

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. XXII.

MONTREAL, TORONTO, WINNIPEG, MAY 15, 1908.

NO. 20.



The only argument to advance to a critical customer as to the superiority of one laundry blue over another is:

“Keen’s Oxford Blue

madam, allows of no comparison. It stands alone and above all others in quality.”

For sale by every jobber in Canada.

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

Merit Alone Has Made Benson’s “Prepared” Corn and Edwardsburg “Silver Gloss” Starch

The leading cooking and laundry starch in Canada. Fifty years of the public's confidence speaks more for value than tons of printer's ink.

For sale by every jobber.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St. MONTREAL

SURPRISE is a pure **Soap**
hard . . .

Recommend to your customers as the highest grade of Laundry Soap



Surprise Soap can be used in hot water or cold water in any and every way. We advise to give a trial the **SURPRISE** way of washing without boiling or scalding the clothes.

Call this fact to the attention of your trade.

The St. Croix Soap Mfg. Co.
St. Stephen, N.B.



From Father To Son

A business that descends from father to son is usually a long time in the making. If it is worth having at all it is certainly worth keeping. And the proud old father of Felix Codou admonished his son to preserve that reputation for quality he had gained only by a life-time of hard earnest endeavor to produce a Macaroni that would be the peer of all.

Codou's Macaroni

And Vermicelli, Spaghetti, fancy letters and figures — pastes of all kinds (but only the best of each) take equal rank with the Macaroni made by Codou. The factory has been enlarged several times — isn't that fact an eloquent tribute to the steadfastly maintained high quality?

AGENTS :

Arthur P. Tippet & Co.

Montreal, 8 Place Royale

Toronto, 84 Victoria Street



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.

EDMONTON.

F. J. FOLEY & CO.
Manufacturers' and General Commission Agents for
ALBERTA and SASKATCHEWAN
Agencies Solicited
Office and Warehouse—
LARUE-PICARD BLOCK, EDMONTON, ALTA.

ROBERT ALLAN & CO.
General Commission Merchants
MONTREAL
Fish, Oils, Beans, Peas and Produce.
Agents: "Royal Crown" Skinless Codfish.
Representing Morris & Co. Chicago, Pork and Lard.

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RICE
CHOICE PATNA
224s
TO ARRIVE
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

HALIFAX, N.S.

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

Phone Bell Main 3938.
CHAUSSE & CIE.
Wholesale Manufacturers of
OILS AND ESSENCES
Write for prices and particulars
MONTREAL QUE. OTTAWA, ONT.
322 Notre Dame St E. 49 Anigeesa Square

HAMILTON.

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

C. A. MORIN
formerly manager of one of Canada's important manufacturing industries, intends resuming the brokerage business in Montreal (formerly of Morin & Co.) and has opened an office. Through his extensive knowledge of groceries and wide connection in Quebec Province, he can promise first-class service to firms desiring up-to-date representation in this district. Highest references. Address:
Room 35 Alliance Bldg.,
107 St. James St., MONTREAL.

FRASER & AISTHORPE
Manufacturers Agents
and Distributors.
AGENCIES SOLICITED
107½ VICTORIA ST. - TORONTO

MONTREAL

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Importers, Exporters and General Commission Merchants.
Firms wishing to be represented in the Maritime Provinces will do well to communicate with us.
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Highest References.

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

FOR SALE
Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.
J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen
27 St. Sacrament Street, Montreal
TEL. MAIN 778 BOND 28

J. WALTER SNOWDON
MANUFACTURERS' AGENT
AND BROKER
Open for exclusive representation of one or two more reliable houses with good grocery lines. Correspondence solicited.
Address
23 Burton Ave., Westmount, Montreal

ON SPOT
Currants
Evaporated Apples
Canned Strawberries
Valencia Raisins
W. H. MILLMAN & SONS
Grocery Brokers
TORONTO

REGINA.

Grocery and Fruit Broker
REGINA, SASK.
J. L. PEPPARD
First to Start. Your Account Solicited.

EXPERIENCED ADVERTISEMENT WRITERS
who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

G. C. WARREN
Box 1036, - REGINA
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

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

(Continued on page 4.)



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 DETROIT, Mich.

n page 4.)

OLIVES

L The largest and best assorted importation of recent years.

I We bought when the market was at the lowest point, and can offer the best values on the market.

V

E Lack of space prevents our quoting. You should

S SEE OUR SAMPLES

Two Car Loads

Ex. SS. "Cassandra"

Our first spring shipment (one carload) of

ROWAT'S

Raspberry Vinegar
 Fruit Wines

and

Good profitable lines to retail at

15 and 25c.

Fancy Glass
 Decanters

L
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M

EBY-BLAIN LIMITED

Wholesale Grocers,

TORONTO

JUICE

Popular and Profitable

The tea for you to handle is the tea which proves entirely satisfactory to your customer. That tea is

Blue Ribbon Tea

Retail price is from twenty-five cents to a dollar a package, yielding you from twenty to thirty-four per cent. of easily earned profit.

THE BLUE RIBBON TEA CO.
 Montreal and Toronto

Manufacturers' Agents—Continued.

TORONTO.

W. G. Patrick & Co.

Manufacturers' Agents
and
Importers
29 Melinda St., Toronto

THOS. B. GREENING & CO.
TORONTO

Consignees direct from primary markets, and distributors of
GREEN COFFEE
Our samples will invariably indicate current market value.

MOOSE JAW

BUNNELL & LINDSAY
MOOSE JAW

(The largest city in Saskatchewan)
General Forwarding and Storage Agents. Large track warehouse accommodation. Goods of all kinds transferred and re-shipped promptly. Moderate charges, correspondence solicited.

ELSON & WHITLOCK
MOOSE JAW, SASK.

Manufacturers' Agents and Commission Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
Correspondence Solicited

THE MOOSE JAW FRUIT AND PRODUCE CO.

J. J. McLean - Prop.
Manufacturer's Agents and Wholesale Commission Merchants
Storage, Forwarding and Transfer Agents
Office, Fairford St. and Third Ave.
Tel. 359 Box 793 MOOSE JAW, SASK

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T. A. MACNAB & CO.

MANUFACTURERS' AGENTS
and COMMISSION MERCHANTS
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.
Codes: A, B, C, 5th edition, and private.

QUEBEC.

J. P. THOMAS

WHOLESALE GROCERY BROKER AND
COMMISSION MERCHANT
TEAS A SPECIALTY
Open for one or two more first-class agencies
Correspondence invited
25 ST. PETER STREET, QUEBEC

WINNIPEG.

Wholesale Grocery Brokers, Commission Merchants.

First class connection with the trade. Established 1895. First-class references.
Your correspondence and business solicited.

GEORGE ADAM & CO.

430 1/2 Main St. W.

GROCERY BROKERS

and Manufacturers' Agents
CARMAN, ESCOTT CO.
WINNIPEG, CALGARY and EDMONTON
GOODS STORED AND DISTRIBUTED
Head Office and Track Warehouse,
141 Bannatyne Ave. WINNIPEG, MAN.

STRANG BROTHERS

Commission Brokers and
Manufacturers' Agents
233 Fort Street, Winnipeg
Correspondence Solicited

STUART WATSON & CO.

Wholesale Commission Brokers and
Manufacturers' Agents
WINNIPEG, - MAN.
Domestic and Foreign Agencies Solicited.

S. C. RICHARDS

Wholesale Commission Merchant
and Broker
34 Arthur St., WINNIPEG, Man.
Correspondence Solicited

VANCOUVER

F. G. EVANS & CO.

Grocery Brokers and
Commission Merchants
139 Water St., - Vancouver, B.C.
Correspondence Solicited.

AGENTS WANTED

to sell "TILBURY BRAND" canned goods on following territory. Montreal City and East, Eastern Ontario, Toronto City, Western Ontario, British Columbia. Our goods are strictly first-class and we want only first-class men to sell them.
The TILBURY CANNING COMPANY, Limited
TILBURY, ONT.

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

EXPORT TRADE DEPARTMENT.

Firms Abroad Open for Canadian Business

DAVID SCOTT & CO.

Established 1878. LIVERPOOL, ENGLAND. 10 North John St.
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.

NOXIE-KOLA



Canada's most popular temperance beverage.

The drink that everybody likes

Brewed from healthful Roots and Barks and is absolutely free from alcohol.

No first-class Grocer should be without it to supply his family trade by case or bottle.

Send to-day for prices.

Advertising matter free with first order.

Correspondence Solicited from Jobbers where agencies are not as yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.

Bauld Bros. Ltd., Halifax, N.S., Agents for NOVA SCOTIA and Bermuda Islands.

...ESTABLISHED 1849...

BRADSTREET'S

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

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

Offices Throughout the Civilized World

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

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

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HALIFAX, N.S.
OTTAWA, ONT.

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

MONTREAL, QUE.
TORONTO, ONT.

TRICK & IRVING, Gen. Man. Western Canada, Toronto.

S & CO.

cers and Merchants
ancouver, B.C.
Solicited.

ANTED

" canned goods on
real City and East
City, Western Out-
ur goods are strictly
only first-class men

COMPANY, Limited
ONT.

Advertisers kindly
in the advertise-

DEPARTMENT.

Canadian Business

T & CO.

10 North John St.
OTLAND.
ices. Try us with a ship.
Liverpool.

SHALL

OTLAND,
an Produce, gives personal
and guarantees prompt
Bank, Aberdeen. Codes-

KOLA

Canada's most
popular temper-
ance beverage.

The drink that
everybody likes

Brewed from
healthful Roots
and Barks and
is absolutely
free from al-
cohol.

No first-class
Grocer should
be without it to
supply his
family trade by
case or bottle.

Send to-day for
prices.

Advertising
matter free with
first order.

Solicited from
cies are not as
made by

ittling Works

, QUE.

S., Agents for NOVA
tuda Islands.

SOMETHING ABOUT PEAS

CANNED PEAS are sold in four grades or qualities—

Grade 1, known as Extra Fine Sifted Peas, or Petit Pois (Tresfins.)

Grade 2, Extra Sifted Peas, known as Sweet Wrinkle.

Grade 3, Double Sifted Peas, known as Early June.

Grade 4, Sifted Peas, known as Standards or Marrowfats.

Prices for these Peas vary according to Grade.

The brand is not an indication of the Grade. Make sure that you get the grade you pay for.

You cannot mistake **Aylmer Faultless Peas** as they have a **wrapper label**. These are the **finest Peas on the Market** at the price.

They will realize a **splendid margin of profit**. All you have to do is to call your customers' attention to them to make **quick sales**.

CANADIAN CANNERS, Limited

Doesn't it Stand To Reason

that when you sell a customer canned goods which are positively delicious in flavor and purity, she will want the same brand next time? No use talking, you can't be too particular in your selection of canned goods. To get the continuous trade of a customer you must sell her canned goods which have POSITIVE merit. The look and the taste must carry a conviction of outstanding excellence. That's the kind of canned goods which go into the cans of

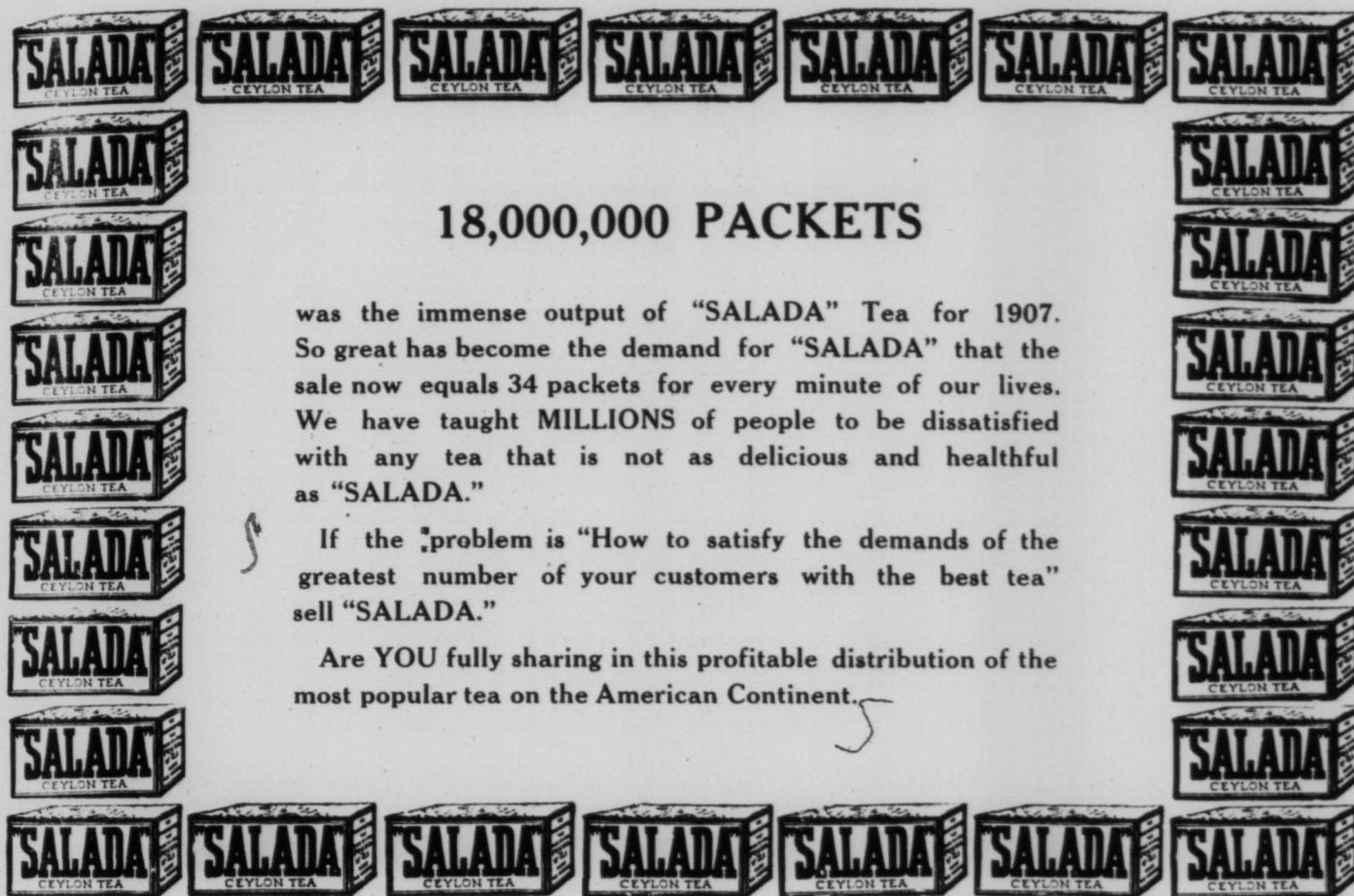
OLD HOMESTEAD BRAND

Clean, well-grown, juicy fruits and vegetables, preserved in cans, with all their delicious natural flavor absolutely unimpaired. Give your customers Old Homestead Brand, and you can positively rely on them coming back again and again for more of it.

Your jobber is anxious to supply you with
Old Homestead Brand.

The Old Homestead Canning Co.

Picton, Ontario



18,000,000 PACKETS

was the immense output of "SALADA" Tea for 1907. So great has become the demand for "SALADA" that the sale now equals 34 packets for every minute of our lives. We have taught MILLIONS of people to be dissatisfied with any tea that is not as delicious and healthful as "SALADA."

If the problem is "How to satisfy the demands of the greatest number of your customers with the best tea" sell "SALADA."

Are YOU fully sharing in this profitable distribution of the most popular tea on the American Continent.

As Pure as Windsor Salt

\$1.00 Sold \$25 Worth of Groceries

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

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

Windsor Salt

CANADIAN SALT COMPANY, LIMITED,
Windsor, Ont.



National Licorice Co.
Brooklyn, N.Y.

Toronto Sales Agent—
R. S. McINDOE, 120 Church Street.
Montreal Sales Agent—
J. M. BRAYLEY, 55 St. Paul Street.
Winnipeg Sales Agency—
Wiseman-Ashley Company.
St. John Sales Agent—
H. S. Daly.
Vancouver Sales Agency—
J. F. Mowat & Company.

