipts of butter show little change, though it was hoped that with the fine weather approaching the price would ease off a little. The best creamery is scarce at 28 cents, while dairy rolls of poor quality sell for 24 cents. Small tubs of fresh butter find ready sale at 26 cents.

Fish.—Lobsters are very scarce, the price is high and the demand good. The stormy weather has greatly interfered with the catch at all points, and the fishermen hold out for high figures. At Main-a-Dieu, C.B., the fishermen will be paid \$3.75 per cwt. for medium-sized and nine cents each for lobsters over ten inches long, and the same prices will be paid to the fishermen at Louisburg. At Tourehu the fishermen will receive \$3.75 per cwt. for lobsters, without any distinction as to size. With such high prices, if the catch is up to the average season, the fishermen will reap a harvest.

\* \* \*

Captain J. M. Allen, proprietor of James Scott & Co.'s retail grocery, met with a serious accident last week by falling and fracturing three of his ribs. He will be confined to his residence for some time.

\* \* \*

The estate of the late John Cronan, wholesale grocer, of this city, has been settled in the probate court. The total value of the estate was \$83,462.30. The members of his family are the principal beneficiaries under the will.

\* \* \*

William J. Forristall, commercial traveler, has purchased the retail gro-

cery business on Birmingham street which was successfully conducted by his brother, R. T. Forristall, for many years.

\* \* \*

A. T. Weldon, the hard-working secretary of the Halifax Board of Trade, has tendered his resignation, which has been accepted. He has accepted the position of general sales agent of the Port Hood, Richmond Railway and Coal Company. Much of the credit for the present splendid standing, work and membership of the board of trade is due to Mr. Weldon's energy, and his courtesy to all, and his efforts to make Halifax well and favorably known everywhere and to all, will strengthen the regret of the general public for his retirement from what may almost be looked upon as a public office.

\* \* \*

The Atlantic Fish Co. have secured property at Upper Port La Tour, and intend building a wharf and buildings to carry on a large fish business. Port La Tour is one of the finest harbors on the south shore for fishing.

\* \* \*

The steamer Norfolk has been chartered to bring a cargo of salt from Trapani to Halifax.

\* \* \*

Apple shipments from Nova Scotia are about over for the season. A Furness line steamer sailed from here last week with 6,000 barrels for the London market. F. H. Willett, of Tupperville, has shipped a carload to St. John, and this will be about the last shipment from the valley until the new crop comes round.

\* \* \*

L. C. Mulhall & Co. have purchased the grocery business of H. W. Baker at Middleton. The new firm is stocking the store with first-class goods, and as Mr. Mulhall is one of the most pub-

### THE BAND OF HOPE.

Tom Ratchford, George Musgrave, J. J. Dooley, Councillor Luke Day, James Cogan, John Batherson and Conductor Sandy Watson consumed all of one day and a considerable portion of the evening in a desperate endeavor to establish a new record for smelt fishing. They returned in the gloaming, and, apparently, were not on speaking terms. Mr. Ratchford, on being pressed for an explanation, said that the smelt fishing this year is the worst he ever experienced and that his feelings on the subject of the expedition were unfit for publication. Later it transpired that towards nightfall no less than two fish had actually been hooked, but no one of the party possessing the requisite amount of strength to land them, the pursuit had been reluctantly abandoned and the fishermen returned home.

### NOTES.

E. Stone, confectioner, of Emerson, has been burnt out.

Maybee & Campbell, confectioners, Calgary, have dissolved.

N. J. Rothwell, tobaccos, etc., Montreal, has sold to Mrs J. Schleifer.

Hollinshead & Milne, bakers and confectioners, High River, have sold out.

N. F. Geschert, tobacco merchant, Winnipeg, has sold to G. F. Stableford.

S. Stahl, baker and confectioner, of Haileybury, is advertising his business for sale.

C. A. McCormick & Co., bakers and confectioners, of Minnedosa, have sold to J. D. Forsyth & Co.

McKillop & Campbell, confectioners, of Edmonton, have dissolved. J. A. Campbell will continue the business.

SEND IN YOUR ORDERS EARLY FOR

# LEA and PERRINS' SAUCE



THE ONLY ORIGINAL AND GENUINE WORCESTERSHIRE  
"70 YEARS REPUTATION BEHIND IT" NO STOCK COMPLETE WITHOUT IT!

J. M. DOUGLAS & CO., (Est. 1857) Canadian Agents MONTREAL

## THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the Baking, and with good profits in retailing.

This is the standard maintained in

## PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century Milling.

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED



Mills at  
WINNIPEG, GODERICH and BRANDON

Toronto Office

Long Distance Phone Main 8060

Phone in your Orders at our expense.

## Particular People Like Our Flour

They like it because it's made from the best wheat grown in Canada's best wheat growing district. If you can take care of the particular trade, the other trade can take care of itself. Take care of it with our brands.

"Premier Hungarian"  
"White Rose" and  
"Royal Patent" Brands

Put up in 24½-lb. and 49-lb. Sacks specially for the Grocery Trade.

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED  
BRANDON, MAN.

Agent Quebec and Maritime Provinces  
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL  
Agent Province of Ontario  
ALEX. BUTLER, Board of Trade Building, TORONTO  
Agent Alberta and British Columbia  
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.



## A Surety of Success

When you stock

## Nicholson's Mince Meat

you practically take out a policy assuring success.

We also recommend

N. & B. Jelly Powder, N. & B. Icing Powder, N. & B. Pudding, N. & B. Veri-quick Tapioca, Brook's Bird Seed, etc.

NICHOLSON & BROCK, 9 Jarvis St., Toronto, Ont.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



LAMONT, CORLISS & CO., Sole Importers  
27 COMMON ST., MONTREAL

Visiting Grocers and Merchants  
to the  
**Exhibition of Groceries**  
at the Arena  
**MONTREAL**  
APRIL 17th-29th

will find

**Cailler's**  
GENUINE  
**SWISS MILK  
CHOCOLATE**

(Produced in 4kg)

an interesting and valuable exhibit—  
Opposite Main Entrance.

Try sample—Attendants will be  
pleased to furnish particulars.

General Agent for Canada  
**William H. Dunn, - MONTREAL**  
394-396 St. Paul Street

# COWAN'S COCOA

Maple Leaf Label Our Trade Mark

**Cowan's Chocolate,  
Cake Icings,  
Cream Bars, and  
Cowan's famous Milk  
Chocolate**

are absolutely pure goods

**THE COWAN CO., LIMITED**  
**TORONTO**

CANADA: No better Country

 MOTT'S: No better Chocolate

A guarantee is not  
necessary with

**Mott's  
Chocolate**

"Diamond" and  
"Elite" brands

are so thoroughly well  
known as the finest in  
their line that merchants  
do not switch to other  
brands—The best tried  
suits them—

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

SELLING AGENTS:

J. A. Taylor Montreal  
R. S. McIndoe Toronto  
Jos. E. Huxley Winnipeg  
Arthur Nelson Vancouver

Write for

Free Tasting Samples

**LUCERNA**  
Swiss Milk  
**CHOCOLATE**

No Grocer, Druggist, or Confectioner should be  
without this most profitable and delicious  
confection.

Prices on application to the general agents for  
Ontario

**MacLaren Imperial Cheese Co.**  
**TORONTO**

Dominion Agents:  
**JOHN BEARNS, LTD.**  
Winnipeg, Man.

### DID YOU EVER NOTICE

that customers who are the best pay, who look you in the face with that frank, honest look are those who buy

## Tillson's Pan-Dried Oats

And why? Because it is a food, not a fad—the honest, simple food that develops the muscle, hardens the bone, and evolves the healthy brain and mind.

There are oats and oats, but no such oats as "Pan Dried," because the Tillson process entirely eliminates the hulls and gives them that delicious "toasty" flavor which all others lack. Try a package and judge for yourself.

### WHEN YOU SELL PAN-DRIED OATS

you are giving your customer honest value—ten cents worth of food.

### WHEN YOU BUY PAN-DRIED OATS

you get the same honest value—nothing more. Your profit is a good one, sure and invariable. No free goods, no schemes nor other fakes to force you to load up with a larger quantity of perishable goods than you can sell.

### AS A CANADIAN GROCER,

which is best? To buy Pan Dried Oats on a straight business basis, and support an old established Canadian Industry, owned by Canadians, and operated with Canadian capital, or to buy "fads" on the something-for-nothing plan, made, you know not by whom or where?

The Tillson Co. manufacture all kinds of Cereals, Pot and Pearl Barley, Split Peas, Rolled Wheat, Rolled Oats, etc. Five-bag, or case lots, are shipped direct from factory and freight prepaid to any station in Ontario east of Windsor and south of North Bay.

Ask your jobber to quote Tillson's goods, or if he cannot do so, write to the factory,

## THE TILLSON CO., Limited, TILLSONBURG, ONT.

OR TO THE SELLING AGENTS IN TORONTO

### MacLAREN IMPERIAL CHEESE COMPANY, Limited



# FRUITS, VEGETABLES AND FISH

Lemons Still on the Advance—Florida Vegetables Delayed by Drought—Heavy Damage by California Floods — The Montreal Steamers.