Canadian orders filled at our Montreal factory, Ernest Street and Desjardines Avenue (Maisonneuve).

Molasses

Extra Choice Porto Rico
Lion
Fancy Trinidad
Fancy Barbados
Open Kettle Circle 6
Open Kettle Circle 7
No. 5 Special
Extra Choice Porto Rico
Beaver

Molasses

Extra Fancy Trinidad
Choice Barbados
No. 7 Choice West India
Molasses
No. 4 Strong Bakers
No. 1 Golden Cane
Syrup
No. 2 Golden Cane
Syrup

The above supplied in puncheons, tierces, barrels and half barrels. Also

Gingerbread Brand Molasses—

In tins—2's, 3's, 5's, 10's and 20's. Also Pails 1's, 2's, 3's and 5 gallon.

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

Agents

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCarlot.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening.	Hamilton.	G. H. Gillespie,	London.
Carman Escott Co.,	Winnipeg.	R. G. Bedlington & Co.,	Calgary.
Toos & Peers,	Edmonton.	Wilson & McIntosh,	Vancouver.

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

**XMAS CRACKERS,
XMAS STOCKINGS,
XMAS NOVELTIES,
ETC., ETC.**

We are showing a very fine assortment of English Confectionery — manufactured by Batger & Co., London.

IF YOU CAN'T AWAIT OUR CALL,
WRITE FOR PARTICULARS.

Rose & Laflamme, Limited
Montreal and Toronto.

Cunningham's



Potted Meats and Fish

claim attention now, especially for picnic parties and camping outfits.

There are many combinations, such as Chicken and Ham, Turkey and Ham, Chicken and Tongue—in fact, twenty-five varieties, as well as a list of twelve fish.

Try them yourself at home or outdoors. You will find them most excellent.

Cunningham & Defourier Co., Limited
London, Eng.

ROSE & LAFLAMME, LIMITED, Montreal

TO THE TRADE:

Are You Stocking

CEYLON TEA

or some

Imitation Thereof?

Experience teaches that whenever goods
acquire the reputation of being the

Acme of Quality

Then they are sure to invite, and suffer from,
counterfeiting.

SSOS

Trinidad
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len Cane

den Cane

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Also Pails 1's,

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Ottawa.
Toronto.
London
Co., Calgary
Vancouve,

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ors. You will

o., Limited

Montreal

LEA'S

The Pickle with the Home-made Flavor

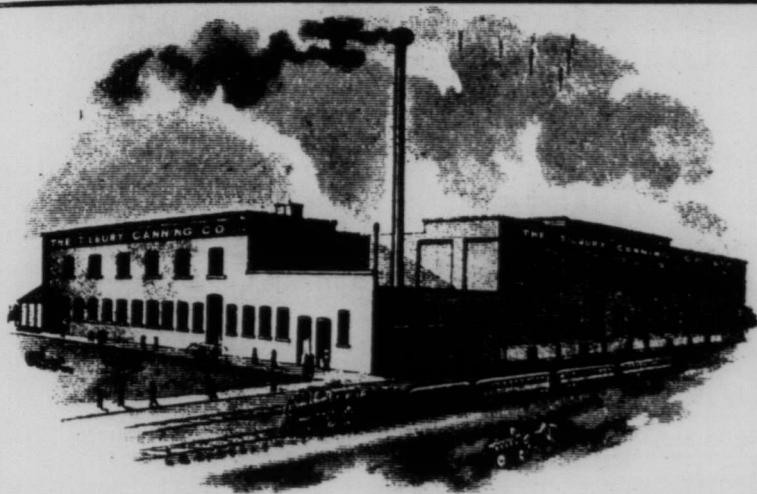
When we say to you that we manufacture Pickles, we do not mean that we are the only firm in Canada Manufacturing Pickles, but that we are the only firm that are Manufacturing Pickles that have the **Home-Made Flavor**, the recipes of a woman who has spent her lifetime in perfecting them, our goods have not that Factory flavor so detrimental to all goods that endeavor to take the place of the kind that your Mother made. This is one point that we keep constantly before us, that the consumer to-day demands that the goods that they consume shall be as near as possible to the flavor that you think can be produced only in your own kitchen. This is the flavor that we manufacture, and that only.

Packed By

The Lea Pickling & Preserving Co.

Limited

SIMCOE, - ONTARIO



"Tilbury Brand"

means the Very Best
in Canned Fruits and
Vegetables

One of the best-equipped factories on the continent, situated in the heart of the best Tomato district in Canada—the garden of Ontario—assures the permanent superiority of this Brand.

Our present stock consists of Tomatoes, Pumpkin, Beans and Apples.

The Tilbury Canning Company, Limited, Tilbury, Ont.

You must have noticed a decidedly better demand for

OLIVES

during the past few years—

People are beginning to appreciate this healthy relish—

Rowat's Olives

are leaders in Canada and their sale is increasing with every season—
Stock Rowat's Olives—
Demand of your jobber.

Ontario & Quebec—Snowdon & Ebbitt,
Montreal.
Halifax—Warren & Co.
St. John—F. H. Tippet.
Vancouver—Jarvis & Co.

A Daisy

Seller



This is our famous 50. Bank

It is full of

CARPET TACKS

A great novelty. Sells steadily. Gold and silver finished package. The tacks are the most dependable.

SECURE A SUPPLY FROM

BAZIN MFG. CO.

94 Arago Street
QUEBEC

Earn the approval of the dainty housewife by supplying her with

Shirriff's Jelly Powders

They are the standard. Their use results in true-flavored, sparkling, appetizing jelly.

Imperial Extract Co., 18-22 Church St., Toronto



WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

Jam, Jellies and Sealed Fruits are the PUREST and BEST. Better than the imported. Ask your wholesaler for them.

Wagstaffe Limited

57 Vine Street . . . Hamilton
PURE FRUIT PRESERVERS



NAPTHO SOAP

gives complete satisfaction wherever used, as evidenced by our rapidly expanding sales.

Try a sample order. It will pay you.

The Welcome Soap Co.
Limited

St John, - N.B.

JAPAN TEAS

TO WHOLESALE TRADE :

We are now ready to quote on high grades and shall be pleased to hear from you promptly.

S. T. NISHIMURA & CO., Sole Agents, - 55 St. Francois Xavier Street, Montreal
Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept. Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

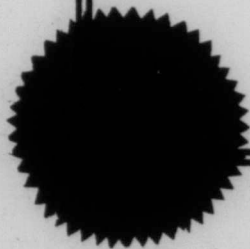
WANT ADS THAT

Canadian
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Approval

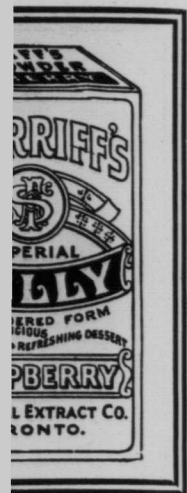
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They are read
by the entire
grocer trade.



BRING RESULTS



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shall be
Montreal
Tea Trading Co.

SUGAR SYRUP

2 lb. Tins.

Retail 10c.

This is a seller

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

WE ARE TELLING
YOUR CUSTOMERS

ABOUT

"2 IN 1"

SHOE POLISH



We are giving them the facts about "2 in 1" in advertisements, both newspaper and billboard, so big that they compel attention.

These advertisements are selling "2 in 1" to your customers.

If you don't handle "2 in 1," then some other dealer is getting the benefit and making the profits.

Why don't you stock "2 in 1," the shoe polish that sells?

THE F. F. DALLEY CO., Limited
Hamilton - Canada
Buffalo, N.Y., U.S.A.

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas
Coffees
Raisins
Currants
Prunes

All at bottom prices and quality guaranteed.
Write for quotations.



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.

From the Garden to the Can

with the least possible delay and the minimum of handling, accounts for the delicious purity and flavor of

FARMER BRAND

Canned Fruits and Vegetables

In the finest garden section of Prince Edward County there are 3,000 acres devoted to growing Farmer Brand fruits and vegetables. Stock Farmer Brand and your profit is sure and steady.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

INCREASING
DEMAND
EVERY
DAY

SWEET
AND
SOUR

Gherkins

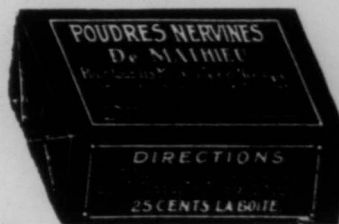


Pickles

MIXED
SWEET
AND CHOW

ADDS A
GREAT DELICACY
TO THE TABLE

The T. A. LYTLE Company
Limited
TORONTO



Build for
Future Sales

If an article is not really good no amount of advertising will sell it. That

Mathieu's Nervine Powders

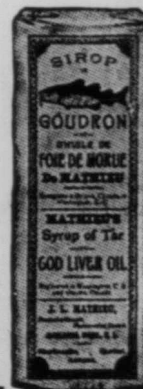
do sell quickly and very largely is strong proof that they are good. Anyhow, a great many people say that they are the best cure for headaches and neuralgia that they ever tried. (18 powders in a 25c. package.) Will you meet this demand?

Send in your order now for Mathieu's Nervine Powders. Some people, unaccountably get colds and chills in the summer. They always want Mathieu's Syrup of Tar and Cod Liver Oil. How is your Stock?

J. L. MATHIEU CO.

Proprietors **SHERBROOKE, P.Q.**

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



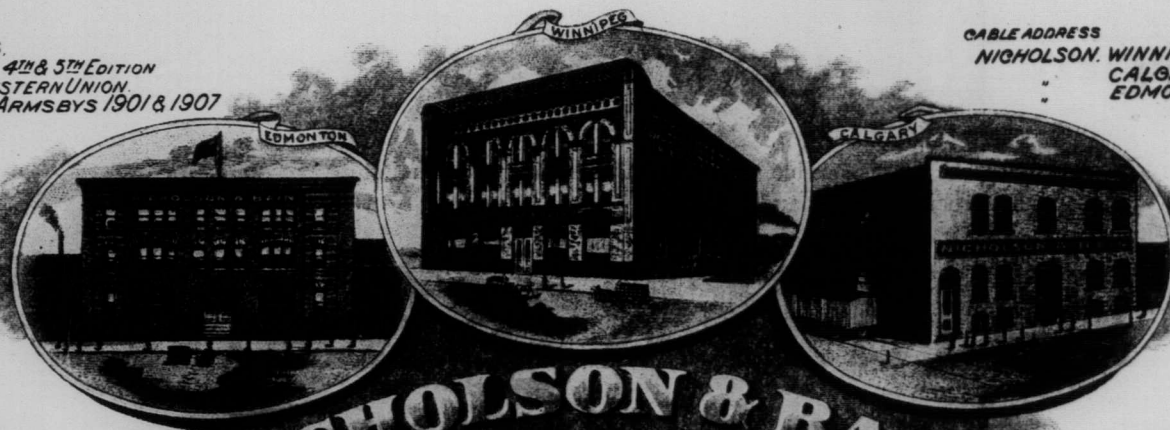
THE CANADIAN GROCER

E NICHOLSON

D H BAIN

CODES.
A.B.C. 4th & 5th Edition
WESTERN UNION
ARMSBYS 1901 & 1907

CABLE ADDRESS
NICHOLSON. WINNIPEG.
CALGARY.
EDMONTON



EDMONTON BRANCH
NICHOLSON & BAIN

CALGARY BRANCH
NICHOLSON & BAIN

NICHOLSON & BAIN

WHOLESALE

COMMISSION MERCHANTS & BROKERS

BANNATYNE AVE EAST
TRANSFER TRACK

Winnipeg, Man.

THE CONSTANT GROWTH

Of Western Canada, makes it an exceptionally desirable place for the introduction of new lines of reliable merchandise.

There is a chance here, for progressive manufacturers, to develop a trade that will increase from year to year.

You can do it, and we can help you.

We have been selling merchandise, throughout this territory, for a quarter of a century. We know the needs of the people and how to reach them.

We could take your products on a commission basis, store, sell and distribute them, and see that you got your share of the business.

Write us. We shall be glad to discuss details with you.

NICHOLSON & BAIN

CALGARY

WINNIPEG

EDMONTON

Storage for all classes of Merchandise also cars distributed at Winnipeg,
Calgary and Edmonton.

WHEN you think of **BULK TEA** you should think of **US** as we handle nothing but **TEA** and can give you an assortment to choose from at **PRICES** that cannot help to be of interest. Let us send you samples. Are **YOU** handling our famous package **Tea**?

MELAGAMA

It's the kind the people ask for with money in every package. Order on a 60 or 100-lb. box. We prepay freight.

MINTO BROS., - TORONTO



THE A 1 SAUCE

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

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

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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

GETTING READY FOR JUNE IN E. T.

We want to help you—grocers in the Eastern Townships—in your preparations for June trade. Just drop us a line and we will have our traveler call on you, if he is not already a visitor. He will assist you in making up your orders.

OUR PRICES WILL SURPRISE YOU

T. A. Bourque & Co., Reg., Sherbrooke, Que.
Wholesale Grocers

CORKS AND CAPSULES

We are in a position to supply manufacturers with all varieties grocery corks and capsules. Corks are made under our own supervision, as are the capsules, and we guarantee them. All sizes.

WRITE FOR PRICES

S. H. EWING & SONS

MONTREAL
and TORONTO

Profitable Goods

Are the goods that are a little better than the others: goods that will make sales where the others won't. Oso Brand Pickles are good pickles, and show their quality. We have special facilities for turning out the best pickles, and we have made the most of them. For instance, we provide the seed from which the vegetables are grown and so get the best from the start; the cucumbers go straight from the vine to the factory, so that none of the fresh crispness is lost. We make our own vinegar and it cannot be beaten for pickling purposes. It will certainly pay you to specify that you want our goods when ordering pickles.

THE OZO CO., LIMITED
MONTREAL

BASKETS

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

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

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

**The Oakville Basket Co.,
OAKVILLE, ONT.**



ABSORBINE

Removes Bursal Enlargements, Thickened Tissues, Infiltrated Parts, and any Puff or Swelling. Cures Lameness, Allays Pain without laying the horse up. Does not blister, stain or remove the hair. \$2.00 a bottle, delivered. Pamphlet 1-C free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by W. F. YOUNG, P.D.F., 204 Monmouth St., Springfield, Mass. Canadian Agents, LYMAN SONS & CO., Montreal.

Maple Sugar

Grocers, I want your orders for Maple Sugar. I am right in the heart of the Eastern Townships where the best and purest maple products are made, and can supply you with the best at correct prices.

Write me.

P. J. GIRARD
RICHMOND, - QUE.

Tartan

SIGN OF PURITY

BRAND

Don't worry about **CANNED GOODS** for six months yet and remember we look after you and **TARTAN** will be up to its standard of quality.

In store, **New Brazil Nuts, New Maple Syrup and Sugar, New French Mushrooms.**

Headquarters, **Lea's Pickles, Leard's Whole Chicken all ready to use, Smith's Glass Lobsters, Wagstaffe's Jam and Marmalade.**

Wagstaffe special **New Seville Orange Jelly.** The finest yet to retail, 20 cents.

Mail orders carefully executed.

PHONE 596 Free to Buyers.

BALFOUR, SMYE & CO., Wholesale Grocers, **Hamilton**

New Maple Syrup



All this month there will be a particularly strong demand for pure new Maple Syrup. Sell your customers

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec



REINDEER condensed COFFEE



Hot Water Only

Required for

A CUP OF COFFEE

A SPLENDID SELLER

TRURO CONDENSED MILK CO., Limited, TRURO, N.S.

LES

apsules.
e them.

**REAL
TORONTO**

NETS

oney as well as
ra if you handle

**Baskets,
Baskets,
ot Baskets
trawboard**

all your basket
tee satisfaction
tee the goods.
mpt attention.

**Basket Co.,
ONT.**

URBINE

al Enlargements,
ssues, Infiltrated
Puff or Swelling,
ss, Allays Pain
horse up. Does not
move the hair. \$2.00 a
amphlet 1-0 free.
J.R., for mankind, \$1.00
yitis, Weeping Sinew,
Rheumatic Deposits,
Varicocele, Hydrocele,
sine mfd. only by
ute St., Springfield, Mass
INS & CO., Montreal.

Sugar

our orders for
in right in the
ern Townships
d purest maple
ade, and can
h the best at

ms.
**RARD
- QUE.**

There will be something doing
next Fall in Canned Goods

Prices are going to be lower than they have been for some time—and we would ask you to hold off buying until you find out what we can do for you—

We will guarantee prices Don't be in too much of a hurry to buy—

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

As a protection to Merchants and Consumers, we are fastening all our bags, containing Granulated Sugar, with a lead seal bearing our trade mark

Redpath

and the initials "C. S. R." When ordering Granulated Sugar in bags see that the seal on the package is unbroken.

Manufactured by

**THE
CANADA SUGAR REFINING CO.**

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

This trade mark is backed by our reputation of 75 years, and appearing on our famous **Quaker Brand Salmon** warrants highest perfection obtainable.

The British Columbia Packers' Association in packing **Quaker Brand** followed our instructions to the letter. The result is highest grade Sockeye Salmon from Frazer and Skeena rivers, and most attractive package to-day offered Canadians.

It is to your advantage to stock Quaker Brand Salmon Order to-day.

QUAKER SALMON, flats, - - \$2.05
QUAKER SALMON, talls, - - 1.90

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

"Balmoral" Rgd.

**Pure Jams
and Marmalades**

Write us about your wants in the above lines. We have the right goods, and our prices will be of interest to you. Absolutely the purest preserves ever on the market.

**J. W. WINDSOR
MONTREAL**

The strictest Government Analysis proved
that E.D.S. Brand is Absolutely Pure

You may recommend

E.D.S. Brand Jams and Jellies



to your purity-demanding customers with absolute assurance that it will
meet with their entire approval.

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.; J. Gibbs, Hamilton.

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

ESTABLISHED 1840

THE QUALITY OF "Pansy Brooms"

is their great strong point.

They are the correct size and weight for family use.

We can give you bigger brooms for less money if you want
them, but a broom that tires the housekeeper's arm will not
build up your broom trade.

Quality counts more than size.

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE
92 Adelaide Street West

TORONTO

FACTORY
15 to 21 Jarvis Street

THE CANADIAN GROCER

VINEGAR

White Wine and Cider **Best Makes** Imported English Malt

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO



SAUCE

ENGLAND'S MOST POPULAR SAUCE

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The "live" H. P. Canadian Advertising is creating a demand for YOU to supply.

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

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.



STORAGE IN OTTAWA!

Packers of canned goods, and manufacturers generally, who are doing business in the Ottawa Valley and district, will be glad to know that we are in a position to store merchandise of every description. Direct rail connection. Convenient to inland navigation. Greatest facilities. Most up-to-date and largest warehouse in Ottawa Valley. Bond and Excise Warehouses. Every attention to your business.

RATES ON APPLICATION

THE DOMINION WAREHOUSING COMPANY, LIMITED

52 NICHOLAS STREET, OTTAWA

J. R. ROUTH, Manager

THE CANADIAN GROCER

2,000,000

Packages of

LIPTON'S TEA

Are now sold **EACH WEEK**

and the sales are steadily increasing. This recommends to every jobber, every retail grocer and every consumer that **merit only** could have made **Lipton's Tea** the leading package tea in sales **all over the world.**

Sold only in air tight tins

THOMAS J. LIPTON

Canadian Office, 75 Front St. East,

TORONTO

TODHUNTER'S
 THE STANDARD FOR COFFEE DRINKERS



THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

OUR FACTORY EQUIPMENT IS THE LATEST IMPROVED. OUR COFFEES ARE DIRECT IMPORTATIONS. SELECTED SPECIALLY FOR THEIR DRINKING MERIT WE GUARANTEE THE HIGHEST EXCELLENCE AND BEST OBTAINABLE VALUE.

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

I Offer
For Prompt Shipment
 Several lots of very fine
Smyrna Sultana Raisins
 Prices and samples from
ANDREW WATSON
 91 Place d'Youville
 Tel. Main 4409 Montreal

Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.
ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.

HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufacturers of embossed Can Labels, Cigarette and folding boxes in the world.

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

FRUIT CANS

Two and one-half pound size.

We are now equipped to furnish any quantity of this package in the standard American diameter, profiles and height, for fruits offered in competition with California goods.

Lacquer lined or plain.

THE
Norton Manufacturing Co.
HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

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

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT
THE CAP HOLE"
"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO

STOCK THE BEST.

"KIT"

COFFEE

IS
**BEST in QUALITY
SMARTEST in FINISH
KEENEST in PRICE**

KIT is an up-to-date extract, entirely free from the bitterness so objectionable in ordinary essences.

By sheer force of merit it has achieved a remarkable success in the Home Market, and Merchants in the Dominion introducing KIT to their customers are laying the foundation of satisfactory repeat business.

Agents in the Dominion—Montreal City, Mathewson's Sons, 202 McGill St.; Quebec City, Albert H. Dunn, 67 St. Peter St.; Ontario, A.E. Bowron 18 King William St., Hamilton; Winnipeg, Mason & Hickey 108 Princess St.



From Top to Bottom

of this list, each and every article is benefitted by a liberal use of B O N A M I, the cleaner and polisher at one operation.

These articles are to be found in every home, which shows the wide field of utility of B O N A M I.

Therefore you run no risk in ordering B O N A M I. It is bound to sell because every one wants it.

**CAN BE HAD FROM ANY WHOLESALE
FROM OCEAN TO OCEAN**

**Cases of 3 doz. \$1.19 per doz.,
or \$14.28 per gross**

F.O.B. wholesaler's shipping point.

Lots of 5 gross, \$13.40 per gross

Delivered to any railway station from Halifax
to Vancouver.

Terms : Net 30 days.

Agents in Canada

HUDON, HEBERT & CO.

LIMITED
Montreal.

The most liberally managed
firm in Canada.



GLASS and
PORCELAIN

Windows
Mirrors
Show Cases
Lamp Shades
Chimneys

METALS

Brass
Nickel
Copper
Tin
Silver
Gold

CELLULOID

MARBLE
WORK

WOOD
WORK

OILCLOTH
PAINTED
SURFACES



**QUAKER
CANNED
GOODS**

**Packed by
The Bloomfield Packing Co.
at Bloomfield, Ont.**

TIRED OF SUCH POOR 25c. TEA

She Went to His Competitor for Something Better

Do you know that while you are hunting for some kind of a tea to sell at 25c.—anything that “will do”—you are slowly but surely driving your trade into your wide-awake, up-to-date competitor's store? If you have no complaints, don't be too sure your customers are satisfied. It is easier to try another store.

A prominent grocer told the writer a few days ago that Mrs. _____ (his competitor's customer) came to his store and said she did not like the 25c. tea she was getting from her grocer. He realized his opportunity and sold her a 30c. tea, and has sold her ever since.

Her grocer was anxious to please her by selling her a 25c. tea, even when he knew it was very inferior to what he had sold her in the past, and his competitor got his customer.

WHY DON'T YOU SELL A BETTER TEA?

Be honest with your customers: explain the advance in price: talk **quality instead of price**, and don't let your competitor sell your customers their tea.

When recommending Red Rose Tea or Estabrooks' Bulk Blends to your customers you can depend on them being the same high quality as in the past. **We could not afford to reduce the quality, so we raised the price.**

Just write a Post Card **to-day** for a case of tea or samples of any grade.

BRANCHES

TORONTO OFFICE, 3 Wellington St. E.

WINNIPEG OFFICE, 315 William Ave.

T. H. ESTABROOKS,
St. John, N.B.

Worcester Sauce

Write to us for samples. We hold recipe for fifty years, and our prices and quality cannot be beaten in America.

JOHN CASSON CO.

57 Front St. E.

TORONTO

DRY GOODS REVIEW

10 Front St. East

TORONTO

Would You Know

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

Subscription, \$2.00 a year.

Sample copies, 25c.

MEN WHO SELL THINGS

We have just closed an arrangement whereby we will have the exclusive right to publish in Canada a book for salesmen, by Walter D. Moody, formerly traveling salesman, buyer and general sales manager for a large wholesale house, and now business manager of the Chicago Association of Commerce—the largest body of business men in the world, numbering about two thousand seven hundred members.

Mr. Moody's book is dedicated to the "Commercial Ambassador," and he has written it primarily for the traveling man. It also contains much educational matter for the business man, young and old, and there is a vein of business philosophy running through it that will appeal to any man or boy interested in self-development and a successful future. It is a book every salesman worthy the name will find indispensable.

Mr. Moody has been engaged for a year and a half in compiling these experiences and observations of his life's work in connection with the field of salesmanship as viewed from the standpoint of the traveling salesman, buyer, sales manager and employer, and as this book appeals to all who are concerned in any line of trade or business, it is just the book those in your own line who are engaged in the creative, money-getting side will find most useful and valuable.

The publication begins in this issue of The Canadian Grocer and will run for several months. Special subscriptions will be taken during the time it is running, at \$1.00. Of course regular subscribers get it without extra charge. We would appreciate very much our readers drawing the attention of commercial travellers, and their clerks, to this announcement. Here are some selections which show the author's vigorous and entertaining style. See pages 51-52.

The salesman who hopes to win real success must change his negative qualities into positive ones, and then stick to some good reliable house where his chances for growth are assured.

A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them.

Time and thought taken in complaining of competition is useless expenditure of energy. It lessens your capacity for the accomplishment of things for which you were employed.

The Salesman goes out and digs up business, while the Order-taker just shambles around, waiting to be fed, like the hippopotamus in the menagerie.

A good salesman must know more about his goods than the man he is selling to knows about them. Knowledge and enthusiasm beat oratory every time. Enthusiasm in a salesman begets enthusiasm in a customer.

The best salesmen any house can have are the salesmen it builds for itself. The old saying, "Salesmen are born, and not made," is the veriest kind of tommyrot in this day of science and progress.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined.

MEN WHO SELL THINGS

Non-subscribers desiring the paper during the continuance of this series will kindly fill in the following order and pin \$1.00 to it and put it in the Post Office.

MACLEAN PUBLISHING COMPANY,
Subscription Department,
10 Front St. E., Toronto:

Please send me The Canadian Grocer regularly during the time you are running "Men Who Sell Things."

.....
Name.
.....
Street.
.....
Town.



Triangle Jelly Powders

Jelly Powder season will soon be here.
Will you be ready for it?

Triangle is unsurpassed and shows the
retailer a handsome margin.

JAMES TURNER & CO., Limited
Hamilton, Ont.

Counter Check Books The "Newear."

For quick operation of Carbon sheet. It has
other advantages. Something new. We are
sole makers.

Write for Sample.

The Carter-Crume Company Limited,
Toronto and Montreal

Mention this paper.

Warm Weather is Here, or Soon Will Be

Time to use the best sum-
mer cereal which agrees
with the strong and weak
alike.

WHITE SWAN FLAKED WHEAT

is perfection itself, the
flakes being large and
thin and easily cooked.
Made only from the
choicest selected white
wheat, put in barrels at-
tractively lined with
crinkled tissue paper,
which insures freshness
and cleanliness at all
times.

You will appreciate White
Swan Flaked Wheat be-
cause it will give abso-
lute satisfaction to your
customers.

Samples and quotations given on request.

FLAKED WHEAT

The Robert Greig Co., Limited

WHITE SWAN MILLS, - TORONTO

It pays to have proper connections in The West

We have first-class facilities for distributing cars and we
make a specialty of this line.

Consign your cars to us and please your customers.
Our storage facilities are complete—plenty of room in our
new quarters.

Charges Reasonable Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distribut-
ing Agents

23 Bannatyne
Avenue East **WINNIPEG, MAN.**

Wholesalers Discuss Trade Problems

Annual Meeting of Provincial Wholesale Grocers' Guild at Hamilton Last Week One of Most Successful in Organizations History—Resume of Proceedings With Several of the Most Important Addresses—Notes of the Meeting.

The annual meeting of the Ontario Wholesale Grocers' Guild, a brief report of which was given in our last issue, was held in Hamilton on Tuesday and Wednesday, May 5th and 6th. The meetings were held in Room A10 Federal Life Building, James and Main Sts.

The attendance of members was very large, in fact, the best that has so far been registered. The following is a list of those who were present.

The Members Registered.

Jas. Gow, Macpherson, Glasco & Co., Hamilton; F. T. Smye, Balfour, Smye & Co., Hamilton; Samuel Vila, Jas. Turner & Co., Hamilton; J. T. Glasco, Macpherson, Glasco & Co., Hamilton; H. N. Kittson, W. H. Gillard & Co., Hamilton; C. H. McIlroy, Balfour, Smye & Co., Hamilton; Alex. Turner, Jas. Turner & Co., Hamilton; Geo. E. Bristol, Lucas, Steele & Bristol, Hamilton; Jas. T. Gillard, W. H. Gillard & Co., Hamilton; John Ross, St. Catharines; J. H. Simpson, The Simpson Co., Guelph; R. J. Simpson, The Simpson Co., Guelph; W. T. Armstrong, A. J. Young, Limited, North Bay; M. S. Sutherland, Fenwick, Henry & Co., Kingston; J. H. Gilmour, Gilmour & Co., Brockville; R. J. Carson, Kingston; E. J. Masuret, M. Masuret & Co., London; Samuel Sereaton, Ed. Adams & Co., London; John Dillon, A. M. Smith & Co., London; John Garvey, London; John Marr, Elliott, Marr & Co., London; W. P. Riley, Riley, Ramsey & Co., Port Arthur; O. E. Truesdale, Geo. Watts & Co., Brantford; A. G. Olive, Geo. Foster & Sons, Brantford; J. F. Smythe, J. F. Smythe & Co., Windsor; F. W. Humphrey, F. W. Humphrey, Toronto; Hugh Blain, Eby-Blain, Limited, Toronto; Wm. Logan, The Davidson & Hay, Limited, Toronto; Frank H. Sloan, John Sloan & Co., Toronto; T. Kinnear, T. Kinnear & Co., Toronto; A. H. Pafford, The Davidson & Hay, Limited, Toronto; F. F. Telfer, Telfer Bros., Collingwood; M. P. Byrnes, T. Long & Bros., Collingwood; W. H. Sparling, Sparling & Adams, Lindsay; A. McIlhargey, Stratford Wholesale Grocery Co., Stratford.

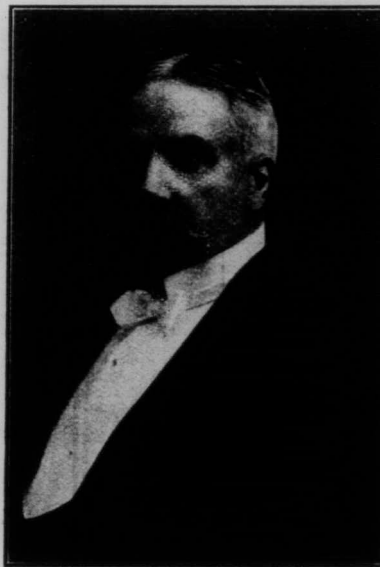
The following gentlemen were also present: A. P. Murray, sales manager Edwardsburg Starch Co.; Jos. Ruddy, Brantford Starch Co.; R. L. Innes, sec-treas. Canadian Cannery, Limited; T. A. Nairn, president Canadian Cannery, Limited; W. R. Drynan, Canadian Cannery, Limited; Col. J. B. MacLean, president MacLean Publishing Co.; W. H. Seyler, The Canadian Grocer.

The proceedings were conducted according to printed program arranged for

stipulated time discussions of the various subjects and adhered to very satisfactorily.

The Opening Session.