The severe drought recently experienced in Florida has made all vegetables from this district scarce and high. Florida tomatoes, however, are being received in heavy quantities and are of beautiful quality. Reports from California state that the Sacramento River flood has damaged the asparagus crop to such an extent that the total yield will scarcely exceed twenty per cent. of last year's supply and will not amount to more than ten per cent. of what was anticipated. One of the largest growers and independent packers on the coast writes: "The delta of the Sacramento and San Joaquin is one solid body of water, extending from Sacramento to Stockton, and from the hills on the east to the hills on the west of the delta, an area of some forty to fifty miles long and twenty to thirty miles wide."

Florida tomatoes are strong and there is no decline in price, f.o.b., owing to the short crop. Texas tomatoes will begin to move about the 15th of May. The cold weather has stimulated the demand for onions, and a brisk trade has been done in all lines during the past few days. It has been a record season for old cabbage, and there is still a brisk movement for remaining stock.

The lemon market is steadily rising and an easier movement is not looked for until the arrival of the first Montreal steamer. The "Fremona" did not leave Messina until the 15th, five days later than was expected. The cargo included 45,000 boxes of lemons, this being some 10,000 boxes short of what it was originally stated to be. This is accounted for by the fact that some of the shippers who had reserved space found later that they had no November cut lemons, while others had not so large a quantity as they had anticipated. It is now practically certain that the "Fremona" will be the only steamer Montreal will get for the May lemon sales. Her cargo should be unshipped and ready for market by May 15th. The "Bellona," the second steamer, left Sorrento on the 8th with a cargo consisting chiefly of oranges. The fact that she will complete her cargo at Burriana, in Spain, being unable to make up her complement in Sicily, invites the inference that she will be the only orange boat for Montreal, unless some tramp steamer arrives later in the season.

A feature of the grape fruit season now closing has been the comparatively light receipts of California stock. The Florida supply, on the other hand, has been unusually heavy.

Five hundred cases of Valencia oranges were sold at auction in Montreal Monday. Prices ranged between

\$2.50 and \$3. The fruit was damaged stock.

## MONTREAL.

GREEN FRUITS.—Cold weather prevents the transaction of any considerable business in fruits. Bananas are more plentiful this week and better prices are quoted. Lemons are scarce and prices have an advancing tendency, being higher this week. Oranges are firm, supplies being but moderate. Pineapples, while not arriving freely at the moment, will be obtainable in greater quantities shortly, when prices will be easier. Apples are steady under fair demand.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 75	2 00
" jumbos	2 00	2 25
Cocoanuts, per bag	3 50	4 00
Pineapple, crate	5 50	5 70
Apples, bbl	3 00	3 00
Lemons	2 25	3 25
Mexican oranges, box	2 65	2 75
California oranges, few navels	3 50	3 85
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	2 65	2 65
Florida oranges, box	5 00	5 00
Valencia oranges, case	3 10	4 50
New figs, per lb	0 08	0 12
Cranberries, Cape Cod, per bbl	8 00	11 00
" Canadian, bbl	7 50	8 50
" frozen, bbl	4 00	5 00
" Jersey, bbl	7 00	7 00
Florida grape fruit, box	4 50	4 50
Jamaica grape fruit, box	3 00	3 25

VEGETABLES.—Dealers are awaiting warmer weather, which will bring with it an increase in their sales. As it is now, receipts of new vegetables are light and prices are consequently high, limiting trade. Celery is in good demand at figures quoted. Cabbage is plentiful and cheap. Tomatoes are dear but receipts are greater as each week comes along. Cucumbers are unchanged.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	0 60	0 60
Savory, per doz	0 60	0 60
New cabbage, crate	3 00	4 50
Montreal cabbage, per bbl	1 75	2 00
American cabbage, bbl	1 25	1 25
Florida tomatoes, crate	3 50	4 50
Turnips, bag	0 75	0 75
Green beans, basket	0 75	0 75
Water cress, large bunches, per doz	0 75	0 75
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
Celery, per doz	0 25	0 80
Florida celery, case	3 25	3 25
Asparagus, doz. bunches	8 00	8 00
Radi hes, doz	0 65	0 75
Spinach, per bbl	4 00	4 00
Cucumbers, per doz	1 75	2 50
Potatoes, per bag	0 90	1 00
New potatoes, lb	0 06	0 06
" bbl	9 00	9 00
Jersey sweet potatoes, basket	2 25	2 25
Spanish onions, crate	3 00	3 25
Red onions, bbl	4 50	4 50
" bag	1 60	1 75
B ets bag	1 00	1 25
Carrots, bag	1 00	1 10
Mushrooms, lb	0 75	0 75
Horseradish, lb	0 75	0 75
Rhubarb, doz. bunches	1 00	1 25

FISH.—Fish market is dull. Business being transacted does not amount to much and there is little interest taken in the situation. Few price changes are noticeable this week. Haddock is scarce and the price is higher. Shad and fresh halibut are not plentiful, the former being advanced in price. Salmon is scarce. Labrador is 50c. a barrel higher.

Fresh and Frozen Fish		
Haddock, per lb	0 07	0 07
Halibut, express, per lb	0 13	0 13

Are still in the Orange and Lemon deal. Having to arrive this week.

- 3 Cars Extra Fancy Navels
- 2 " Extra Choice Navels
- 2 " Mexican
- 1 Car Half-boxes Ovals
- 2 Cars Lemons
- 3 " Bananas
- 1 Car Florida Celery (Chase's Pack)
- 1 " Florida Tomatoes (Chase's Pack)

Without doubt this is the best pack coming out of Florida.

Also full supplies CABBAGE, New Potatoes, New Vegetables, etc.

Our imports of Lemons and Oranges on direct steamer this year are all St. Nicholas brand.

McWILLIAM

# Mc. AND E.

EVERIST

25-27 Church St., TORONTO



**QUEEN QUALITY PICKLES**  
Sweet—Mixed and Chow  
Bulk Pickles  
Tomato Catsup  
Worcester Sauce

Buy and use the best Pickles.

**TAYLOR & PRINGLE CO., Limited**  
OWEN SOUND

Grass pike, express	0 05	0 07
Mac erel small	"	0 08
Frozen cod	"	0 01
Dore	"	0 08
Smeits	"	0 08
New tomcods, bbl.		1 00
Steak cod, lb.		0 09
Green pike, lb.		0 08
Shadd, each		0 40
Lake trout, lb.		0 10
White fish, lb.		0 07
Smoked and Salred—		
New haddies, boxes, per lb.		0 09
Kippered herring, half boxes		1 10
Smoked herring, per small box		0 10
Yarmouth cloaters, box		1 10
Prepared and dried—		
Skinless cod, 100 lb. cases		5 50
Boneless cod, 20 lb. boxes		0 06
Boneless fish, 20-lb. boxes, bricks		0 05
Boneless fish, 25-lb., boxes, per lb.		0 04
Dry cod in bundles		6 50
Shredded cod, 2 doz., per case		1 80
Oysters—		
Standards, bulk, per imp. gal.		1 50
Standards Imp., qt. tins, sealed		0 40
Oyster pails, pints, per 100		1 00
quarts, "		1 25
Ckled fish—		
No. 1 Labrador herring, per bbl.		5 00
per half bbl.		3 00
No. 1 N.S. herring, half bbls.		2 75
No. 1 S. a trout, bbls.		10 50
No. 1 Sea trout, kegs.		5 75
Labrador salmon in bbls.		12 50
Labrador salmon, half bbls.		6 50
Large green cod, 200 lb. bbls.		8 00
No. 1 green cod, in bbls. of 200 lbs.		6 50
Small, "		4 50
No. 1 Mackerel, pail		1 75
No. 1 green haddock, bbl.		6 00

**TORONTO.**

FRUIT.—Navels continue to run exceptionally large, and the dealers are endeavoring to fix their prices in proportion. Lemons remain very firm under a light supply. Oranges are generally moving somewhat more freely owing to the car shortage having been temporarily relieved. Pineapples continue almost prohibitively high, but a drop is expected very shortly.

Strawberries are slightly easier again, but the stock might be better. Grape

**SHIP TO US**

We pay highest market prices for

**DRIED APPLES**

and wish to do business with you We will be pleased to mail you our weekly quotations. Drop us a card if same is desired.

**THE W. A. GIBB CO.**

Packers and Exporters

7 and 9 Market Street,  
HAMILTON

**DRIED APPLES**

BRIGHT, DRY STOCK  
WANTED

**O. E. ROBINSON & CO.**  
INGERSOLL

ESTABLISHED 1886

**TO THE FISH TRADE**

We solicit your business for Fresh Fish for the Summer months. We are in a position to guarantee regular supplies of choicest

**LAKE AND SEA FISH**

A separate department for this branch of the business is being installed in our new building.

**WHITE & CO., Limited**

Wholesale Fruit, Produce and Fish

**TORONTO**

PHONE  
MAIN 4106

**ECONOMY**

in buying Lemons with a low price and uncertain quality isn't ECONOMY. "ST. NICHOLAS" and "HOMEGUARD" are a uniform high-grade pack.

W. B. STRINGER & CO. - SOLE AGENTS - TORONTO

**ARRIVALS THIS WEEK:**

- 2 Cars Valencia Oranges, ord. 420s, large 420s and 714s.
- 1 Car Navel Oranges, large sizes.
- 2 Cars Palermo Lemons, large cases, 300s.
- Also Strawberries, Spinach, New Cabbage and other Early Vegetables, all at close prices.
- 1 Car Native Onions
- 1 Car Florida Celery.
- 1 Car Florida Tomatoes.