The meeting was called to order promptly at 10 o'clock Tuesday, by the president, T. B. Escott. After the appointment of Mr. Armstrong as recording secretary for the sessions and the selection of a press committee of H. C. Beckett and F. T. Smye, the chairman of the Hamilton Guild, F. T. Smye, in a very happy speech, extended a hearty welcome to the visiting delegates and congratulated the Hamilton Board on the large turnout of members from all parts of the province. He hoped



W. G. CRAIG.

Of W. G. Craig & Co., Kingston, the Guild's New President.

every member would take an active part in the discussion of the very important questions before them and guaranteed them all a pleasant time after the conclusion of their labors. He regretted, however, that vice-president, W. G. Craig, of Kingston, was unable through illness to be present. W. Roos, of Randall & Roos, Berlin, was also ill and sent his regrets for non-attendance.

The minutes of the last meetings of the Guild were presented and taken as read.

F. T. Smye read his report on legislation and touched upon the very satisfactory result of their efforts in securing the passage of the bill regarding canned goods labelling and in doing so paid worthy compliments to Adam Zimmerman, M.P. for Hamilton, for his

strenuous and good work in connection with the bill.

Mr. Beckett, in a few words, explained that the bill amending the Criminal Code was receiving close attention in the House and it was hoped that the trade, both wholesale and retail, would shortly see the objectionable and restrictive clause eliminated from the act. Honore Gervais, M.P. for West Montreal, was interesting himself in the bill and doing good work as also was E. M. Trowern, the secretary of the Retail Merchants' Association. Mr. Beckett also reported that the suit in connection with the action originated two years ago had been set down for a hearing on June 3rd.

T. B. Escott, president, then presented his address.

THE PRESIDENT'S ADDRESS.

"It is a pleasure to join our Hamilton friends in extending to the visitors a hearty welcome to this, the fifth annual meeting of the Ontario Wholesale Grocers' Guild. Let us hope that the short time we spend together may prove pleasant and profitable. Nearly a year has gone by since our last gathering in London and it is some satisfaction to recall the advancement that has been made since then. Many manufacturers have complied with our request for more liberal treatment. All this has been brought about by your committees, supported by the unanimous voice of the trade.

"The legislation committee has made progress during the year, notably in securing an amendment to the Pure Foods Act, securing to owners of private labels the right to use these labels. It is hoped and expected also that the desired amendment to the Criminal Code will be adopted before parliament rises, the injustice of the present law, as it now stands, being apparent to all. The committee regret that they have been unable to bring sufficient influence to bear upon the government to induce them to establish a bureau of Inland Trade and Commerce although the need is very great and it is hoped the committee will continue to press the matter upon the attention of the proper authorities.

The Guild Suit.

The unsettled Guild Suit has continued to block our best efforts, the Crown having postponed from time to time the date of hearing, thus preventing the case coming before the court up to the present, but the date for the trial is now fixed for June 3.

Five Years' Progress.

"It is encouraging to review the progress we have made during the short period of five years, when this Ontario Guild was born. That year the travel-

ers' midsummer holidays were adopted. The following year the agreement with-drawing travelers from the road at Xmas was adopted. But more important than all has been the constant education going on among ourselves. When we consider where we started, and observe the progress we have made, the lack of intelligence that existed then as to the cost of selling goods, the general expenses of doing business, and the more general knowledge that exists now along these lines, we take courage. We are sometimes discouraged because we have not made more rapid strides, forgetting that large bodies move slowly, that we cannot advance faster than the most conservative of our number may deem wise. Meetings like this where we can meet together and talk over our needs is one of the very best forms of education. Unfortunately those who require this help most think they need it the least and fail to attend, and even think it a waste of time to read literature sent to them. We must be patient, however, remembering that we cannot as a body move faster than the slowest member. It is usually the ill-informed merchant who makes many of the prices on goods which prove so unremunerative to himself and the rest of the trade. If all could see the advantage of making a sacrifice of the smaller for the greater our aims would be achieved.

"We can view the future with hope, feeling assured that organization will bring good results. The present is a critical time in the history of the grocery trade and will require courage, sacrifice and good judgment to bring about the best results for both wholesalers and retailers whose interests are identical."

The financial report was laid before the members and after brief discussion of a few minor points, adopted.

H. N. Kittson delivered a most interesting address on the subject of "Know Thy Opportunity," which is reproduced herewith.

H. N. KITTSON'S ADDRESS.

Some two thousand five hundred years ago, Pittacus, known to school boys as one of the seven wise men of Greece, coined, among other precepts, the well-known maxim, "Know thy opportunity." The lapse of time has in no degree weakened the force, or impaired the significance of this aphorism. It appeals to us to-day as an utterance pregnant with wisdom, and attesting the philosopher's shrewd powers of observation, as it no doubt appealed to his hearers when it first issued from his mouth.

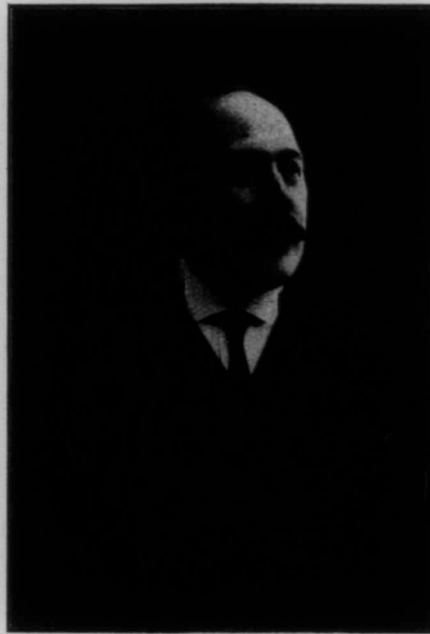
The greatest intellect of our own race crystallizes the same idea into words when he makes Brutus declare: "There is a tie in the affairs of men which, taken at the flood, leads on to fortune; omitted all the voyage of their life is bound in shallows and in miseries."

"On such a full sea are we now afloat, and we must take the current while it serves, or lose our ventures." In deed, if we were to search for a definition for success, we probably could not reduce it to a simpler or more accurate formula than this, "Opportunities turned to best advantage."

Volume of Canadian Trade.

I propose to ask the Grocers' Guild the simple question, "Do they know

their opportunity?" Do they know that opportunities are present to-day which, if turned to advantage, would make for the substantial betterment of the conditions of the wholesale grocery trade? There are in the Dominion of Canada upwards of 152 firms or corporations carrying on a wholesale grocery business. The aggregate capital of these firms and corporations, according to Dun and Bradstreet, is \$19,043,000. If we multiply this by six times to arrive at the total volume of trade of these firms and corporations we have the enormous total annual output of \$114,258,000. If we divide this by 6,500,000, the present population of Canada, you will see that this is equal to about \$17.50 per head of the population. Surely this is a very moderate estimate of the total annual output of the wholesale grocery trade; but suppose, to make assurance doubly sure, that we are not over-estimating the total trade volume, we knock off \$44,258,000, we still have the enormous total of \$70,000,000 as the annual output or selling power of these firms and corporations.



FRED T. SMYE.

Of Balfour, Smye & Co., Hamilton, the Newly Elected Vice-President.

Does the Guild, do the several firms comprising it, realize what this fact means? I do not mean, do they simply apprehend that this is a fact, but do they realize what is behind and what is involved in this fact?

What This Fact Involves.

It means that the wholesale grocery trade have something in their control, at their disposition, which manufacturers are anxious to get, to acquire which they can be made to pay a reasonable price; that is, if the wholesale trade want an adequate equivalent for the service they render the manufacturer as their chief distributors.

It can surely be assumed that the trade do want an adequate equivalent—but have the trade the courage, the patience, the resolution to take hold of the fact, that this enormous selling power is a negotiable instrument which can be converted into increased profits

by following a persistent, intelligent, and united policy as regards the manufacturers.

It is a notorious fact that buying syndicates in the retail trade and departmental stores buy some lines from manufacturers as close as wholesale houses do. Their ability to do this is possible only by reason of the apathy of the wholesale trade; is possible only by reason of the fact that so many members of the trade, while they theoretically believe in the effectiveness of united action in practice, want to plow their lonely furrow, or paddle their own canoe.

Manufacturer and Wholesaler.

The manufacturer understands the weaknesses and jealousies of wholesale grocers, and he trades on their fears. He tells one firm, "If you don't handle my goods, A. B. will handle them, and he will steal your trade, and although I do not provide you with a reasonable profit, yet you must keep the goods in stock, or lose your trade to your rival." He defeats every house in detail, just as Napoleon defeated the armies opposed to him by preventing their united action. If buying syndicates, by reason of working together, even in their restricted operations, are able to obtain important concessions from manufacturers, and practically buy as cheaply as the wholesale trade in some instances, does it not follow that if the wholesale grocery trade, in dealing with manufacturers, would deal as one man and adopt a uniform policy, a persistent, resolute course, they would be able to bring such a tremendous pressure upon the manufacturers as would compel them, in fixing their prices, to provide a reasonable profit for the wholesale trade. If one man owned the 152 houses doing business in Canada, do you suppose he would look at a manufacturer who offered him a wretched 7½ per cent. as his payment for selling and distributing his goods and taking the risk of bad debts? Why, he would laugh at it. He would tell the manufacturer that he had either to pay him adequately for the service of marketing his goods, or he could distribute them himself. The manufacturer knows quite well, that on economic grounds, and on other grounds, that distribution through the wholesale trade is the most satisfactory way of marketing his goods.

A Remedy Proposed.

Now, why cannot the trade adopt a policy that will put them in as advantageous position to deal with manufacturers as they would be if this large output to which I have referred were controlled by one man. There is no insuperable difficulty about it. When it is considered that trade unions, by reason of united action, in the face of grave difficulties, in the face of inexperience in organization, in the absence of reserve capital, have been able to improve their position in such a marked degree: have been able to obtain a fairer compensation for their work; it ought to be an object lesson to the wholesale trade; it ought to be clear that the problems they are called to solve are not so complex or so difficult as those which have been solved and are being solved by the trade unions. If the wholesale trade would exhibit a similar spirit; if they were willing to submit to a little temporary inconvenience; to forego a little temporary profit to make a much larger

gain, it is difficult to estimate to what extent it would better the conditions of the trade.

Co-operative Effort Necessary.

The one difficulty that presents itself to me is to find some way of bringing home to each individual firm a real live belief that co-operation with other firms in endeavoring to secure that which cannot be attained by individual effort, is just as important a part of the business of each individual firm as any other detail of its business. Once this idea gains a solid hold on the trade each individual firm will take as keen an interest in the Guild as in the details of their own business. The collective thinking machinery of the firms comprising the Guild will be available to find solutions for the problems which arise from time to time with the ever-changing conditions of trade. The Guild will act as one man, and the tremendous power of the united trade will be able to bring home to manufacturers the fact that their own best interests will be best promoted by making the wholesale trade the exclusive distributors; or that when it is found necessary to market products in part through the retail trade, they will at least be made to provide a reasonable margin of profit in the difference between the price to the wholesale merchant and the price to the retail trade.

It must not be inferred from any argument that has been advanced in this paper that there is hostility on the part of the trade to manufacturers; on the contrary, it is frankly admitted that some manufacturers have given the wholesale trade sympathetic and substantial support in their endeavors to put the trade on a better basis. It is largely due to the fact that the wholesale trade are either divided in their opinions, or too apathetic in bringing their united views to bear upon the manufacturers generally, that manufacturers have not been more anxious to co-operate with the wholesale trade.

There has been a reluctance among some people to lend support to any form of co-operative effort. There are some people whose hair would stand on end if it were proclaimed that competition is no longer the life of trade. But the fact cannot be ignored that the spirit of co-operation is in the air. It will, to quote a prominent American writer, be the next great form of business development and progress.

This paper suggests an idea. The means of carrying out that idea will discover themselves under patient and persevering effort.

Success-bringing Maxims.

A prominent figure in American politics, who has been marvellously successful in every enterprise upon which he entered, had two maxims which guided his whole life. These were printed in large letters and were hung over his bed so he could see them as he rose in the morning, and as he retired at night. The maxims were:

1st. When you want a thing go out and get it.

2nd. Bring it home with you.

A large manufacturer whom I met on the train a day or two ago, told me confidentially if the trade would act together as one man they could prevail upon the manufacturer to give them whatever they wanted.

The whole question is, do the wholesale trade want a better profit? Will they go out and get it? And will they bring it home with them?

I conclude this brief paper with the axiom with which I began it, "Know thy opportunity."

Important Questions Discussed.

Various important matters were discussed, among them the establishment by the Federal Government of a Bureau of Trade and Commerce, quantity price, rebating, prepayment of freight to non-competing points, proper railway bill of lading.

A Luncheon and Auto Trip.

At the conclusion of the Tuesday morning session the delegates were entertained to a luncheon at the Hamilton Club by the Canadian Cannery. After luncheon the hosts took their guests on an automobile trip through the fruit belt of Canada—a trip to Grimsby and



T. B. ESCOTT.

Of T. B. Escott & Co., London, the Retiring President.

return—and it is needless to say it was much enjoyed by all despite the dry and dusty roads.

Tuesday Afternoon's Session.

The afternoon session opened with a discussion of the letter of recommendation from the Hamilton Board of Trade regarding a new bill of lading, flag station difficulties and settlement of claims by railway companies. Messrs. Beckett, Escott and Kinnear were appointed a committee to appear before the Toronto Board of Trade on May 20th to present the views of the Guild before the railway authorities and shippers.

A discussion followed on the paper prepared by the Dominion Wholesale Grocers' Guild dealing with the relations between manufacturers and wholesalers.

H. C. Beckett's paper on "The Importance and Value of Trade Associations and Their Relations With the Gov-

ernment" was an able and carefully prepared one and at its conclusion it was decided to have it published in The Canadian Grocer and also printed and circulated among the members and others directly interested. A hearty vote of thanks was tendered Mr. Beckett for his work in placing the position of business conditions so clearly before the trade.

MR. BECKETT'S ADDRESS.

In submitting for your consideration and discussion a subject of vital interest, viz., "The importance and value of trade associations and their relations with the Government," it is with the firm conviction and a feeling of confidence that the time is coming when the difficulties under which the trade and commerce of this country have labored in the past, will be largely minimized by progressive, intelligent measures so much needed in view of the changed conditions of trade.

In dealing with a matter so important might we not profitably consider the reasons for our many difficulties?

Briefly then, trade associations, their value and importance as a factor in promoting and bettering trade conditions have not been thoroughly understood or appreciated by the average merchant, the press, the public generally, and particularly by our federal and provincial governments.

Associations Not Understood.

Trade associations have been misrepresented, have been regarded with suspicion, have been looked upon as combinations pure and simple. It has not been fully realized, and is not yet fully realized, that trade associations are absolutely necessary to promote healthy and honorable trade conditions. Without them how can we successfully wrestle with the complex problems that confront every business man and every business community? If there are evils in business, united effort is the only practical remedy. Individual effort is barely noticed. Organized effort means power and will be noticed sooner or later.

When a great many concerns or units are engaged in the manufacture and sale of goods of similar character, order, system, and recognized business customs are necessary to prevent confusion and disaster. The reasonable, sensible, businesslike and only practical way to deal with all problems that confront and endanger any line of trade is through an association.

The Keynote of Progress.

The keynote of progress is clearly and unmistakably organization and unity of effort, and the things so far accomplished by trade associations, in spite of hasty and narrow-gauged opposition, are too pronounced to be doubted.

Take our own business, to those who will study the grocery trade on broad lines, and remember what has been accomplished in the past. You must admit that it would be fatal to halt in the march of advance. No matter how imperfect we appear in each other's eyes it must be clear to you that the work should progress until we reach that state when retailer, wholesaler and manufacturer will realize the benefits of co-operation on lines of mutual fair dealing. It should not be assumed that

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these three interests are antagonistic, but it should be our constant effort to work out lines along which the three classes can harmonize.

If education is necessary for the young, is it not equally necessary in business? Have we not dishonesty to contend with in business? Should dishonest travelers and dishonest merchants be permitted to pursue their nefarious and demoralizing methods unchecked and unhindered? What will the next generation of business men be like? Things have come to a pretty pass when honest men, and men with honest inclinations, are to be discouraged in any efforts they may make to put the merchandising and manufacturing of goods on a higher scale than has existed recently.

That progress in association work has been slow is largely due to blind self interest, prejudice, suspicion and jealousy of a competitor. It has perhaps not occurred to all that a remedy for the evils which exist in business should, and must, sooner or later, be exercised in accordance with honest, sound principles, and under government regulation.

Some Peculiar Ideas.

Sometimes we find people in business with peculiar ideas. They imagine they can continue selling goods that cost them 107 for 105 and still pay their creditors. Such people are a menace to the trade, as they are damaging to the manufacturers, and their license to do harm is not in the interests of healthy trade conditions. To such we should turn our attention and be able by reasonable methods to prevent the spread of this disease.

To anyone familiar with present day conditions it seems incomprehensible that there are men in business who belittle and underestimate the value and importance of trade associations. But there are such people and to them can, in a great measure, be attributed present day evils. They are mean enough to take advantage of what others have done for their benefit, but, either through fear or meanness of heart, will take no part in the work themselves.

There must be some recognized, legal-sanctioned security in business to prevent serious conditions with respect to the investment of capital. Failure in legitimate business is not lesirable, and any effort to bring about a better condition than at present exists among merchants and manufacturers should be encouraged and intelligently investigated.

The Government's Antagonistic Attitude.

Now what has been the attitude of both our Federal and Provincial Governments in respect to trade associations? In a word—antagonistic. And why this antagonism? A prominent Canadian banker quite recently gave a reason which I am firmly convinced is true, viz., an irresponsible press. If a country is honeycombed with agitators who are opposed to capital and to corporations or associations generally, why do politicians and cabinet ministers listen to and heed the false and erroneous statements which so frequently appear in an irresponsible press and stand ready to shape their course by what they foolishly imagine to be a popular

cry? The answer is easy—it is a question of votes. Thousands of dollars are spent annually to maintain a labor bureau, to catch the labor vote, and it is to the credit of the labor unions that they have succeeded in impressing the governments with their numerical importance, even if they are in the minority. Will the long-suffering merchants and manufacturers of the Dominion have to show their power at the ballot to get a proper recognition at the hands of indifferent cabinet ministers?

It is deplorable that more thought and attention is not given by those who are placed in authority, to find out the actual commercial needs of our country. Those who would give careful attention would see signs of the times which ought to be heeded. That evolution is in progress in the conditions of trade cannot be denied by any thoughtful and intelligent representatives of the people. The wonder is that the necessity for safeguarding the commercial interests of Canada is treated so lightly and indifferently, and that practically the only



H. C. BECKETT.
Of W. H. Gillard & Co., Hamilton.

attention given to trade associations is to regard them as a menace to the commercial prosperity of our country, rather than a medium for good and all that stands for honor in business.

Should Look to Business Men.

It is to business men as a whole, those who are engaged in the great service of carrying on the operations of trade throughout the length of this great Dominion, that a government should look for opinion and advice to bear upon legislation affecting business interests which are interlaced with the interests of all. Let the voice of business men be heard and a wise government will adopt progressive measures.

Agitation is an aid to redress and the more the importance of trade associations is discussed, the more thought will be applied to them, the more attention will be given to them, so that ultimately trade opinion will evolve a plan that will minimize, if it does not completely cure, the unsatisfactory conditions which at present prevail.

Should Protect Legitimate Business.

In the interests of good government there should reside somewhere the power to protect the legitimate merchants and manufacturers of the country against waste and wrong. Such power should reside with the government if trade associations cannot be trusted to stop at the proper limit. Personal interest may not yet have acquired the necessary intelligence and sensitiveness to stop at the point where it begins to invade people's rights, and as good government should protect the people's rights, trade associations should be recognized. Although suggestions were made to the Ottawa authorities months ago, and promises made that enquiry would be instituted with a view to progressive measures, nothing has been done. It has already been suggested that the trade and commerce department should wake up and enquire into the commercial needs of our country; it has been suggested that a Bureau of Internal Trade and Commerce be established, with power to pass upon agreements between merchants and manufacturers, and to perform such other work as would safeguard the interests of the people. Our neighbors across the line have received the promise of their president that something must be done to prevent the senseless and vindictive attacks upon necessary business methods. Why should the trade of our fair country be persecuted and intimidated? Is there any sensible reason that can be given for it? The importance of the matter requires immediate attention. Promises so long delayed look like insincerity. It is not a position to inspire confidence. Can merchants and manufacturers expect anything for the future? Let us hope so.

It should be the law of the land that no legislation be enacted, affecting the trade of the country, without first getting the opinion of trade associations through such associations' accredited representatives. No man with a fad should be allowed to quietly get the ear of parliament and then railroad through some legislation hurtful to the interests of sound business, as has been done in the past. The things our legislature do to hurt business frequently indicate a complete lack of knowledge and grasp of the subject dealt with. What may have taken years to build up is destroyed in a night. At present there is no government method to safeguard the business man, and it is necessary and desirable that there should be.

Suggestions Regarding Methods.

In the first place, a complete and accurate record of the names and the officers of every trade association should be on file with the Department of Trade and Commerce. This record would be of benefit in enabling the governments to get in touch with the trade of this country. The trade should be consulted. The governments should get at what would be best for the general good, based on sound business. They should consult business associations, not individuals, on questions concerning the business welfare of this country. No bill should be allowed to pass its second reading without first sending a copy of it to the accredited representatives of every trade association in Canada. Under the present system no provision is made to keep the trade in-

formed of what is going on. It is only after it is too late that the trade discovers some new regulation seriously damaging business without being of any benefit to the consumer. Thousands of dollars are spent annually in huge deputations to Ottawa protesting against unfair legislation. The business men of this country are put to enormous expense when this might be avoided if reasonable and businesslike methods and regulations were adopted.

I would suggest that steps be taken by this Guild to bring the attention of parliament to the present unsatisfactory and out-of-date methods, with a view to the adoption of progressive measures so much needed under the changed business conditions.

The prejudice against associations must gradually but surely disappear. We must join in a cry for higher standards of ethics in the conduct of business. The change will not only be beneficial to the business men of to-day, but will have a good and necessary influence on the thought and conduct of the young generation soon to shape the commercial future of our nation.

It was moved by M. P. Byrnes (T. Long & Bro., Collingwood), seconded by F. T. Smye (Balfour, Smye & Co., Hamilton), and carried unanimously: "That the members of the Ontario Wholesale Grocers' Guild place on record and desire to express their hearty appreciation of the kindly offices of Mr. Adam Zimmerman, M.P. for Hamilton, in connection with the Canned Goods Act and other matters important to the commercial trade of this country and for so strongly and ably endorsing, supporting and advocating a measure of justice to the wholesale trade."

An interesting discussion regarding payment of freight to non-competing points was opened by Geo. E. Bristol (Lucas, Steele & Bristol), and the present tobacco situation was also discussed. This closed the business proceedings of the first day's session.

Entertained by the Hamilton Trade.

At 6.45 the members were the guests of the Hamilton trade at an informal dinner at the Hamilton Club and afterward to a theatre party at Bennett's new theatre. The Hamilton trade's courtesies were much appreciated by the delegates and the royal entertainment offered at the dinner certainly put a new construction on the word "informal," but as one member remarked, "It was always so in Hamilton—they know how to entertain."

Wednesday Morning Session.

The Wednesday session opened at 9 a.m. by the reading of communications.

The important question of summer and winter holidays for traveling salesmen evoked interest and lively discussion. It has been the custom for some years for the trade of Toronto and points west and north to have all travelers off their territories during the first two weeks in August, but this year, owing to the Quebec Tercentenary falling in the end of July it was thought well to place the holidays two weeks earlier in order to permit those

salesmen desiring to attend the festivities to do so. Messrs. J. Dillon, A. M. Smith & Co., London, and H. Blain (Eby, Blain, Toronto) were movers and seconders, respectively, of the following resolution:

"Whereas, at a meeting of the Ontario Wholesale Grocers' Guild, held in Hamilton May 5 and 6, 1908, it was unanimously agreed by those present that travelers' summer and Christmas holidays are necessary and desirable,

"And whereas, for the purpose of properly acquainting every firm with the particulars as to territory and date, and thus avoiding mistakes and misunderstandings, it is proper that a memorandum should be signed in duplicate each year, agreeing to same,

"Now this memorandum witnesseth that we, thw undersigned, agree that we will withdraw all our travelers in the district west of but not including Toronto; as far north as, but not including, North Bay; and as far west as, and including, Windsor, from the 18th day of July, 1908, till the first day of August, 1908, both days inclusive, and that during that time we will not send out a substitute to cover such territory or solicit business by personal canvass or telephone. We also agree that each succeeding year we will withdraw all travelers in the above-named district for a holiday season of two weeks commencing the early part of August or the latter end of July, the exact date to be fixed at each annual meeting of the Ontario Guild, and also that we will withdraw our travelers for one week, viz., from the 25th of December to the 1st of January, both days inclusive, this and each succeeding year until this resolution is rescinded."

Vice-President W. G. Craig's paper was not presented, owing to Mr. Craig's absence through illness.

The Cost of Doing Business.

F. T. Smye, chairman of the Hamilton section, presented a most important subject for discussion, "The Cost of Doing Business." Mr. Smye emphatically stated that it was his opinion that the individual members of the Guild as well as jobbers generally did not go into the cost question closely enough and this was the cause of a vast amount of cutting and dissatisfaction. It was a most important question and he felt that every member should seriously look into this question for not only his individual satisfaction and comfort, but also for the general good of the trade. This discussion, which was participated in by a goodly number of the members, brought out many valuable points. Mr. Logan, of Davidson & Hay, Ltd., T. Kinnear, Hugh Blain, H. C. Beckett, John Garvey, London, J. H. Simpson, Guelph, W. P. Riley, of Riley, Ramsay & Co., Port Arthur, presented many strong arguments for serious consideration of this important question. On motion of H. Blain, seconded by T. Kinnear, the president was instructed to appoint a committee to inquire into the cost of goods and report to the next annual meeting of the Guild.

The Year's Canned Goods Policy.

A discussion on the canned goods policy for 1908 was an important feature of the session. The position of the canned goods question was very ably presented by H. C. Beckett and the retrospect he gave of the jobbers' position

in the days before the trade was protected at least a margin over cost was borne out by the commendatory applause he received from the members. Mr. Beckett held no retainer from the Canadian Cannery, nor was he there to speak for them, but his firm's experience, and no doubt that of every member present, had been that this very important branch of the wholesale grocery business had never been on a more satisfactory basis than during the working of the present plans, and he for one felt that, looking to at least a margin on this branch of the business, to say nothing about a profit, it was the duty of every member to adhere to the present arrangement and strengthen the hands of the canners in their efforts to put up guaranteed goods at reasonable prices and profits. R. L. Innes, sec-treas. of the Canadian Cannery, who was present, addressed the meeting and briefly explained the position of the canned goods industry and the satisfactory working of their plans for the best handling of this important business. Like every business, there was here and there a seeming anomaly in the working of the plans, but with every season the faults were being remedied and if the trade were united on the question it would not be many years before a mutually satisfactory arrangement would be working for the benefit of all interests, the packer, the jobber, the retailer and the consumer.

Something About Profits.

The claim that big profits were made by canners is a fallacious one. There were at present six canneries to his knowledge that were for sale, and others working along at no profit. Only lately one well-equipped canning factory that had cost its promoters and owners \$20,000, was sold for \$5,750. If profits were so good this would not occur. It was the question of consolidation that saved many of the present packers from ruin. Mr. Innes said the question of doing business with the Canadian Cannery was one that rested entirely with the wholesale trade. As far as the company was concerned the jobbers were assured of proper and satisfactory treatment.

An adjournment was made for luncheon at the Commercial Club, where the members were entertained as guests of the Hamilton trade. After luncheon E. M. Trowern, secretary of the Retail Merchants' Association of Canada, read a very ably-prepared and comprehensively explicit paper on "The Evil Effect of Co-operative Societies if Introduced into Canada." Mr. Trowern's remarks were closely followed and a very hearty vote of thanks tendered him. The Grocer regrets that owing to its great length it is unable to publish the address complete, but takes pleasure in presenting the leading features herewith.

MR. TROWERN'S ADDRESS.

In making this preliminary comment on the subject matter of this address, I have done so with a view to preparing the way to the discussion of this subject, which is not, I am sorry to say, as well understood as it should be, and for this reason I have called your special attention to the importance of the preservation of individualism in

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trade and commerce" and they claim
also that the present system of the dis-
tribution of merchandise is obsolete, ex-
pensive and inconvenient, and they lay
great stress on the fact that with their
system all who purchase from them
share in the profits and that the private
trader is doing for them what they
should do for themselves.

Spread of Co-operation in England.

The co-operative system of retailing
started in England over forty years ago
and through the indifference of the
merchants and by their lack of proper
organization the system spread until it
has made serious inroads on the private
enterprise of the country. The methods
that are adopted by these concerns for
promoting their enterprise are of the
most delusive character that could per-
haps be foisted upon the great unthink-
ing masses of the people. In addition
to their socialistic doctrines, in which
they state that the individual trader
must be destroyed, they put forth ex-
tensive philanthropic pretensions, by
claiming that they hand back to the con-
sumers and members, dividends which
represent their savings, whereas the
amounts which are handed back are
simply the amounts which they have
filched and overcharged, these poor un-
suspecting persons, who have been cap-
tured through the guise of fraud and
misrepresentation. They also surround
themselves invariably with what they
term "Educational Committee" which
in simple language means an "adver-
tising committee." The duty of these
committees is to visit the women's
guilds, the young men and women's as-
sociations, hold meetings in parish
churches and they have processions of
children, and social gatherings all pro-
claiming the great advantages that these
co-operative stores have over the in-
dividual merchant.

The Dividend Promise.

This sophistry has had the desired
effect, and as they dangle the promise
of dividends before the eyes of their
poor deluded dupes, they announce that
all this money has been taken from them
in the past by what they term "private
traders." In operation the scheme is
a twin brother to the old trading stamp
fraud, that through the efforts of our
association I am pleased to say has been
banished from our Canadian shores, and
I hope that if the co-operative society
plan of doing business ever raises its
head in this Dominion, that it will re-
ceive the same fate its fellow comrade
received.

A Duty to Countrymen.

Let us not, however, rest content and
believe that because we have not in
the past had to contend with this de-
lusive monster, that we will not be called
upon in the future to defend our rights

as merchants of this country. Nor
should we be rocked into slumber by
those who tell us that to talk about
these stores and to point out their de-
ceptive practice is only to advertise
them, and that if we leave them alone
they will die a natural death. As fair-
minded, fair dealing and honorable citi-
zens of this country and as merchants
who should know the pitfalls and
sloughs in commercial transactions, we
owe a duty to our fellow countrymen
to protect those who are unfamiliar with
the tricks of trade and to place upon
every hole in the roadway of commerce
of this character a red light, pointing
out the danger and thus preventing the
wayfarer from being injured or en-
trapped.

Some Peculiar Methods.

Chief among the methods these pro-
moters adopt in baiting their hook to
catch the unsuspecting, is that of se-
curing persons of high rank and social
standing and associating their names
on the directorate of these companies.
As an example of that, we find that His
Excellency the Governor-General of Can-
ada, Lord Grey, is president of the In-
ternational Co-operative Alliance, and
not content with occupying this position
in Europe and receiving the appoint-
ment of representative of His Majesty
the King in this new land, we find that
this worthy person has brought with him
those old-land errors, and that he is en-
deavoring to prepare the soil and plant
the seed for this dangerous weed in this
our beloved land. Every true Cana-
dian heart beats with pride when we
know that we are part of the great
British Empire. We fear God, we love
our country and we honor our King, but
we must frankly confess that we are
not by any means pleased when our
King's representative departs from the
duty that has been assigned for him
to do, and endeavors to promote a
scheme in this country, that is eating
into and destroying the very heart and
marrow of that great army of shop-
keepers of which England for centuries
has been so proud, and if still further
attempts are made to influence our legis-
lators in the direction of securing spe-
cial legislation to promote these soci-
eties here, I will feel it my duty to call
public attention to this fact and to ask
that he be recalled and returned to the
land from whence he came. We have
considered briefly the moral effect that
these stores have on the business and
consuming community, now let us see
to what extent they have been able
through their tactics to displace trade
out of its legitimate channels.