**THE DAWSON COMMISSION CO., Limited, TORONTO**

Cor. West Market and Colborne Sts.

**The Celebrated "GOLDEN ORANGE" brand NAVELS**

Grown and Packed at ARLINGTON HEIGHTS, California

Are in a class by themselves, beyond comparison, delicious and fine as silk, without a doubt THE MOST PERFECT ORANGE GROWN. CAR JUST RECEIVED. Send us your orders.

**HUGH WALKER & SON GUELPH, ONT.**

**We Are Now Offering the Trade:**

Chase & Co.'s Florida Celery, Florida Tomatoes, Florida Grape Fruit, Stewart's Signal and Warrior Brands California Navel Oranges and Lemons

Everybody is pleased with these goods. Give us your orders.

**MONTREAL FRUIT EXCHANGE**

195 MCGILL STREET, - - - MONTREAL

I offer for prompt shipment:

1,000 bags "Bombay" Peanuts  
Cheapest line ever offered.

Prices and samples on application.

**ANDREW WATSON**

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409



A Good Investment

**PEANUT ROASTERS  
and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

EASY TERMS.

Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

The demand grows for our famous

## Jams and Jellies

because of their superiority. The same is true of our palate-pleasing

## Pure Apple Juice

Can you supply the demand?

The Belleville Fruit and Vinegar Co., Ltd.  
Belleville, Ont.

## J. & R. McLEA

Wholesale Fish Dealers  
23 Common St. MONTREAL

No. 1 Lab. Salmon	11.00 ½	5.70
" Labrador Herring		4.50
" Nfld. Herring		4.00
" Gaspe "		3.50
" Green Cod		7.10
" Green Haddock		5.50
" Green Pollock		5.00
Frozen Smelts No. 1	6 ½ a lb.	
" " No. 2,	4c. a lb.	

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

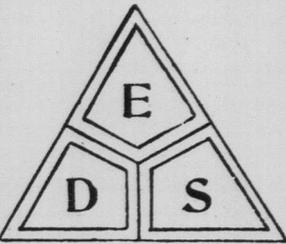
# BASKETS

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

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

The Oakville Basket Co.,  
OAKVILLE ONT.

The man who stocks an inferior brand of Jams and Jellies woos commercial disaster. Unless you stock the



## "E.D.S." BRAND Jams and Jellies

you are stocking inferior goods. Not because I say so; but because government inspectors proclaim the "E.D.S." the best brand of Jams and Jellies manufactured in Canada.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal; Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.; A. & N. Smith, Halifax, N.S.

## E. D. SMITH'S FRUIT FARMS, Winona, Ont.



## Modern Merchandising

demand modern methods. The ALLISON COUPON BOOK is a strictly modern Convenience and Safeguard against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system. See here:

### IF A MAN WANTS CREDIT

or \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by  
THE EBY BLAIN CO., Limited, TORONTO.  
C. O. BEAUCHEMIN & FILS, MONTREAL.  
WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,  
Manufacturers  
Indianapolis, Indiana.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, ¼, ½, ¾ and 1-lb. tins; talls, ½, ¾ and 1

Write for our quotations

## W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

Packers and Exporters of Canned Lobsters  
—Wholesale only

Summer freight rates are now in effect.

# SALT

Fresh English Salt will arrive by first steamship.

All Brands and every grade  
GLAD TO SEND PRICES

## VERRÉT, STEWART & CO. LIMITED

12 Port Street, - - MONTREAL

Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.



The  
Package  
Fish  
That  
Made  
Package  
Fish  
Popular

None genuine without the trade mark

**Atlantic Fish Companies, Limited**  
LUNENBURG, NOVA SCOTIA

A. H. BRITAIN & CO., General Agents for Quebec and Ontario, Board of Trade Building, MONTREAL

# GASPE' SKINLESS CODFISH

We offer to the trade, to close consignments, lot of prime **Gaspe Skinless Codfish** in 100 lb. cases as follows:

**250 Cases well-known CRC brand**  
**100 Cases unbranded**

For quotations and information, apply to

**J. G. BROCK & CO.,**

SELLING AGENTS

**211 Commisioners Street, - - - MONTREAL**

**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, i.e. a word each 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

**BUSINESS CHANCES.**

**JOHN NEW, Real Estate and Business Broker**  
156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

**GROCERY BUSINESSES**—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

**\$11,000 GENERAL BUSINESS**, good country town, eighty cents on invoice. John New.

**\$5,000 HARDWARE**—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

If you want to buy or sell a business, write, John New, Toronto.

**GROCERY Business for Sale**—\$1,300 new stock and fixtures, corner store; growing business; good reasons for selling; this is a snap. Address R. C. Strutt, corner Parliament and Sydenham Streets, Toronto. [16]

**FOR SALE**

**ONE** power Samson's cash railway, run by water or electricity, length, 90 feet, four stations—cost \$350, will sell for \$50. One dried out cutter—cost \$18, will sell for \$10, including fixtures. W. G. Wagoner, Cornwall, Ont.

**SITUATIONS VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

**A MAN** of good address and 10 years' experience in the grocery and crockery business is moving to Victoria, B.C.; would be open for engagement to represent one or more lines in British Columbia; highest references. Address F.B., CANADIAN GROCER, Toronto. [18]

**SPECIALTIES WANTED.**

**NOVELTIES** and specialties wanted by a live agent in Western Ontario, best of references. G. S. Heyward, Chatham.

**MANUFACTURERS' RECEIPTS**

We offer some good receipts to buyers, for several Grocery lines, including **Baking Powder, Self Raising Flour, Jelly Squares and Powders, Custard Powder, Etc.**

Our quotations are interestingly low on

**CALCIUM ACID PHOSPHATE  
PHOSPHORIC ACID  
MALT EXTRACT  
BUTTER FLAVOR  
HARMLESS COLORS**

Write for our price lists.

**CHARLES C. BRYCE & CO.**  
43 and 45 Great Tower Street  
**LONDON, E.C. - - ENGLAND**

fruit is moving out of the market under steady prices.

Oranges—

Nave s, extra fancy, 80's, 96's, 112's, 250's, 288's..	3 00	3 25
120's.....	3 50	3 50
150's.....	3 75	3 75
176's, 200's, 216's.....	4 00	4 25
Navela, extra choice, 80's, 96's, 112's, 250's, 288's.	2 75	3 25
126's.....	3 25	3 50
150's.....	3 50	3 75
176's, 200's, 216's.....	3 90	4 00
Bahamas, 126's.....	2 50	2 50
Mexicans, 96's, 126's, 150's, 250's.....	2 25	2 50
" 150, 176, 200, 216.....	2 50	2 75
Valencias ordinary 40's, per case.....	4 00	4 00
Bloods, 80's, 100's, 150's, 1/2-boxes.....	3 25	3 25
Ovals, 80's, 100's, 150's, 1/2-boxes.....	2 25	2 25
Marmalades, per box.....	2 50	2 50
Jamaicas, per barrel.....	5 00	5 00
Grape fruit, Floridas, 80's, 96's.....	4 00	5 50
48's, 64's.....	4 50	5 50
Lemons, No. 1's 300, 360.....	3 75	3 75
" 2's 300, 360.....	3 25	3 50
Pineapples, Florida and Cuban, 30's and 24's, 36's.....	5 25	6 75
Apples, snows.....	2 00	3 00
Spies, No. 2 and fancy No. 1.....	3 25	4 25
Other varie ies per bbl.....	1 75	3 00
Bananas, Jamaica Brata, per bunch.....	1 75	2 25
Bananas, jambo bunches.....	2 00	2 50
Strawberries, Floridas, per qt.....	0 60	0 60
Louisiana, per pint.....	0 12 1/2	0 15

**VEGETABLES.**—Potatoes this week are somewhat easier, Delawares being quoted as low as 85c. a bag. The demand, however, is not desperate, and the general situation is quiet to unchanged. The recent cold snap has whipped up a revival of interest in the onion market, but it can be only temporary at the best. Florida tomatoes are probably finer than they have been in years, shipments being unusually free from worms, and pack heavy. This week sees the first arrivals of Egyptian and Bermuda onions.

Potatoes, Delawares, per bag.....	0 90	0 95
Ontario.....	0 75	0 80
Sweet potatoes, per hamper.....	2 00	2 25
New potatoes, per bush basket.....	3 00	3 25
Onions, Spanish, per large case.....	3 00	3 25
" " small case.....	1 50	1 50
" Red Globe, per bag.....	1 75	1 85
" Yellow Danvers, per bag of 75 lbs.....	0 15	0 15
" Green onions, per doz.....	0 09	0 09
" Potato, per lb.....	3 24	3 24
" Egyptian, 112-lb. bag.....	3 90	3 90
" Bermuda, per crate.....	3 00	3 25
Cabbage, new Canadian, per case.....	1 75	2 00
" old, per bbl.....	20 00	20 00
Beets, new, per doz bunches.....	0 85	1 00
Carrots, Canadian, per doz bunches.....	0 85	1 00
Lettuce, Canadian leaf, per doz bunches.....	0 40	0 40
" Boston head, per doz.....	1 25	1 35
Radishes, Roseland, per doz.....	0 60	0 60
Cucumbers, hot house, per doz, fancy Boston.....	1 50	2 25
Floridas.....	1 25	1 25
Beans, white, prime, bush.....	1 40	1 40
" hand-picked, bush.....	1 50	1 50
" Lima, per lb.....	0 06	0 06
" green, per bushel.....	4 50	4 50
Peas per bush.....	4 50	4 50
Tomatoes, fancy, per crate.....	4 50	5 00
Tomatoes, Florida, per crate.....	0 25	0 25
Parsley, per doz.....	3 00	3 25
Celery Florida, 4 and 6 doz., per case.....	0 75	0 75
Asparagus, fancy California large, per bunch.....	2 50	2 50
per doz.....	1 00	1 00
Fancy Baltimore spinach, per hamper.....	1 00	1 25
Rhubarb, per doz. bunches.....	1 00	1 25

**FISH.**—Trade in all lines is eminently dull. A few fresh caught Niagara whitefish have been offered, but receipts are spasmodic and uncertain. Trout have almost disappeared, and dealers are only waiting for the arrival of fresh stock to set things going again for the spring and summer trade.

Haddock, fresh caught, per lb.....	0 07	0 08
Whitefish, winter caught, per lb.....	0 08	0 10
Whitefish, fresh caught.....	0 13	0 15
Salmon, dressed silverides, per lb.....	0 12	0 12
Trout, per lb.....	0 10	0 10
Ciscoes, per basket.....	1 30	1 30
Finnan haddie, per lb.—fresh cured.....	0 10	0 10
Oysters, per gal.....	1 80	1 80
Labrador herring, per half bbl.....	3 00	3 00
" bbl.....	4 75	4 75
Smel's, per lb.....	0 08	0 08
Cod fresh caught, per lb.....	0 08	0 08
Halibut.....	0 12	0 15
Yellow pickerel, winter caught, per lb.....	0 07	0 07
Tub ees, per lb.....	0 06	0 06
Shredded cod, per lb.....	0 08	0 08
Shredded c d, per doz.....	0 20	0 20
Wic ders, per lb.....	0 05	0 05
Digby herrings, per bundle.....	0 05	0 05
Blenose cod, per lb.....	0 06	0 06
Halifax fish cake, case.....	3 40	3 40

**PERSONALS**

John Allen, grocer, Hamilton, is dead.  
J. M. Burton, of London, grocer, is dead.

O. R. Stewart, grocer, of Pendennis, has sold out.

John D. Kelly, grocer, of Fairville, N.B., is dead.

M. Boyce, of Boyce & Son, grocers, Quebec, is dead.

J. R. Yost & Son, general store, Milverton, has sold out.

W. C. Shaw, general store, Gesto, has sold to Fred Mitchell.

The Kyle Grocery Co., Vancouver, have sold to R. C. Greig.

Wm. England, grocer, of Crediton, has sold to Josiah Motz.

James B. Guilds, general store, Guilds, has sold to Wm. H. Nevill.

J. W. Cockburn, grocer, of Winnipeg, has sold to J. R. VanNorman.

O. Leonard, grocer, Montreal, has assigned to Alex. Desmarteau.

The assets of Amele Brinette, grocer, etc., of Montreal, have been sold.

Stark Bros., grocers, of North Bay, have assigned to G. B. McConachie.

Luneau & Charbonneau, general store, St. Paul de Chester, have dissolved.

Charles H. Leger, general store, Como, is offering his business for sale.

Judah Arnovitch, general store, Bitle, has assigned to C. H. Newton.

E. A. Killmaster, of Port Rowan, general store, has assigned to F. E. Curtis.

The assets of J. W. Tremblay, general store, Bic, were sold on the 18th inst.

J. H. Fawcett, of Cypress River, general store, is advertising his business for sale.

A. A. Prentice & Co., grocers, of Winnipeg, have been succeeded by R. G. Cuthbert.

Robert Banford, grocer, etc., of Edmonton, has been succeeded by Dyer & Arthur.

Bishop & Freeze, grocers, of Calgary, have dissolved, S. G. Freeze continues the business.

J. & E. H. Young, grocers, of Hamilton, have dissolved. John Young will continue the business.

A. C. Younghusband, of Carp, Quebec, grocer, was burnt out. He carried some insurance.

Lacasse & Faucher, general store, of Lourdes, have dissolved. Business to be continued by Faucher.

Caron & Bernier, general store, Cap St. Ignace, have dissolved. The business will be carried on by Caron.

D. Morin, of Ottawa, grocer, is dead, and the business will henceforth be carried on under the name of Morin Bros.

Now is the Time to Buy

# BALMORAL SCOTCH MARMALADE

Also

## Orange Jelly and Grape Fruit Marmalade

Manufactured from Selected  
Seville Oranges.

Guaranteed  
Absolutely Pure.

**ALL FRESH GOODS**

Every Grocer should carry these in stock.

# J. W. WINDSOR

*Montreal*



### NEW PACK BRUNSWICK BRAND SCALLOPS CLAMS

First orders in have preference.  
Freight prepaid on all ship-  
ments of canned goods. Price  
lists and information on goods  
cheerfully furnished. Wholesale  
trade only.

Yours respectfully,

**Connors Bros., Limited**

**Black's Harbour, N. B.**



Unsweetened

### JERSEY Sterilized CREAM

is pure Milk condensed to the consist-  
ency of cream and thoroughly sterilized.

Nothing is removed from the Milk  
but water and nothing whatever is added  
to it.

**Preserved by Sterilization**

## PURE MILK

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

## GOOD WINDOW DRESSING

Guelph Man in Defence of a Neighbor's Window — Was the Bovril Decision Just? He Asks—We Think it Was.

Here's something we like from Guelph. A grocer advocating the cause of a friend, who, he thinks, should have succeeded better in the Bovril competition. We don't agree with him, but we take pleasure in publishing the letter and a cut of the photograph of the window in question with the picture published recently showing the window that was awarded first prize. "Brother Grocer" asks for the opinions of other grocers. We would be glad to have, and publish, them. This is the letter:

**Was the Bovril Window Dressing Contest Rightly Judged?**

"If you will compare the window which won first prize with the photo which won second, you will wonder really where the superiority of the first prize comes in. The first prize window seems crowded while cut No. 2, although full, yet has an orderly appearance that makes the space seem ample.

The arrangement, somewhat after the style of a stage, shows well from the street. Now, first, what is the aim of a window display?

First, to arrest attention and then hold it till the lesson is taught.

The striking Bovril hoops arrest your attention from a distance, and the general neat and artistic arrangement holds your attention to the finish.

In window dressing a window ought to look artistically careless—that is, as if placed carelessly, yet in perfect harmony. This is shown in cut No. 2.

The tiers of Bovril at the bottom give a solid effect with the lighter top as an artistic finish.

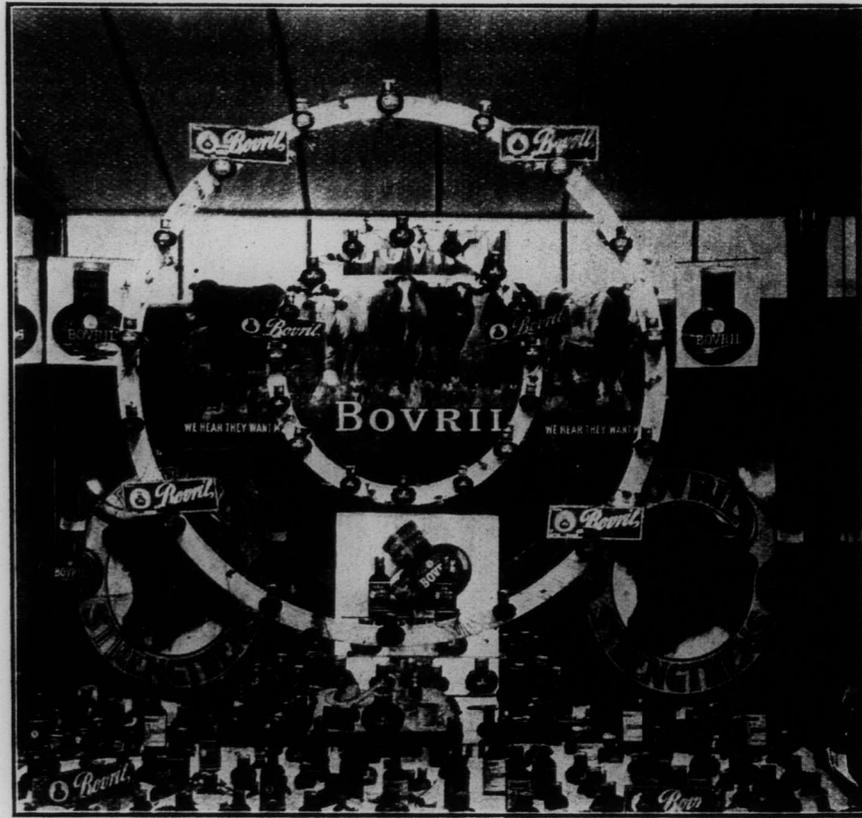
Cut No. 2 was dressed by Robt. Millar, head clerk at Geo. Williams',

The competition is over and past, and everyone is satisfied, only we would like to know the opinions of our readers on this decision."

A BROTHER GROCER.

The Other Side.

We very readily agree that Mr. Millar has made a very attractive display



The Guelph Window.

Guelph, who put in some very pretty trims in the past.

but we agree with the Bovril judges' award. Mr. Hagmeier's white arch, with its wreathing and centre poster, is a highly artistic conception. The photograph does not nearly do it justice.

The idea set forth by the life preservers is immediately patent to the least acute observer; it does not detract from the artistic value of the display, and is one of the brightest ideas in window dressing the writer has ever seen.