Statistics Regarding Co-operation.

During the year 1905 up to Jan. 1906,
the Wholesale Co-operative Society of
England located in Manchester, New-
castle, and London, had a turnover of
\$91,890,720. This society is composed
of 1,138 retail societies, which form a
membership of 1,635,527 members. They
have 16,116 employees. In addition to

this they have formed manufacturing in-
dustries which supply these wholesale
houses. They manufacture biscuits, pre-
serves, soap, flannel, corsets, woolen
goods, drapery, boots and shoes, furni-
ture, brushes, shirts, and they have a
printing plant and flour mill.

The Wholesale Co-operative Society of
Scotland is composed of 280 retail so-
cieties with a membership of 374,402
members. The turnover of this society
for 1905 was \$33,310,742. They employ
6,892 persons.

Among the retail co-operative soci-
eties of Scotland, the Society of St.
Cuthbert, Edinburgh, is one of the most
flourishing. It is composed of about 35,
000 members. For a period of six
months ending September 4, 1906, their
turnover was \$3,373,173.60, with gross
profits of \$1,033,218, and this will give
you some idea of how this plausible pro-
position has eaten its way into the very
heart of the commerce of the old land.

Those familiar with the strange chan-
nels into which trade sometimes flows,
these enormous figures which represent
such a large volume of trade, are not
surprising. We have all seen the rise and
fall of many institutions which were
able to capture the trade by all sorts
of strange and misleading devices. At
one time in the City of Toronto, the
Wholesale Grange bid well to be a dan-
gerous rival, and in the field of finance
perhaps we can point to no greater com-
petitor and disturber of the legitimate
loan company business than that of the
York County Loan and Savings Com-
pany. But where are they to-day? Strange
devices will always attract
strange and curious people, and if the
giving of dividends on the purchases
were discontinued by these co-operative
societies, and they were compelled to do
business without pretence, and without
giving bribes, and upon fair, honest and
legitimate grounds, they would soon
cease their operations, and the great
body of honest business men would raise
no objection.

Given Special Privileges.

In reviewing the summary of the evi-
dence that was laid by the Traders' De-
fence Association of Scotland before the
Royal Commission of Labor, we find
that these stores in England and Scot-
land have secured special government
privileges by not being called upon to
pay the income tax that is demanded
from the ordinary merchant and manu-
facturer, and the loss is estimated at
one hundred thousand pounds sterling
per annum. For purposes also of further
deceiving the public and clothing them-
selves in philanthropic garments, they
are only required to register under the
Industrial and Provident Societies Act,
as friendly societies, whereas they are
trading for profit, and competing with
skilled merchants in all lines of trade.
Another deceptive feature that they add
to their already great list of crimes is
that of stating that their system en-
ables the poor man to save and that it
is conducive to thrift. Like many other
concerns whose love of gain is greater
than their regard for the truth, they sell
at what they term the "regular price"
which is supposed to infer, that they are
the prices quoted by the regular legiti-
mate trade, and from off these prices
they hand back what they term to be a
dividend, which is supposed to be what
they have saved the poor man, whereas
they have entrapped him into their net

by false pretences and pharisaical methods, and then they endeavor to hold him there by bribing him with what they have already taken from him through trickery and deception.

A Few Comparisons.

To prove the truthfulness of our statement—goods were purchased in a grocery store in Scotland of a regular, legitimate dealer, and also in one of the most pretentious of these so-called Co-operative Stores, and it must be remembered that they always pave the way to the homes of the people by starting in the grocery and provision business first, and they endeavor always to keep groceries as near as possible to cost price, and make up their average profit on other lines, so as to be able to pay their bribes or dividends quarterly or half yearly. The prices quoted were as follows:

	Co-operative Store Price	Regular Dealer
1 lb. of tea.....	1s.	1s.
2 lbs. of sugar.....	4½d.	4d.
½ peck of flour.....	5½d.	5d.
½ peck of oatmeal.....	5½d.	5d.
1 lb. of pres. ginger.....	7d.	6d.
1 lb. pot of barley.....	2d.	1½d.
7 lbs. wash. soda.....	4d.	3½d.
1 cake Pears soap.....	4d.	3½d.
1 doz. Rickets Blue.....	9d.	6½d.

It is quite unnecessary for me to make any further comment on this as the prices speak for themselves.

Some Questionable Features.

Around all this glamor and pretence, they boastfully assert that their object is to help the poor man and that these stores were started by men who are devoting their lives to the alleviating and abolition of poverty, and the encouragement of thrift, and they state that they give no credit, only to those who have shares or stocks in these societies, and in order to secure credit they must deposit their share or stocks as security, and they allow them to obtain credit up to a certain margin of the value of their stocks. If a poor man who is honest and respectable, and who had dealt with them for years, but who had no stock in these societies, but who through sickness or loss of work, and who perhaps was struggling hard to raise and educate a family, asked for credit, they would be appalled at his insolence and he would be pointed to the door, and perhaps told that he might be able to get credit across the way at the corner grocery store, where it can be said to their credit, that if it was not for the wisdom, the good judgment and the true Christian souls of some of these noble-minded retail grocers of ours and other countries, hundreds, yea, thousands of poor and well deserving men would be compelled to beg bread, and their little families would have to be taken care of and raised by the state.

Instead, then, of being the poor man's friend, these stores are the poor man's enemy. In justification of this statement all we need to do is to visit the great army of brokers in the old land who live on the profits that are secured by advancing money on what is known in street parlance as "Co-op Checks," or the immature dividends or bribes that are given with every purchase, a system that is both demoralizing and degrading.

A Local Example.

Not alone are they satisfied with inducing the public to purchase at their stores, but they have a pretentious system also of inducing the public to invest their money in shares, which range all the way from one shilling upwards. In the city of Toronto there has recently been started one of these co-operative societies. The capital stock of the concern is placed at \$40,000. In their prospectus they offer 9,875 shares of stock for sale at \$2 per share to the public, which is equal to \$19,750. Ten thousand shares, which is equal to \$20,000, is given to the promoters for their services, and the directors have subscribed for the balance. Out of every \$2 share subscribed and paid for by the poor working man, whose friend these concerns claim to be, 40c is given to the promoter, or 20 per cent of the capital, which is the poor man's money, is given away to induce him to invest in a company in which they claim in their prospectus that tens of thousands of working men will derive the benefit of the profits, which otherwise would go to swell the pockets of the few individual traders.

They state that 50 per cent of the profits will be divided as "bonus" among the members according and in proportion to the amount of their purchases. Twenty per cent of the profit will be paid in dividend on the capital stock, and the remaining 30 per cent of the profit will be applied to create a fund to be used in the further extension of the business.

This concern has already started operations in the northwest part of the city of Toronto, and I am pleased to be able to state that our association has not been asleep. Meetings have already been held in the district and all preparations are made to let the searchlight in on this promoters' scheme, which, like its parent across in the old land, has captured the word "co-operation," one of the most beautiful words in the English language, and one which Webster says means, "a concurrent effort of labor," and with the use of this word it may be said, "they have stolen the livery of heaven to serve the devil in."

Further Considerations.

With the figures that have just been quoted from their own prospectus, showing the disposition of the capital stock and the cost of the promotion, can it be expected that these stores can save money for the purchasers? Not at all, unless they charge high prices for their goods, and then their continued existence largely depends upon the amount of new capital in the shape of new shares that they can induce workingmen who are not familiar with trade to invest in them. Over eight hundred failures have occurred in these societies in England and Scotland in the past twenty years, and the actual financial condition of a great many others can never be learned until possibly they are placed under the close inspection and scrutiny of the assignee.

A Message to the Wholesalers.

Wholesale merchants you have a duty to perform, you are a strong link in the great chain of commerce, you have met here to-day and some of you have been reflecting why every wholesale

merchant in Ontario was not present. Why some do not enter your ranks. Let me tell you, that your movement, like the movement that I have the honor to represent, is an educational one. Because the other merchant does not see and feel just yet that someone must stand guard on the portals of commerce is no reason why you should forsake your duty. You are doing a grand and noble work, and I hope you will continue in it.

In closing, let me say, I wish you all success in your good work, and as a representative of the retail trade of Canada, I desire to extend to you the hand of good fellowship, and hope that in the future our interests may be more closely wedded together than they have been in the past.

We are two great armies moving along in the same direction, both organized for the same purpose. We are handing out the goods, as you are gathering them up from the factory and from the mill, each endeavoring to do their part, and following out our natural and divinely ordained purpose, and thus demonstrating in a practical way the true spirit of co-operation.

Some Votes of Thanks.

A vote of thanks was moved by H. Blain and W. Logan to the Hamilton trade for the splendid manner in which they had entertained the members of the Guild.

A vote of thanks was also moved by H. C. Beckett and F. T. Smye to the officers of the Federal Life Co. for their kindness in granting the use of their meeting room to the O.W.G. Guild.

O. E. Truesdale, Brantford, and A. McIlhargey, Stratford, also moved a vote of thanks to the Canadian Canners, Ltd., for their hospitable entertainment.

The thanks of the Guild were also tendered to the American Tobacco Co. for their thoughtful remembrance.

The Election of Officers.

The nominating committee for the election of officers for the 1908-9 consisted of Messrs. Smye, Beckett, Kinneer and Marr, and the following officers and committees were elected:

President—W. G. Craig, Kingston.
Vice-President—Fred. T. Smye, Balfour, Smye & Co., Hamilton.

Committee on costs—Wm. Logan, of Davidson & Hay, Toronto; Samuel Vila, of James Turner & Co., Hamilton; John Dillon, of A. M. Smith & Co., London.

Committee to confer with manufacturers—T. B. Escott, London; F. T. Smye, Hamilton; A. H. Pofford, of Davidson & Hay, Toronto; Thos. Kinneer, Toronto; W. G. Craig, Kingston; H. C. Beckett, Hamilton.

Committee on legislation—Jas. Gilmour, Brockville; James Gow, of McPherson, Glasco & Co., Hamilton; John Garvey, London; J. H. Simpson, Guelph.

A hearty vote of thanks was tendered the retiring president, T. B. Escott, for his close and conscientious labors during the past year; also for the very efficient manner in which he had conducted the proceedings of the present sessions.

The time and place of the next meeting of the Guild was left to the dis-

THE COST OF ECONOMY.

By Rev. G. C. Peck, New York.

"And King David said to Ornan, Nay; but I will buy it of thee for the full price.—I. Chronicles, xxi., 24."

Thus did one man decline to take advantage of what the world would call a "bargain." Such refusal, however, might be little better than quixotic. One needs a good reason when he persists in making things costly to himself. David evidently thought he had such reason.

He had gone up to Ornan's threshing floor for the purpose of there erecting an altar at his own expense. The shame of his recent crime was so keen that he was willing to pay any reasonable price for expiation. Judge then his surprise to be offered the property without cost to himself. What a chance to economize!

But David knew a thing that we sometimes forget. The soul's processes can never be cheapened. To shave the cost of one's altar is to cheat oneself. Life has no real short cuts to triumph. God appoints no bargain days on which the shrewd trader may enrich himself at the expense of the Almighty. To attempt the payment of one's spiritual debts in the property of another, to offer the sacrifices of a contrite heart without personal drain, is a specious fraud.

What is the "spoiling" of a child? What but the payment by parents of the price which the child ought to pay? "My child does not know the meaning of self-denial," said a mother overfond. Pity such a child! Missing the meaning of self-denial, he will miss all the real prizes of life. I knew a young man who made a "hit" at his first public venture. But that first hit was his last; he has never found the range since. Easy success ruined him. The short cut was a blind alley. The sorriest thing that ever happened to Coleridge was when his friends guaranteed him against a rainy day. His muse sickened with the absence of bracing airs. Hardship had kept his soul awake, but ease drugged him. Oh, the cheats we practice against ourselves by our economies!

The last place for a man to save money is on his gifts. Let him wear the old overcoat another season, if need be; let him reduce the length of his bill of fare, but let him not shave the cost of those altars which love builds. The dearest economies we ever practice are those which touch our benefactions. Our loss is greater than that of the cause we refuse to help. Charity can better stand my withholding of help than I can stand withholding it. To let another do my giving is to let him have my blessing. If Ornan builds my altar for me he also takes my joy.

That man who asks how much he must give up in order to be a good man has gotten hold of the wrong end of the matter. The question rather is how good he wants to be. A disciple who finds that his path includes no crosses may well pause to ask which master he is following. Life's real altars represent the shedding of blood. To repeat, then, David's great renunciation at Ornan's threshing floor, to hold bravely to the sacrificial quality of human life at its best, to refuse all ignoble lightening of loads, to bleed that we may bless—in spite of all complacent voices to the contrary—this is one of the rich truths of life.

erection of the president-elect, W. G. Craig.

Mountain Echoes.

That automobile trip to Grimsby was full of excitement and dust—principally dust. There ought to be little sand in strawberries this year—the delegates picked up most of it.

My! Grimsby is an awful dry town—even the pump wasn't working.

If J. H. Gilmour and R. J. Carson are as good in picking up "yellow dust" as they were in collaring the King's highway at Grimsby they are to be envied.

That broken auto got home finally. The occupants took the trolley in.

"The King's Inn, 1794," was the only oasis in the desert of dust. It is well to have a posted driver.

The table and working arrangements at the meeting room were most convenient. The flowers, so thoughtfully provided, were a pleasant idea on the part of the committee.

What a working quintette, Messrs. Smye, Beckett, Bristol, Gow and Vila! How those Hamilton jobbers work together! Wake up, Toronto!

The London trade was well represented, every house having a member present.

The Messrs. Simpson, of Guelph, though a young house, were right in it with the old war horses.

It was Mr. Riley's first visit to a Guild meeting in Canada, and no more interested member registered. Port Arthur and New Ontario's interests will not suffer if he can help it. He has the "hustling air."

Fred Smye kept things on the move in the meetings.

The courtesies extended by the Canadian Cannery, Limited, were highly appreciated by all.

The automobile ride through the "banana belt" while enjoyable, would have been a veritable treat a few weeks later when the peach, cherry and apple trees will be in bloom.

The great fact is "These Guild meetings bring the trade closer together and a better understanding of each other's business methods and trade news is the result. We meet, we learn and we profit."

REMOVING TO LARGER QUARTERS

The head offices of the Queen City Oil Co., Toronto, have been removed to the third floor of the Ogilvie building, 63

Bay street, southeast corner of Wellington street. For the past ten years the executive offices of this busy house have occupied the whole of the fourth floor in the Lawlor building, but these premises had become entirely inadequate to give the necessary working space for the executive trade and accounting staff of this constantly growing business. By securing the entire third floor in the new Ogilvie building, where up-to-date offices have been fitted up, nearly double the floor space affords ample accommodation in the centre of the wholesale district.

THE RETURN OF "SUNNY JIM."

A Breezy Story of His Recent Rejuvenation.

"Sunny Jim" is with us again. His sunny face again greets the youngsters who have been patiently awaiting his return after an absence of several years. Thousands have missed his happy countenance and have sorrowed over his demise—but he has not demised. He has hobbled up again as he did six years ago, when his name was a household word and his face adorned the pages of magazines and newspapers in this and other lands. He is welcomed home as a long lost and almost forgotten sojourner in strange lands.

In other words, "Sunny Jim" has been rejuvenated, regvanized, resuscitated.