The display of Bovril in the window is not large, but it is sufficient and is made to accommodate itself admirably to the rest of the window arrangement.

Another thing, no part of the display stands before, partly hiding, any other part, thereby creating confusion. The big, bold Bovril sign at the front is good. It pleases us, too, that there is in this window no display of the raw product, but that may be merely a matter of taste.

These remarks are not made as comparing these two windows, but are intended simply to indicate the good points of the Hagmeier window. Mr. Millar displays considerable originality and much care in the execution of the design. In the opinion of the writer his window was a first-rate second.



The First Prize Winner—A. Hagmeier, Hespeler.

**THE OLD RELIABLE**

**ROYAL**



**BAKING  
POWDER**

**Absolutely Pure**

**THERE IS NO SUBSTITUTE**

**(Though many imitations)**

**All grocers should carry a full stock of ROYAL BAKING POWDER. It always gives the greatest satisfaction to customers, and in the end yields the larger profit to the dealer.**

## A Grocer's Business Is No Stronger Than His Weakest Line. How's Your Cigar Trade?

The answer determines the extent of your business, in ninety-five cases out of every hundred, and you know it. The man who handles no cigars is in a worse way than the Grocer who handles an inferior brand: Both are out of harmony with the conditions of our age. Since it is necessary to stock cigars, shouldn't you stock my

# PHARAOH and PEBBLE

because of their trade-compelling qualities? The immense superiority of these cigars is generally admitted and has never been disputed.

**PHARAOH** retails for 10 cents; but there are ten thousand smokers in Canada who believe that it is superior to all 15-cent cigars on the market.

**PEBBLE** is easily 10 cents' worth of tobacco goodness and it retails for 5. Send along a test order.

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

**A TOBACCO** nearly as good as **T. & B.** is **not** on the Canadian market to-day. That's certainly a strong reason why you should stock this brand; but when the pipe-lovers of Canada declare so unanimously in favor of

# T. & B.

it certainly explains why so many Grocers refuse to stock any other pipe tobacco.

**T. & B.** smokes well and its fragrance delights the smoker's friends as much as its soothing coolness delights himself.

**T. & B. Sells more than Tobacco.**

**The Geo. E. Tuckett & Son Co., Limited**

**HAMILTON, CANADA**

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## CANADA AND THE WEST INDIES

The Board of Trade Delegates' Report—Splendid Outlook for Increased Trade—Favorable Sentiment Among the Islands.

Jas. D. Allan, at one time president of the Toronto Board of Trade, and at all times one of its most valuable friends and counsellors, Tuesday presented the joint report before the members of that body of the Canadian delegates to the West Indies. The party consisted of A. E. Jones, Halifax; H. B. Schofield, St. John, and Mr. Allan himself. The report dealt in detail with the actual conditions of trade obtaining in the different islands, and towards the end conclusions were drawn and suggestions made as to the possibility of increased trade and more extended reciprocity between Canada and her sister colonies. With regard to the latter the commission is exceedingly optimistic, and the report declares that: "From the expression of friendship and goodwill given utterance to, we were shown plainly that they are desirous of giving Canada the fullest possible share in their trade. In every place, also, we were extended the most unbounded hospitality and shown every social and other attention."

The delegates sailed from Halifax on Feb. 15th, and held the first meeting on their way south at Bermuda; another was held at Demerara, and thereafter at the following points, at all of which the commission was met by representative business men and others of the community, who furnished full details of trade and in other ways supplied much valuable information: Trinidad, Grenada, Barbados, St. Lucia, Dominica, Montserrat, Antigua, Nevis and St. Kitts.

The report deals systematically and concisely with the prevailing conditions in the following branches of trade:—

**Imports**—Flour, biscuits and hard bread, oats, split peas, Canada peas, cheese, butter, bran, hay, confectionery, bacon and hams, beef and pork, dry and pickled fish, condensed milk, oil meal and oil cake, carriages, cordage, boots and shoes, manures and fertilizers, paints and oils, paper, soap, refined sugar and dry goods. The exports—Cocoa, sugar, molasses, lumber, fruits and a number of miscellaneous articles which were exhibited and explained to the commission in Demerara.

### Flour.

With regard to the flour situation the report says: "The use of Canadian flour in the West Indies is becoming gradually more universal, but owing to the fact that goods shipped via New York are credited to the United States in the statistics kept in the West Indies, it is impossible to ascertain how much Canadian flour reaches there. The prejudice against Canadian flour seems to be gradually dying out, but in many cases the theory that our flour will not keep as well as the American is still ad-

hered to. Information on this point, however, was more or less conflicting: the statement being freely made also that whereas some years ago Canadian flour did not stand the climate well, there has of late been a great improvement, and we have been told in several instances that it was equally as good as the American in this respect."

A very large proportion of the consumption is of "Super" grade, and dealers would prefer a somewhat whiter flour than is shipped from Canada at present under this grade. In Trinidad the total quantity imported from the United States is 200,000 barrels, as compared with 9,000 from Canada. Statistics were given of the trade in all the islands, of which Barbadoes and Trinidad were the two largest handlers.

### Oats and Peas.

The whole of the trade in oats and split peas is supplied by Canada, although most of it goes via New York. White oats, packed in bags of 160 lbs., and peas in barrels of 210 lbs., or in bags of the same weight, are what is wanted.

### Cheese.

Canadian cheese is holding its own fairly well. In Demerara its chief competitor is the Gouda, made in Holland, which, though of only equal quality, is preferred owing to being in a shallow box, with partitions between. Canadian cheese put up in ten-pound sizes, packed four the same way, would have a better chance. In Trinidad some complaints were made as to the keep-

# SWEET CAPORAL



# CIGARETTES

STANDARD  
OF THE  
WORLD

Sold by all the Wholesale trade

## CLAY PIPES

Those made by  
**McDOUGALL**  
are peerless. Insist upon  
having them.

**D. McDOUGALL & CO., Glasgow, Scot.**

Firm Established in 1887

### JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 185-8 St. Paul St. Lower Town  
Warehouse: 119 St. Andrew St. Lower Town  
Branch 179 St. Joseph St. St. Roch

We shall receive from different European firms, per Str. direct to Quebec, \$25,000.00 worth of Smokers' Sundries which will be offered for sale at prices defying competition. We shall also receive about 3,000,000 lbs. of leaf tobacco of different well-known brands which are done up in ¼ and ½ lb. packages.

Retailers are cordially invited to call on us before purchasing elsewhere.

## All First-Class Grocers

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer.

ing qualities of Canadian cheese, and in Dominica the United States have more than double the trade of any other country. In Barbados, however, the imports in 1905 were 39,348 lbs. from Canada and 9,239 lbs. from the United States.

**Butter.**

Canadian exports show fair results in the better grades, but in many of the islands the trade calls very largely for a quality which can be sold to the populace at a very low figure. In Demerara and Trinidad this demand is supplied by French butter, which is of a quality and sold at a price with which Canadian butter cannot compete. The French article sells for 22 cents a pound, but by far the greater proportion of the butter is sold by the pennyworth over the counter. The demand for cheap butter among the other islands is filled by oleomargarine from the United States. "Bluenose" butter, shipped from Nova Scotia, is well liked, though considered by some inferior to the Danish.

**Confectionery.**

Very little Canadian confectionery is sold in any of the islands, most of that used coming from Great Britain. It must be specially packed in tins or glass bottles, in weights from one-half pound upwards. There is no reason why Canada should not get her fair share of this trade.

The consumption of bacon is comparatively small, but a large quantity of ham is used, most of which comes from the United States. Out of the total meat trade of Trinidad, which amounts to nearly eight million pounds, Canada supplies only 140,000.

The trade in dry and pickled fish is monopolized wholly by Canada and Newfoundland.

**Condensed Milk.**

Canada supplies only a twenty-seventh part of this commodity, part of which is condensed skimmed milk. Complaints have been made as to its keeping qualities, and some of the importers say that they are unable to get orders filled. The consumption is reported to be increasing rapidly.

**Soap.**

Canadian soap obtained a secure hold on the trade in Demerara several years ago, but has since been almost entirely replaced by English soap. With the notable exception of Antigua, where Canada still has the bulk of the trade, this was found to be the case in most of the other islands.

**Refined Sugar.**

There is a considerable importation of granulated and cubes, coming from the United States almost altogether. With equal prices, buyers would be ready to bring all their supplies from Canada.

**West Indian Preference.**

A memorandum expressing the opinion of the Halifax Board of Trade as to the attitude which Sir Wilfrid Laurier should assume on the subject of the tariff relations of Canada and the West Indies was handed to the Prime Minister on board the Empress of Britain.

The gist of the report was as follows:—

"The Boards of Trade of Montreal, Toronto, St. John and Halifax in February last organized a delegation to the West Indies to discuss trade matters generally and to ascertain in what respects the business between Canada and West Indies is capable of being more fully developed. The gentlemen who went as representatives of the above boards have returned and report a very cordial desire on the part of the merchants in the West Indies to give Canada as large a share of their business as possible.

"Our delegates, in the course of the various discussions which took place, took the opportunity to discuss that inasmuch as Canada had granted to British goods lower rates of duties than those charged to foreign, the British West Indies might adopt the same way, as the application of our British preference had increased our imports from Great Britain and her colonies.

"This idea was on the whole favorably received, though some doubt was expressed that the Home Government might not approve of the principle. It

is felt that if Canadian goods were granted a preference in the British West Indies it would be of very great advantage to this country, and would enable a large trade to be done in agricultural products, such as flour, oats, peas, etc., which are now sent here from the United States."

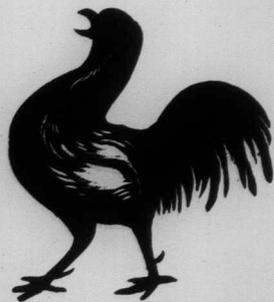
In our next issue we hope to give the report's comments upon some of the exports, together with a few general remarks on the subjects of preference and transportation.

**WITH THE RETAILERS AGAIN.**

A. Irving, for some time past New York manager for the MacLaren Imperial Cheese Co., has bought out the business of W. C. Cork, at 964 Bathurst St., Toronto. Mr. Irving's unusually large experience makes him peculiarly well fitted to score a big success as an independent retailer, and he is fortunate in possessing the additional asset of a thorough knowledge of the requirements and possibilities of a medium-sized store. Eighteen years ago he held his first important position as manager of John Sloan's sample room (at that time Sloan and Crowther) on the corner of Scott and Front. He was with this firm for close upon a dozen years, and left them to accept the position of west-end city traveler for the Salada Tea Co. Six years more saw him installed in Philadelphia as branch manager for the MacLaren Imperial Cheese Co., and within the next two he was promoted to the head office at New York, in full control of almost 1-3 of the American business done by the company. Ill-health, however, compelled him to relinquish this position, but 'tis an ill wind that blows no one any good, and in this instance New York's loss is Toronto's gain, to the extent of a fine new store on Bathurst St. and a human encyclopedia of grocery knowledge inside it.

It isn't safe to be unduly optimistic with regard to other than one's own affairs, but the present opportunity of being handed down to posterity as the genuine article in prophets is too tempting to be resisted, and we have therefore no hesitation in rating Mr. Irving's immediate chances of success as A1.

**WE CAN CROW**



over the quality of the cigars manufactured in our factory. We know they're *THE* goods. Years of experience have made possible the turning out by us of two brands which are world-beaters.

**Royal Sport and Hogen-Mogen Cigars**

have been selling for years, ever in larger quantities. You wonder why? Quality, which is ensured through our buying only *the best raw tobacco*, and employing *only expert workers*.

*Sell these brands to upbuild your tobacco department.*

**THE SHERBROOKE CIGAR CO , - Sherbrooke, Que.**

**DETERIORATION OF TEA.**

A circular from the Salada Tea Co., asking the wholesale and retail trade to return any Salada tea they had in stock for over six months, was shown The Canadian Grocer the other day. A representative asked Mr. Larkin the reason for this. He replied:

"Yes, we are losing the freight, which we prepay, and also the return freight; then we have to empty the cases, open the packages, and sell the returns as bulk tea for whatever prices it will fetch, because of the fact that all tea deteriorates in quality at least one cent per pound in six months, and from two to four cents in the first year. Take a very fine tea, for instance, that costs, let us say, 37c. at auction; this grade, especially in Ceylons, will during the first year lose at least five cents per pound in quality. A tea costing 10d., i.e., 20 cents, will lose about three cents in quality, so that by holding tea one not only loses interest, storage and insurance charges, but it can be fairly estimated that the tea loses in value ten per cent. or over during the first year. During the second year it loses still more, probably 15 per cent., during the third year an equal amount; but after that it does not deteriorate, because, as a rule, it is about as bad as it can be.

"Tea is at its best the day it is fired in the gardens, and although in sealed

lead packets tea keeps very much better than in bulk, still it does not retain its original flavor. The trouble lies in the fact that the flavor of tea is contained in an essential oil, which deteriorates and probably gets rancid no matter what precautions are taken with it. We consider it profitable, therefore, to have our tea go to the consumers as fresh as it is possible to let them have it."

Mr. Larkin was asked how the Salada Tea Company was fixed for stock when the enormous rise in the prices of tea took place three or four months ago. He said: "We were fixed as we usually are. We had enough stock in Toronto to last us about two or three weeks, and the usual quantities on the road between Colombo, London and here. We did not have a stock to carry us over for months without buying, neither would we want to have. The trouble is, that if we had, we would not be serving the consumer well. We would be serving them with tea that was old, and which, therefore, had lost its flavor. If we were positive now that the market was going to advance another five cents per pound, we could not speculate for our wants; that is, for the tea that we put in our packages. It would not pay us. The quality would not be Salada quality. There is only one time in the year that we have more than our normal quantity of tea in stock,

and that is during the monsoon period, when all the tea coming forward is comparatively poor, but in this case we only provide ourselves with stock sufficient to last us seven or eight weeks. Fresh tea is all important, and, therefore, we cannot afford to speculate and hold.

"Many retail grocers, if they hear that the tea market is likely to advance, buy heavily of bulk teas, forgetting all the time that if there is an advance in tea of even three or four cents per pound, in the course of a year their tea has deteriorated in value to fully that extent, besides the loss of interest, insurance, etc. I have known when I was on the road," continued Mr. Larkin, "tea to be in stock with some retailers for six or eight years, when it was positively unfit to send out at all. The moral is, speculate as much as you like in other goods, but buy your tea from hand to mouth, and the clever grocer always does this. He has no tea on hand to last him, at the outside, for more than three months. The grocer in England, as a matter of fact, seldom carries more than three weeks' supply."

The Terminal Warehouse & Cartage Company, Montreal, have recently been admitted to membership in the American Warehousemen's Association. This is a special honor for a Canadian house.

**Too Expensive For My Business!**



Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

**BUSINESS SYSTEMS LIMITED**  
**85 SPADINA AVE.**  
**TORONTO, CANADA**

## A Perfect System Means No Loss

A loss in time, labor and money indicates a fault in the System.

## The Crain Continuous Systems

will save time, will save labor, therefore must save money.

You are so taken up with the details of your business that you crowd the most important part of the business—the book keeping. Then why not make this all-important part of your establishment, simple, accurate and time-saving?

**The Crain Monthly Account System** with one writing will keep your accounts up to the hour. With it accounts are always ready to hand out. It is only half the labor and costs no more. Then why not have the best?

This is only one of the many Systems we manufacture, but it is the all-important one for the busy merchant or manufacturer who has accounts to render.

Write us for particulars.



## The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:  
18 Toronto Street

Montreal:  
Alliance Building, 107 St. James St.

Winnipeg:  
11 Nanton Block

## Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

### Walker Bin Fixtures



insure:

- A clean and attractive interior
- Fresh stock temptingly displayed
- Prompt and efficient service
- Satisfied and permanent customers
- A larger volume of business and

### INCREASED PROFITS

**WALKER BIN FIXTURES** are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

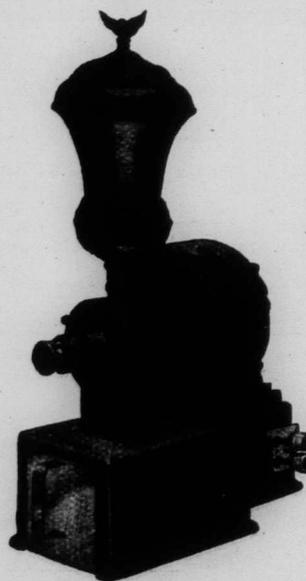
**THE WALKER BIN & STORE FIXTURE CO., LIMITED**

BERLIN, ONT.

Representatives

Manitoba: Stuart Watson, Winnipeg. Saskatchewan and Alberta:—H. W. Laird Co., Limited, Regina, Sask.

## COLES Electrically Driven Coffee Mills



Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

**Our Grinders  
Wear Longest**

**Grinding  
Capacity**

Granulating 2 lbs. per minute.

**COLES MANUFACTURING CO.**

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

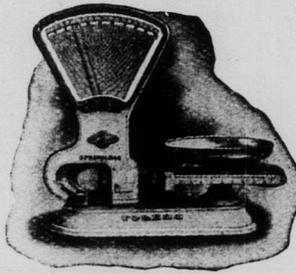
AGENTS:

Fodhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros. Montreal.  
Gorman Eckert & Co., London, Ont.

## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

**The Arctic Refrigerator**, made for all lines of business. We have **just what the grocer needs**. The best on the market. Write for our new catalog.  
**JOHN HILLOCK & CO., LIMITED** - TORONTO, ONT

### TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

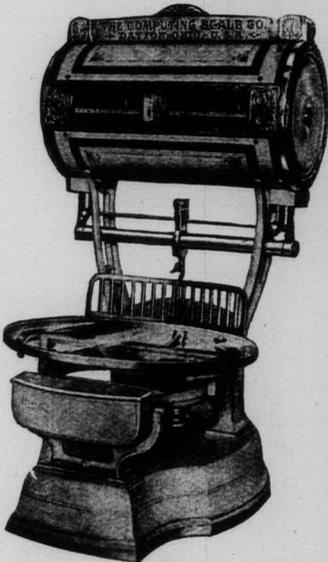
### "Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).  
 Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## Boston Special

**Absolutely Automatic**



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

**Plain Figures Show Value**

No mistakes or errors are possible. Down weight not possible.