Of course you have heard of "Sunny Jim." You have heard of him unless you have been living on the sandy slopes of Patagonia or in the caves of the South Sea Islands—but the probabilities are that the famous "Sunny Jim" has penetrated even these remote corners of the earth; for he is a national character almost as well known as Jack Canuck. Originally introduced to show the healthful and helpful effects of a well known breakfast food upon the human temperament, "Sunny Jim" became recognized as a natural expression of that type of good-natured, wholesome healthfulness with which all are familiar. Many rhytmsters have embalmed him in poetry and song and his name became a byword on the stage. Thousands of happy-go-lucky swains in villages and towns were nicknamed "Sunny Jim." His sunny face was "benevolently assimilated" by other advertisers of all kinds of commodities. Thousands of letters were received by the H-O. Company merely addressed to "Sunny Jim," Buffalo, N.Y. "Sunny Jim" indeed was the most widely known character that ever came down the dusty highways of twentieth century publicity.

Many who knew "Sunny Jim" have perhaps forgotten the popular breakfast food with which his smiling countenance was identified. They remember "Sunny Jim" but they may have forgotten "Force." His reappearance in the public press is merely an effort on the part of the H-O. Company to reclaim this popular evangel of good health and good living, and to re-establish him in the affections of the people. "Sunny Jim" is the personification of sunshine and happiness, but he isn't half so sunny as the boy or girl who eats his famous breakfast food every day in the year.

What the Canadian Trade is Doing

Letters From Our Corps of Grocer Correspondents From Coast to Coast—Interesting Happenings of the Week in the Various Towns and Cities—Discussion of Trade Problems.

CHATHAM.

May 11.—During the past week the series of rural and village burglaries in this vicinity has continued without intermission. On Tuesday night two armed men broke into J. A. Halliday's general store and Arthur Smith's jewelry store at Merlin, and later tried to enter the Molsons Bank there, being driven off by a clerk named Munro. Thursday night H. J. Merritt's grocery at Louisville was entered, and \$100 worth of goods and \$15 in cash taken. The same night burglars visited Ridgetown, entering the Leitch Veneer and Basket Works, Newman & Co.'s bean office and R. Watt & Son's Machine Works. In practically every case, except the Louisville robbery, the amounts obtained were small. The announcement on Monday that four suspects had been arrested at Stoney Point after a hot chase by Provincial detectives, was a source of general relief.

The annual meeting of the Wallaceburg Sugar Company was held last week, the old Board of Directors being unanimously re-elected. The reports presented at the meeting made a good showing for the past year. The prospects are that the beet acreage this year will be a large one.

Geo. R. Bradley, of St. Catharines, was in the city last week, in the interests of the local branch of Bradley & Son.

Harry Keeley, who has been conducting a meat business on King Street, has moved to Fifth Street, adjoining the bridge. His new premises have been handsomely fitted up.

D. B. McDonald, formerly in the meat business in Tilbury, in partnership with Jas. McHardy, has moved to Chatham, and taken a position with W. J. Easton.

City merchants have an awkward handicap to contend with in handling the egg and butter trade. Several rural merchants in this vicinity are accustomed to send out rigs, which tour the country for miles around, buying up eggs. Each rig carries a big stock of groceries, and as the buyers offer one cent per dozen more in trade than in cash, the housekeepers naturally stock up with groceries. The buyers take only eggs, which are readily turned over, and do

*Contributions are invited from merchants, grocery travelers or clerks in places where there is not a regular correspondent of this paper.

not take butter. When the farm wives bring their butter to town, the grocers find that they have already stocked up with groceries and expect to be paid for their butter in cash. Some local grocers are urging that a definite understanding be arrived at with reference to the prices paid for butter, and that a decided difference be made between cash and trade prices.

Miss Nettie Collins, for the past three years a valued member of the grocery staff of John McCorvie & Son, on Saturday severed her connection with that firm. It is understood that Miss Collins, who has made many friends, alike for the firm and for herself, has a better situation in view.

Chatham is apparently up against a meat famine. Last week prices on choice cuts were raised from two to three cents per pound; though for inferior grades of meat prices were left at the old level. Butchers state that meat was never so scarce; that there are practically no cattle in the country fit to kill. Owing to the high prices of feed last fall, farmers sold off their stock rather than carry it over the winter. During the past week pork prices have shown a slump; but this condition is considered only temporary, and a rise is daily expected.

A. J. Barassin, Harry Andrew's chief clerk, was down town Friday for the first time after a five weeks' illness. His many friends were glad to see him once more. Mr. Barassin expects to resume his duties this week.

Merlin was visited by a bad fire Monday morning, five stores being destroyed. The total loss approximates \$50,000. Among the sufferers was R. Abram, grocer. Mr. Abram, however, succeeded in saving a good share of his stock. The plate glass windows of J. N. Halliday's grocery were smashed by the heat.

Albert Owens has resigned his position at H. A. Andrew's grocery and will shortly leave for Mount Clemens.

INGERSOLL.

May 11.—The buoyant spirits so noticeable amongst the grocers and merchants in general in the first days of spring were conspicuous by their absence last week. "It never rains but it pours" was the thought that gave adequate ex-

pression to their sentiments. A week of good spirits whether one is in or out of rainy weather is not conducive to business. However, the hopeful ones are never weary of looking for the cloud with the silver lining and when business does "pick up" the increase will no doubt atone for the comparative dullness that has reigned for the past couple of weeks. The backward weather has had its effect—on everyone. The farmers are behind with their work, in fact, the season seems to be from two to three weeks later than formerly. In grocery circles great preparations have been made for a busy summer. The stocks are large and much attention is being given to displaying all seasonable lines, such as fruits and vegetables.

A few seasons ago the merchants and their clerks used to have a weekly half-holiday during the warm months. Much emphasis was laid on the fact that recreation had its beneficial influences and with picnics and other pleasant outings the season was spent in a very enjoyable way. Last year practically no attention was paid to the half holiday and just now a great many clerks are beginning to wonder if there will be a return this year to the good old days when keys were turned in the doors once a week and for a few short hours everyone left their cares behind them.

It is only reasonable to suppose that there will not be the usual summer demand for maple syrup this season, and particularly that of foreign manufacture. This is due to the unusually large production in the immediate vicinity and the fact that many citizens stocked up when the price dropped considerably below that of former years.

Practically all the merchants report a good demand for early vegetables. These, of course, require no little attention if they are to be kept fresh, but they are something for which there is a good demand. Some of the merchants are decidedly particular as to the manner in which they are displayed and those who have studied the peculiarities of their customers know how necessary this is. "Are these fresh," is invariably the question which the grocer has to answer and if he has kept them well supplied with water he can usually answer truthfully "They are."

Victoria Day will be celebrated here on the 25th with a monster celebration under the auspices of the Caledonia

Society. The merchants in general have shown a commendable spirit in connection with the preliminary details and with such earnest co-operation it is expected the event will be the biggest red letter day in the history of the town.

NEWCASTLE, N.B.

The M. McLaughlin Co., of Buctouche, on the 25th April lost their flour mill, butter factory and general store by fire. The loss is about \$30,000, with insurance of \$12,500. This was one of Kent county's most important industries.

Richibucto merchants have decided to close at 6 p.m. every Monday, Wednesday and Friday.

Dennis D. Goguen, of Rogerville, N. B., has assigned.

VANCOUVER.

May 9.—The local market is almost entirely devoid of the popular brands of condensed milk and cream manufactured in Canada, namely, the St. Charles brand and the Reindeer. For a couple of days it was impossible to secure any, but during the last day or so a very limited amount has been passed around to the retailers. These two brands enjoy a large sale and practically hold the market, because of quality and price. There are some imported creams which are a little higher, but the sale of the others is not anything compared to the two mentioned. The scarcity is, no doubt, due to the opening of railway and mining camps, and the outgoing of large numbers to out-of-the-way portions of the country, when condensed goods form a staple part of the provision outfit. The Dawson spring trade is also about to open, and this will take a large amount.

Mooney's biscuits, made at Stratford, are taking a good hold in Vancouver. They retail at the same price as the local, and with steady pushing on the part of the local agent, Harry McKelvie, the increase in business is very encouraging. Mooney's sweet goods, however, are not as popular as their sodas, falling a little behind Perrin's and Christie's. These older and better known goods are giving way in the sodas to the newer arrival.

Some of the importers will be caught with California butter on their hands. A large consignment is on the way here from the south, the jobbing price being 32½c. When local creamery jobbed at 35c, the California product had the preference, but local has now dropped to 30c, retailing at 35c, and those who have the California coming will have to drop it to make it acceptable to the retailer.

Chilliwack is about to have a branch of the B. C. Retail Merchants' Association established there. W. Ladoux, secretary of the provincial association, has been in the town for a few days interesting the retailers with the result that

a majority of them have signified their intention of becoming members, the object of the association being to safeguard the interests of the retail men in all sections of the trade. A committee consisting of G. H. W. Ashwell and B. F. Malcolm, were appointed to take charge of the organization work. It is expected that officers will be elected at the next meeting.

A. H. Napper and Mrs. Napper have left Greenwood to again reside in Grand Forks. For nine years, Mr. Napper has been with the Hunter-Kendrick Co., Ltd. in their general stores at Grand Forks and Greenwood, and went to the latter place when the firm sold out its Grand Forks business one and a half years ago. He is returning to Grand Forks to go in with John Donaldson, who has purchased the Columbia branch of Jeff Davis & Co.'s business.

The organization is announced of the Coldstream Valley Fruit Packing Company, a company formed in Vernon to take over the business of buying and packing fruit formerly handled by the branch of the Oscar Brown Company, of Vancouver, in that city.

L. Acton, for many years bookkeeper in Fell & Co.'s grocery store, Victoria, has entered the business of his brother, William Acton, who has a similar establishment on Yates street, as partner. The premises of the latter business will be enlarged to meet the increasing demands of trade.

Victoria retail grocers celebrated the first half holiday of the season on Saturday. From now on during the summer an afternoon a week will be taken off.

Rowland Machin, of Victoria, who returned some time ago from a trip to Mexico, made to ascertain the possible trade relations with British Columbia, has received a communication from Kendal & Co., dealing largely with the organization of a large departmental store in the city of Mexico. Most of the capital will be subscribed in England, but \$25,000 will be allotted to capitalists in this country, a similar amount being raised in Mexico.

Arthur Kidman, of Sydney, Australia, who controls the refrigerator space on the steamers plying between British Columbia and Australia, left this week for the east. He will visit Toronto, Ottawa, Montreal, Boston and New York before leaving for the Old Country. He will attend a convention in France of those interested in refrigerator carriage, returning here in August. The trade in which he is engaged with this port has increased wonderfully. In 1905, only 600 carcasses of frozen mutton were shipped here, but during the past year the figure was 40,000. These were all used in the province. Three thousand cases, (56 lbs.) were also sent over from Australia. These arrive here in what might be called the off season and find ready sale. The establishment of a preferential tariff would greatly foster traffic in such lines as this, as well as

fruit, as the seasons between Canada and Australia are just opposite, and the goods would reach here when wanted the most.

EDMONTON.

May 7.—Business in every line is booming in Edmonton at present, and the grocers as well as others are feeling the good times and are profiting thereby. The promise of good crops, the sale of the city debentures, the railroad construction work near the city, the civic improvements being carried out, the establishment of new industries in the city, and the prosecution of various private business enterprises all combine to counteract the effect of the partial crop failure and the money stringency, and to put new life in the trade. According to present indications trade in Edmonton for the balance of the present year should surpass all previous records.

The Retail Clerks' Protective Association held a meeting in Pythian Hall on Wednesday evening last to discuss the early closing question and to make arrangements, if possible, for the weekly half holiday in the retail stores. T. C. McRae, president of the association, occupied the chair. Many retail merchants in the city have expressed a wish that arrangements could be made for a weekly half holiday in the stores during the summer months and suggested that the Clerks' Association should take the matter up. The members of the association were very much in favor of the plan and a committee composed of Messrs. La Riche of Garipey & Lessard, Berkman of A. Cristalls, and Forsyth of Ross Bros., was appointed to circulate petitions for the signatures of the merchants. One petition will ask for the closing of all retail stores in the city every Wednesday afternoon during the months of June, July and August. The other petition will ask for the closing of all retail stores at six o'clock, except on Saturdays and days before holidays.

According to present conditions there is every probability that there will be an early harvest this year, and a larger acreage and larger yield per acre of grain in the province of Alberta than in any previous year. The fall and spring wheat is now practically all sown, and it is estimated that the acreage is considerably larger than last year. Farmers are now preparing for oat sowing, and it is expected that the acreage of both oats and barley sown this year will be greater than in the past. Seeding is fully one month earlier than last year, and with good growing weather the harvest should be early enough to preclude all danger of frost. With these facts before them, is it any wonder that the farmers of Alberta are optimistic?

Hugh McDonald, of Edmonton, has purchased the cheesemaking plant that was installed at Erskine and will soon have it in full swing. Mr. McDonald is a thoroughly experienced cheesemaker and feels satisfied that everything points to the enterprise being entirely successful.

A baseball club has been organized by the employes of Revillon Bros. Judg-

THE CANADIAN GROCER

ing by the interest shown by everyone of the large number present, Revillon's will be a force to be reckoned with all the time in the struggle for the amateur championship of the city.

A very successful advertising fair was held at Little's grocery, corner of Third Street and Jasper Avenue last week.

GALT.

May 12.—The condition of the trade in Galt remains about the same, and the grocers unhesitatingly admit that while they are not complaining, trade is not increasing in volume as rapidly as might be the case.

The pineapple season is in full swing, and local grocers advise the public to buy this fruit now, as the price will undoubtedly increase later on in the season. The fruit this year is somewhat larger than usual, but prices are about the same.

Fresh strawberries have arrived, and a small quantity is finding a ready sale at 25c per box. Green vegetables have been on sale for some time, in fact, one grocer has been able to supply his customers with fresh lettuce practically all winter.

The efforts to increase the Galt market are already producing good results and the attendance the past two weeks has included farmers who for years have made it a practice of attending other markets. They find that the prices in Galt are fully as good, if not better, than in other places, and have announced their intention of coming here regularly in the future. On Saturday butter was 30c per pound, and eggs 15 cents per dozen.

Your correspondent dropped into a large grocery store the other day, and met a gentleman coming out. "Did you see that man?" asked a member of the firm. "Yes, what has he been doing?" "Well," said the grocer, "he is just one of many who make a practice of dropping into a grocery store and picking up an apple, orange, or, in fact, anything which happens to be lying round. You have no idea of the amount which is annually lost to grocers in this way. Suppose three men dropped in every day and helped themselves to an apple each. In two weeks they would do away with over a peck of apples. With apples at 20 cents a peck this would mean a loss of \$5 per year in apples alone. Do you think that these same men would think of going into a book store and picking up a post card or a paper, talk a few minutes and walk out? On the contrary, they would be brought up with a short turn by the proprietor of the store. What it is that the grocers suffer in this manner is hard to understand. And, to use the popular expression, we are 'up against it' when it comes to stopping it. For some of the offenders are our best customers. One man, however, frequently comes in and makes his mid-day lunch at our expense. We have, as a last resort, placed everything eatable out of reach, and find that this has been of some good, although a number on the free list have nerve enough to reach around behind

the counter and get what they want without as much as thanking us." That everything eatable had been placed out of reach was easily to be seen, and The Grocer correspondent was forced to walk into the back shop to get his daily apple.

The agitation for a half-holiday during the summer months is gaining strength, and it now looks as if the desired end might be obtained. Concerted action is the secret of success in this agitation.

GUELPH.

May 11.—R. J. E. McCrae, of J. A. McCrae & Son, left on Tuesday morning for an extended trip to the West. Bob earns his holidays. He is continually on the rush and certainly comes under the head of fellows who do it. May he have a pleasant trip and come back bigger and just as good looking is the prayer of several of our young ladies and the only fear is he may get picked up out West and then there will be wailing and grinding of teeth.

A complimentary banquet given by the Canadian Shredded Wheat Co. under auspices of Dutton St. Methodist Church Ladies' Society was held last Tuesday evening in the church and was a success. The company's representative also made business good in their line by giving several of the merchants special window decorations which was used to good advantage.