**The Dayton**  
 Over 210,000 Scales sold. Are you one of the users?

**Pays for itself**

**The Computing Scale Co. of Canada, Limited**  
 Toronto, Ont.



## A GOOD WAGGON

is the next best thing to a clean store. It advertises your business and rivets the paying trade. Let's tell you something more about

**ABBOTT'S WAGGONS.**

**H. G. Abbott & Co. London, Ont.**

### Foolish Economy

There is such a thing. There are men who save dimes to lose dollars. The retailer who worries along without our

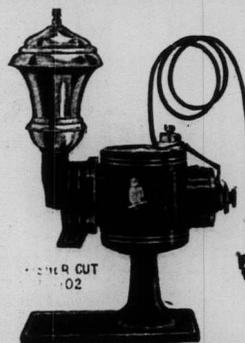
## "Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.



**The Carter-Crume Company, Limited**  
 Toronto

## ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

**THE A. D. FISHER CO., LIMITED, - TORONTO**



# QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

April 19, 1907.

### Baking Powder.

Cook's Friend—	Per doz.
Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, ".....	3 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

Diamond—	Per doz.
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.....	8-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

### OCEAN MILLS.

Ocean Baking Powder, 1/2 lb., 4 doz....	Per doz.
" " 1 lb., 5 doz.....	0 90
" " 1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78

Freight paid 5 p.c. 30 days.

### MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 70
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 85
4 ".....	12 ".....	1 40
4 ".....	12 ".....	1 45
2 ".....	16 ".....	1 65
2 ".....	16 ".....	1 70
1 ".....	2 1/2 lb.....	4 10
1 ".....	5 ".....	7 80
1 ".....	6 oz.....	Per case
1 ".....	12 ".....	\$4 55
1 ".....	16 ".....	

### ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime.....	\$ 0 85
" 1 lb.....	1 40
" 3 oz.....	1 95
" 1 lb.....	2 55
" 12 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

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

### CLEVELAND'S BAKING POWDER.

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

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

### T. KINNEAR & CO.

Crown Brand—	Per doz.
1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 2 ".....	0 80
1 lb. " 4 ".....	0 45

### Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-lb. lots or case.....	0 18
Reckitt's Square Blue, 12-lb. box.....	0 17
Reckitt's Square Blue, 5 box lots.....	0 16
Gillett's Mammoth, 1/2 gross box.....	3 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in pepper boxes.....	0 08
" according to size.....	0 08

### Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size;	
1/2 gross, 2 oz. or 1/4 gross, 4 oz.	
Reckitt's Zebra paste, 1/2-gro. boxes, \$10.20	
per gross.	

### JAMES' DOME BLACK LEAD.

Per gross.	
5a size.....	\$2 40
3a size.....	1 50

### Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	



### PETERBOROUGH CEREAL CO.

Canada Flakes	
" English	
36/10's.....	\$2 85
Canada Flakes	
" Household "	
24/25's.....	5 00
5-case lots 4 93	

Freight prepaid on 5-case lots assorted.

### Chocolates and Cocoas.

#### THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1/2-lb., per doz.....	\$2 40
" " 1 lb.....	1 25
" " 10c. size ".....	0 90
" " 5-lb. tins per lb.....	0 37
Soluble, No 1.5 and 10-lb. tins, per lb.....	0 20
" No. 2 5 and 10-lb. tins.....	0 18
Special quotations for coa in bbls., kegs, etc.	
Chocolate—	
Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" " 1/4's, ".....	0 22
" " 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" " Flat cakes, per lb.....	0 30

#### Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1/2-lb. pkgs., per doz.....	0 90
Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz.....	1 75

Confections—	Per doz.
Cream bars, 60 in box, per box.....	1 80
" 6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
Crystallized " 1/2 lbs., per doz.....	2 25
" " 1/4's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

Chocolate—	per lb.
Caraosac, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 28
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocoa—	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1 lb.....	4 50
" " 1 lb.....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " 1/2's, 14-lb. boxes.....	

### EPPS'S.

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

### BENSODORF'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.	
1 lb. tins, 1/2 doz. to case.....	\$ 90
" " 1 " " ".....	2 40
" " 1 " " ".....	4 75
" " 1 " " ".....	9 00

### JOHN F. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.	
J. A. Taylor, Montreal.	
Jos. E. Huxley, Winnipeg.	
Standard Brokerage Co., Vancouver, B.C.	



Per	
Elite, 1/2's (for cooking).....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 40
" " 1/2's.....	0 38
" No. 1 chocolate, 1/2's.....	0 32
" Navy ".....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's.....	0 24
" Confectioner's chocolate, 2 1/2c. to 3c.....	0 31
" Sweet Chocolate liquors, 2 1/2c. to 3c.....	0 35

### WALTER BAKER & CO., LIMITED.

Per lb.	
Premium No. 1 chocolate, 12-lb. boxes.....	\$0 37
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 44
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 28
Caraosac sweet chocolate, 1/2-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble "chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caraosac tablets, 100 bundles, tied 5's, per box.....	3 00
The above quotations are f.o.b. Montreal.	

### WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
1-lb. screw top cans, 10 cans in case, 36c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 38c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	

Premium chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 32c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 32c.	

Milk chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1 25

Vanilla sweet chocolate—	
100 2-cent. pieces in box.....	\$1 25
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 26c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 26c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " " ".....	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

XXXX chocolate powder	
5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins in case.....	25c.

### TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (20).....	2 42

### Condensed Milk.

#### BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
Cases, Doz.	
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00

Evaporated cream—	
"Peerless" brand evap. cream.....	4 75 1 20
hotel size.....	4 90 2 45



### TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 55
"Reindeer" brand per case (4 doz.).....	5 60



### Coffees.

JAMES TURNER & CO.	Per lb.
Mocca.....	\$0 22
Damasco.....	0 25
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12

E. D. MARCEAU, Montreal.	Per lb.
"Old Crow" Java.....	\$0 25
" Mocha.....	0 27 1/2
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandehling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I, 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42c.
" III, 80-lb. boxes.....	37c.
" IV, 80-lb. boxes.....	35c.

THOMAS WOOD & CO.	Per lb.
"Gilt Edge" in 1 lb. tins.....	\$0 33
" " in 2 lb. ".....	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters.....	0 33

### Cheese.



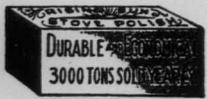
Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

### Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin &
--

A Guarantee that is Worth Something

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**SUN  
&  
PASTE  
STOVE POLISH  
IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

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

# STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

## FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

14-38 Grey Nun Street, MONTREAL

### Exhibition of Groceries

Arena April 17th-29th, ——— MONTREAL

Retailers: Call at Booth of

## BORDEN'S BRANDS

(OPP. MAIN ENTRANCE)

**Condensed Milk and Evaporated Cream**

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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



(Unsweetened)

All \$1.00 to \$3.50 books 10.00 " 15.00 " 30.00 " 35.00 " 50.00 "



The David

LAPOL "Vita" Paste

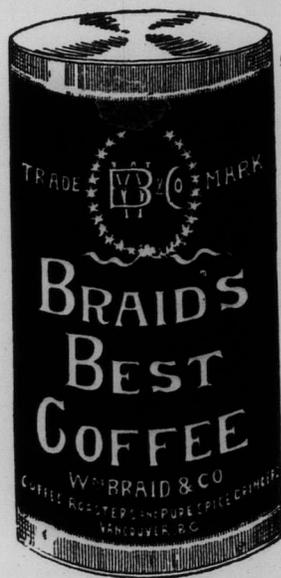
Bottles 1 2 4 20 20

Robinson's

Frans range mar Clear jelly n Strawberry W Raspberry Apricot Black currant Other jams Red currant j

Compound F 12-oz. glass 2-lb. tins, 2 do 5 and 7-lb. tin crate... 7 and 14-lb. w Compound Fr 12-oz. glass jar 2-lb. tins, 2 do 7 and 14-lb. w

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



## THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

### BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

## WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

\$1 00 to \$3 00 books	3 cents each
5 00 "	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	13 "

**Cleaner.**

Per doz.

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

**BRUNSWICK'S EASYBRIGHT**  
WATER-PROOF CLEANER  
CLEANS EVERYTHING.

Wholesale Agent.  
The Davidson & Hay, Limited, Toronto

**Extract of Beef.**  
LAPORTE, MARTIN & CIE, LTD.  
"Vita" Pasteurized Extract of Beef.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " " "	3 00
" 4 " " 1 " " "	4 50
" 20 " " 1 " " "	4 75
" 20 " " 1 " " "	9 00

**Infants' Food.**

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

**Jams and Jellies.**  
SOUTHWELL'S GOODS. Per doz

Frank Magor & Co. Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. Jam	2 00
Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55
Red currant jelly	2 75

**T. UPTON & CO.**

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in case	0 07
7 and 14-lb. wood pails	0 07
20-lb. wood pails	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.	0 07½
7 and 14-lb. wood pails, 6 pails in case	

30-lb. wood pails	per lb. 0 07
Home Made Jams—absolutely pure—	0 06½
1-lb. glass jars (16-oz. gem) 2 doz. in case	\$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

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



Tierces	\$0 10½	20-lb. tin pails	2 05
1-bbls.	0 10	Cases 3-lb.	0 10½
Tubs, 60 lbs	0 10½	5-lb. "	0 11½
Pails	2 15	10-lb. "	0 11

**Licorice.**  
NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (38 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
(fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice lozenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purity " licorice 10 sticks	1 45
" " 100 sticks	0 75
Dulce large cent sticks, 100 in box	

**Lye (Concentrated).**  
GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

**Mince Meat.**

Wetley's condensed, per gross net	\$12 00
per case of doz. net	3 00

**Mustard.**  
COOLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	3 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

**E. D. MARCEAU, Montreal.**

"Condor," 12-lb. boxes—	
1-lb. tins	per lb. \$ 0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 35
4-lb. jars	per jar 1 20
1-lb. jars	" 0 35
Old Crow, 12-lb. boxes—	
1-lb. tins	per lb. 25
1-lb. tins	" 0 25
1-lb. tins	" 0 22½
4-lb. jars	per jar 0 70
1-lb. jars	" 0 35

**Olive Oil.**  
LAPORTE, MARTIN & CIE, LTD

Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" pts. 24's	4 25

**Orange Marmalade.**  
T. UPTON & CO.

12-oz. glass jars, 2 doz. case	per doz. \$1 00
Home-made, in 1-lb. glass jars	" 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case,	
per doz.	1 75

**Sauces.**

Worcestershire, Holbrook's, small,	
per doz.	\$2 15
Worcestershire, Holbrook's, large,	
per doz.	3 00
Less than case lots, 10c. and 15c. doz. extra	

**Soda.**  
COW 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 5c. pkgs. containing 96 pkgs. per box, \$3 00.	

**MAGIC BRAND.**

No. 1, cases, 60 1-lb. packages	per case. \$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

**Soap and Washing Powders.**  
GUELPH SOAP CO.

Royal City Soap (bar)	1 case. 2 50	5 case. 2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb.	5c.	

JOHN TAYLOR & COMPANY, TORONTO.

**TAYLOR'S BEST BORAX SOAP**

1-case 5-case 10-case

Taylor's best borax soap	\$1 00	\$3 85	\$3 75
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A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 20
Orion soap	" 10 20
Gloriola soap	" 12 00
Straw hat polish	" 10 20

**Starch**  
EDWARDSBURG STARCH CO., LIMITED

Laundry Starch—	per lb.
No. 1 White or blue, 4-lb. carton	\$ 0 06½
No. 1 " 8-lb. "	0 06½
Canada laundry	0 05½
Silver gloss, 6-lb. drawlid boxes	0 07
Silver gloss, 8-lb. tin canisters	0 07
Edward's silver gloss, 1-lb. pkg.	0 07
Kegs silver gloss, large crystal	0 06
Benson's satin, 1-lb. cartons	0 07
No. 1 white, bbls. and kegs	0 05
Canada White Gloss, 1-lb. pkgs.	0 05
Benson's enamel	per box 1 25 to 2 50
Ordinary Starch—	
Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06½
Rice Starch—	
Edwardburg No. 1 white, 1-lb. car.	0 10
AMERICAN PURE FOOD COMPANY.	
Japanese Starch	Case
1 case, 5 doz.	\$5 00
5 " 5 "	4 85
Lot 5 cases, freight paid.	
CORN STARCH "ROYALTY."	
12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	



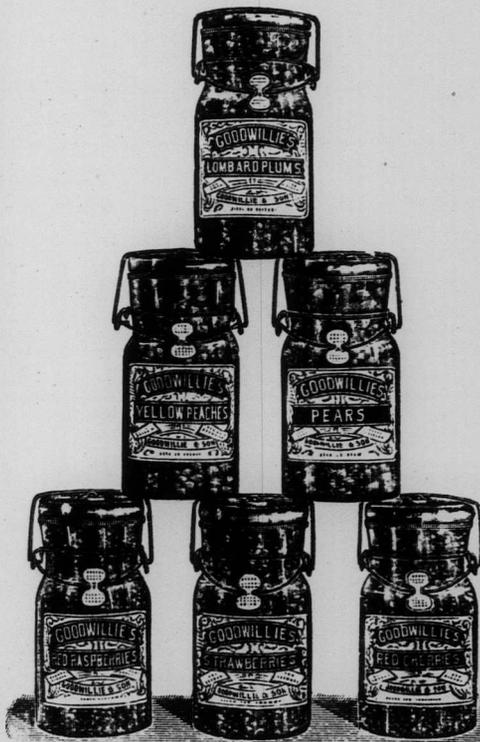
## BATGER'S LIME JUICE CORDIAL

"A high-grade lime juice cordial affording the dealer a fair profit." The opinion of a large dealer on Batger's Lime Juice Cordial.

ROSE & LAFLAMME

Agents

MONTREAL and TORONTO



The Fresh Fruits are carefully selected  
\*\*\*\*\*  
Their delicious flavor appeals to everybody

You should have them in stock.

Agents :

ROSE & LAFLAMME,

MONTREAL

## WE HAVE SOLD OUT

our stock of Matches to the Canadian public, but are making **millions** more every day to fill the increasing demand.

If you are not handling our matches write us to-day for prices.

## The Improved Match Co.,

Limited

Head Office:  
BOARD OF TRADE,  
MONTREAL.

Factory:  
DRUMMONDVILLE,  
P. Q.

## Acme Can Works

MONTREAL

THAT'S OUR ADDRESS

Our business is the manufacturing of Cans of every description. Our object in advertising in THE CANADIAN GROCER is to remind you that we are desirous of obtaining your order.

We guarantee to make better cans than anyone else.

Where do you come in ?

You communicate with us and let us show you how well we can serve your interests.

It's to your advantage.

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Tobin Tent & Awning Co., Ottawa.

**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W., Co., Toronto.  
McLaren's W. D., Montreal.  
National Drug Co., Montreal.

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Kops' Breweries, London, S.W.

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Cowan Co., Toronto.  
Kingsley Mfg. Co., Cincinnati.  
Mansell, Hunt & Cotty Co., Montreal  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

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Woods, Walter, & Co., Hamilton.

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London, Ont.

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Balfour, Smye & Co., Hamilton.  
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Old Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.  
Windsor, J. W., Montreal.

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Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

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Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

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Bears, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S.W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.

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Toledo Computing Scale Co., Hamilton.

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

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Duff & Co., Hamilton, Ont.  
Ingersoll Packing Co., Ingersoll, Ont.  
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MacLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.

Power, B. J., Halifax, N.S.  
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Ryan, Wm., & Co., Toronto.  
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Gillard, W. H., & Co., Hamilton, Ont.  
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Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Ratray, D., & Son, Montreal.  
Redlands Golden Orange Ass'n, Red-  
lands, California.  
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Smith, E. D., Winona, Ont.  
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White & Co., Toronto.

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Kirouac, Nap. G., & Co., Quebec.  
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Nicholson & Brock, Toronto.  
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Codville-Georgeson Co., Winnipeg.  
Colson, C. E., & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Kinneer, T. & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.

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Ozo Co., Montreal.  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

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Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Fontanel, Leon, Montreal.  
Gorham J. W., & Co., Halifax N.S.  
H. neyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarvis C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
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Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
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Thompson, G. B., Winnipeg, Man.  
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Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
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Montreal.

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Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

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Codville-Georgeson Co., Winnipeg  
Ewing, S. H., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders Ass'n.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

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Ozo Co., Montreal.  
White, Cottell & Co., London, S.E.

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Fairbank, N. K. Co., Montreal.  
Gillett, E. W., Co., Toronto.

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Tins, Wood Dishes, Etc.**  
Canada Paper Co., Toronto.

**Yeast.**  
Gillett, E. W., Co., Toronto.

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Blue Rib-on Tea	3	Fearman, F. W., Co.	42	Mathieu, J. L., Co.	17	Standard Brake-age Co.	9
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Borden's Condensed Milk Co.	76	Fisher F. T.	11	Millman, W. H., & Sons	23	"Sugars" Limited	20, 21
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Bradstreet's	4	Galbraith, Wm., & Son	24	Montreal Fruit Exchange	61	Taylor & Pringle	60
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Brock, J. G.	63	Gillett, E. W., Co., Ltd.	7	Morse Bros.	76	Thompson, G. B.	2
Bryce, Chas. C., Co.	64	Gorham, J. W., & Co.	2	Mott, John P., & Co.	58	Tillson, Co., Ltd.	58
Business Systems Limited	71	Gregson, W. C., & Co.	44	National Licorice Co.	8	Tippet, Arthur P., & Co.	1
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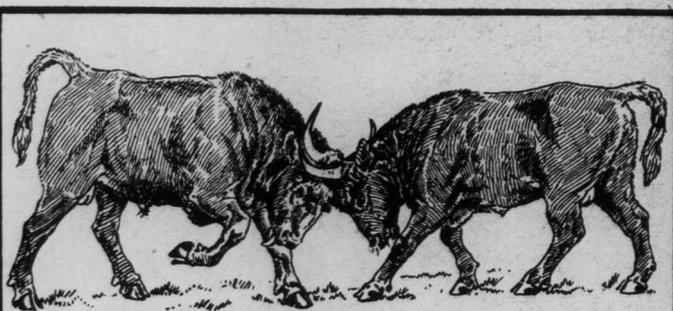
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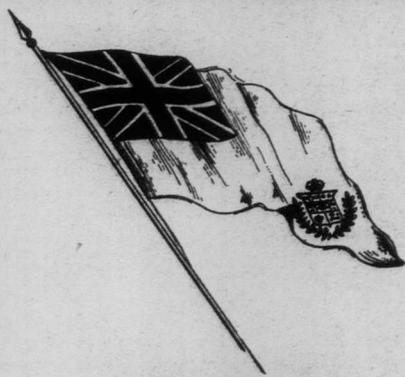
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