E. J. Moore, editor of The Canadian Grocer, spent a couple of hours on Saturday afternoon in the city and got acquainted with a number of the grocers.

The bogus check artist has been doing business in our city again and as usual the grocers were easy money at first but afterward got after their man, had him arrested and got squared. Now as one who has been bitten, though not in this instance, why don't the grocers make it a point at these meetings to draw up an agreement among themselves not to cash any checks, not even for regular customers except in some special cases. Are we all so anxious for business that for fear of our opposition getting a piece of it we never stop to consider whose check we are taking except that the name seems familiar. "We make it a rule to cash no checks," said a grocer to me to-night and I laughed at him for he happened to be caught some years ago and when I mentioned the fact to him he said, "Don't tell anyone now for they have all forgotten about that." We learned our lesson then, why cannot all grocers learn the lesson now. Stop and think every time you get a check presented for an order. We don't mean a check from a responsible party. It is all in those two

words, stop and think, when you get the check, not after your man has gone.

The Kingston correspondent wants us to talk wagons. I wonder if he doesn't like to forget some of the day's worries when he picks up The Grocer, come to Guelph to the old boys reunion for a week and we will give you free board, a good time and show you some of the best wagons and where they are made and all you will have to do is to keep sober.

The people are all glad to see the price of rolled oats and biscuits getting back to the regular basis. It has not been such a snap to get 30 cents for an ordinary 25-cent package as it looked to be at first.

Most of the seedsmen and grocers around here have dropped money on Dutch Sets and potato onions this year on account of the general good crop last year on these lines.

Potatoes were scarce for a few days last week and the price got up to \$1.10 a bag but that was all that was necessary to bring them out. 85 cents is again the ruling price.

KINGSTON.

May 11.—The Board of Trade held its annual meeting lately and by a unanimous vote Harry W. Richardson was made president. The Richardsons are amongst the largest handlers of grain on the continent, having elevators all over. Discussions followed regarding schemes for Kingston's future prospects, and the general feeling was that Kingston was going ahead.

Kingston feels proud to think that the wholesalers were wise enough to elect Alderman W. G. Craig president of the Ontario Wholesale Grocers' Guild. He is worthy of the honor.

What about soap? Does it pay to get a bar, say a 12 oz. one of your own that you may control and push and make a better profit on, or sell the kinds advertised so much. If you buy a line of your own for say \$3.25, and have to pay \$3.65 for the advertised soap, who pays for the advertising?

And now that spring has actually come the subject of early closing is up for discussion. One way to get at it is for a couple of clerks, say lady clerks, to go round with a petition and ask the grocers to close at 6 o'clock sharp excepting Fridays and Saturdays. May it come quickly.

On account of the incessant rain our markets have been well attended. Farmers, not being able to do any work on the land, hitch up and bring in surplus produce. Potatoes are getting quite scarce and prices jumped up to \$1.15 a bag. A grocer bought a big load of

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potatoes from a small farmer last week and after Mr. Farmer had gone, weigh- ed the lot and was two bags out. Many of the bags were sugar sacks. The su- gar men should use a larger sack, and fold the top and then sew it. The small sacks are a nuisance to grocers, but a bonanza to mean farmers.

I asked a grocer the other day if it paid to handle crockery and chinaware. He said, "It may pay some merchants, but it paid me to get rid of it." It is a good business in itself and it would be better, he thought, if there was less mixing up of lines.

At last we are to have good roads. Ald. Graham, once a grocer, is chair- man of the board of works and is a hustler and with Ald. Carson, another grocer, to advise and aid him, we will soon have roads smooth enough to de- liver eggs without patent carriers. Sev- eral blocks are to be paved.

J. Y. Parkhill & Co., grocers, are in their new quarters. They have just put in a large refrigerator from the Eureka Co., Toronto. Mr. Parkhill saw their ad. in The Grocer. Yes, it pays to advertise.

Lee & Kirk are now settled in their new general store and it is bright and up-to-date. Herb Dunlop is looking after the grocery department. They have a milk business in connection.

Kingston has more groceries to the square yard than any other city in Can- ada.

Last month I was induced, partly by the agent and partly by the ad. in The Grocer, to put in two Dayton comput- ing scales. I had been looking at that picture in The Grocer for a long time, I oated to part with the old up-and- down counter scales. We had been so long together and I had often felt proud of them after shining them up. Yes, all this had weight! Well, so far I don't regret the move. They are cer- tainly money savers. I think they might be made to sell for less money, but when years of anxious moments have been spent in perfecting these in- struments we must settle down and pay for brain wear. I wouldn't part with them now for twice the money. Just throw on a ham 15½ lbs. at 16c. and you see the price at once. The old way you had to finger around after the weights and tear off a piece of paper, look for your lead pencil that had worked down through your vest pocket into the lining of your coat. and, well, you figure it out and to make sure you are right you ask the other clerk to check your figures. Do you see the point? Well, get one and try it, and tell them you saw the ad. in The Gro- cer.

HAMILTON.

May 11.—The unlooked for drop in the price of soda biscuits is being freely dis- cussed among the trade. Most grocers

think it means smaller profits on these goods, as the price was before, a fairly good margin was shown, but as it looks now, the profit will be pretty well cut out. In the face of the advance in flour it seems a funny thing.

The many friends of Thos. Upton, "The Jam Man," will regret to hear of his serious illness. After a sudden at- tack of appendicitis he was removed to the City Hospital, where it was found necessary to perform an operation. He is doing nicely and hopes are expressed for his speedy recovery.

The clerks are again agitating for the Wednesday half holiday, commencing the first of June, and the prospects look favorable at this stage for their suc- ceeding in carrying their point.

The political pot is beginning to boil and both parties are working away with a hearty good will. We have three law- yers as candidates and I see from the local papers that the grocers are going to ask a pledge from them to support and push through the house a bill for law reform. The division court act is the one that the average merchant would like to see changed so as to make it easier both for debtor and creditor to collect small accounts, say up to \$25. As it stands now a great many mer- chants abandon their claims rather than incur the excessive costs of a suit. If merchants all over the province would take this matter up and pledge their candidates in the same way, it would no doubt put it in such a shape that our legislators could not afford to ignore it and in another year there would be a rounding up of delinquent debtors that would make the merchants smile.

Futures in canned goods are being of- fered either with fixed or open prices, but I don't think there are many people buying. It rather looks now as if some of the large holders of 1907 pack would rather get a rebate on their old stock than speculate in futures, as it is a well known fact that the consumption has been small and there are large stocks to draw from.

LONDON.

May 11.—For weeks investigation has been going on before the county judge into the affairs of Lind, Kerrigan & Co., wholesale grocers, whose assign- ment was announced some time ago. It was suggested by some of the parties in- terested that there was a discrepancy between the estimate of the value of the stock, as given by the firm and as sub- sequently computed by the assignees. The solicitor for the firm says the claim was set up that the firm had sold in a clandestine manner some of the stock, thus defrauding the creditors to that extent. This, it was claimed, was shown by the difference in the respective valua- tions, that of the firm being consider- ably higher than the figure set by the assignee. The further claim was made that the condition of the books showed that some such dealings had been car- ried on by the firm. The insolvent's so- licitor, in an interview, said: "These

charges have now been thoroughly in- vestigated, the case being enlarged from day to day, till all those who were in the firm's employ were examined. No trace of any goods having been sold could, however, be found. It was shown that the books had been kept in a loose manner, there being some entries for which no account could be given, but there was nothing to indicate that any false entries had been made." The mem- bers of the defunct firm are said to have left the city since the investigation and it is likely the assignee will declare a dividend on the stock which was sold. There is some question between the bank and the general creditors as to the bank's right to collect certain amounts of the firm for which drafts were handled but which had been held and not sent forward for acceptance by custom- ers, or, having been sent forward, were not accepted. The bank claims that there is an assignment of the debt, which claim the other creditors dispute.

The Retail Grocers' Association, at their regular meeting this week made final arrangements for their excursion to Detroit on June 17th. It was decid- ed to run it via Grand Trunk, and the fare was fixed at \$1.45, good for two days. This will enable excursionists to see two American League baseball teams play in the championship series. It was also arranged to have the regular Wed- nesday half-holiday during the months of June, July and August.

J. Maynes, grocer, Adelaide Street, has disposed of his business to a Mr. Boyne.

Wholesale and retail trade is quiet. Teas, coffees, sugars, in fact, all the staples, are very firm.

AN UNFORTUNATE ERROR.

No one is infallible. That is some- thing we found out last week when a most peculiar and scarcely to be un- derstood error occurred in our adver- tising columns. The advertisement of the F. F. Dalley Co., Hamilton, bore a prominent line which should have read "2 in 1 Shoe Polish." Through some unaccountable error the line was set up "Stove Polish" and ran that way through the issue. Considerable care has been given to organizing a depart- ment which would detect such errors, which are almost bound to occur more or less frequently in a print shop and the department is particularly efficient. In this case, however, it fell low in some unexplainable way and the mis- take was passed. Everybody, particu- larly everybody around this office, knows 2 in 1 Shoe Polish and the mistake can- not be accounted for. We are only too glad to rectify it.

In one of their regular weekly ship- ments to the Buffalo branch last week the Salada Tea Co. sent over two cars of package tea.

THE CANADIAN GROCER

Established 1886

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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REPORTS OF BRITISH CONSULS.

The Department of Trade and Commerce announces a further strengthening of that department. In future it will publish in the weekly report, from time to time, such extracts from the reports of all British Consular Officers in various parts of the world, as may be deemed of interest in Canada.

Our department should now go a step further and deal with the reports of the British Consuls in United States and Germany in the same way.

BUSINESS MEN AND POLITICS.

Ontario and Quebec are in the throes of an election campaign. None should take a keener interest in the campaign than the business men of these two provinces.

The government of a province, to be successful, must be businesslike. Government is only another term for business management. If business men leave the elections to the average politician, they cannot expect the return of men to the legislatures who will follow business-like methods. Grapes are not gathered from thorns, or figs from thistles.

Party exigency is the first thought of the average politician. It is not business necessities or conditions that give him concern. In politics, as in busi-

ness, you get what you pay for, and too often pay dear for it.

It is unfortunate that the business men of this country who have both time and means at their disposal do not take a more active personal interest in political affairs. There are business men in every community who are in the position to do so, but the call to acquire money sounds louder in their ears than the call to lend their assistance to managing the business of the state. And the second generation of wealthy business families seem as little disposed as their progenitors to enlist their service in the public services.

Money evidently breeds either love of ease or greed for more gold, rather than the desire for useful service to the state.

A CRUSADE OF OPTIMISM.

Canadians will take a great measure of interest in the movement that has been started in St. Louis to bring about by concerted public efforts a revival of healthy business conditions in the States. Not only on the grounds of charity, for charity after all is a national as well as individual attribute, but on the grounds of self-interest. Likewise, we wish our neighbors across the border a speedy recovery from the depression which still surrounds them. The juxtaposition of the two countries, the shadow in a commercial sense, which the larger state must throw across the smaller, and the great business transactions between the two, make the well-being of the Republic a matter of importance to Canada. We know to our cost how her financial panic helped to precipitate, if it did not induce, a smaller one here. And we realize that in the same way the aftermath of depression is not having the best of influence upon our own recovery. It is not essential to Canadian convalescence that the States should get well likewise, but her well-being must certainly be most helpful in its tendency.

We cannot, therefore, but regard with interest the propaganda of optimism which has been started in St. Louis, and which shows signs of spreading, as it should do, through the Republic. There is nothing like optimism to clear the shadows from the path, and to make apparent that things are not half so bad as they appear to be. The National Prosperity Association of St. Louis, behind which are all the business interests of the city, has been organized to bring about the return of prosperity at an accelerated rate by means of a crusade of confidence. An effort will be made through the press, through the business associations, and through the traveling salesmen, to encourage the people to see

the sunshine that is clearly in the pathway, and to believe that things are much better than the majority think that they are; and that it is only a question of a very short time, how short depends upon the people themselves, for the full tide of prosperity to return.

E. C. Simmons, a wide-awake local merchant, is the chairman of the executive committee of this national movement for the restoration of confidence, and in writing on the project, says that the problem they are undertaking is to quicken the recovery of the States from the disasters of October. The association believes in the power of encouragement, and in the value of showing to the nation that conditions are fundamentally sound and healthy and that nothing now exists but a lack of confidence to restore the measure of prosperity that existed a year ago. "We ask," says Mr. Simmons, "every business man—in fact, every commercial man and house in the country—to lend us their aid, to work with us, to join hands in the gospel of good cheer. If they are pessimists, we want them to become optimists; if they are optimists, we want them to increase their optimism."

We wish the National Prosperity Association of St. Louis the greatest measure of success in the crusade, and trust that the co-operation they appeal for will not be withheld. Cannot we take a lesson from this movement? Cannot all our newspapers, our various great commercial corporations, our industrial and labor organizations combine in a similar hunt for sunshine? We are apparently now getting more sunshine than the States, but Canada could do with much more. We have all the way through preached the doctrine of optimism in this paper. General co-operation throughout the country would soon dispel all thoughts as to depression and hard times.

SHOWING THE SILVER LINING

The silver lining to the cloud of trade depression, which has been hovering more or less darkly over Canadian trade this spring is now becoming evident, though in a way that seemed to be little expected.

Whatever has been felt of quietness in trade and tightness in the money markets is having one beneficial effect, which, while it is evident to some extent in Ontario and Quebec, is particularly a feature in the West. The difficulty experienced in trade is putting business generally on a better basis.

Wholesalers tell us that they are having little trouble with the well-established firms, and a study of the reports

of business changes show that while a large number of retailers have gone out of business, in a great many cases these were firms who were operating on small capital and with not too secure methods.

In the West a great number of businesses are adopting the cash system and the recent difficulty, which has certainly been evident there, will have the effect of cutting out, to a considerable extent, the credit business which has been done.

The fact that the business men in the West are exhibiting a confidence in the future is shown by the interest they are taking in general trade matters. Last week a representative of the MacLean Company working in Southern Manitoba sent in 79 new subscriptions for the various trade papers published by the company, a pretty good evidence of how matters are moving in that district. Ontario, too, is not greatly behind along this line as may be realized, when another representative working the central part of the province sent in 23 new subscriptions last week.

While the chief object of the trade papers is to supply news, considerable attention and space have been given in later years by the MacLean papers to educational matter, showing how success has been reached in various businesses and with a view to raising the standard of trade. This campaign is having its results in all branches of business and will benefit Canadian business generally.

RAISING TRADE STANDARD.

The meeting of the Ontario Wholesale Grocers' Guild in Hamilton last week, which is reported at length on pages previous, was remarkable for one feature. All through the proceedings a tone of desire to raise the standard of trade by co-operation between manufacturer, wholesaler and retailer was much in evidence. The meeting was not called to bicker over prices and to make interior arrangements, as some supposed, but for the discussion of matters which will affect the trade generally. This fact will be very readily realized after a perusal of the report of the proceedings and the addresses given.

It is recognized that the interests of all three departments of the grocery trade are so closely united that what is advantageous or injurious to one will in almost every case likewise affect one or both of the others to a considerable extent and action along proposed lines is considered from this standpoint.

In their campaign for a better education of its members in trade problems and its efforts to raise the standard of the grocery trade the Guild is doing a worthy work and deserves all encouragement.

MONTREAL'S PROPOSED EXPOSITION.

Although the Montreal City Council turned down a motion the other day that a small tax should be levied in support of an exposition in Montreal, the project has by no means been shelved. At this embryonic stage of the proceedings no other decision than that which was given could be expected from the civic authorities. Taxes cannot be, or should not be, lightly imposed, and the warmest advocate of a Montreal exposition, whether it be local or international, cannot as yet admit that the citizens generally have given their sanction to that financial support of the scheme which is necessary to carry it out successfully. As it was stated in the Montreal Council the public must pronounce first, before civic action can be definitely taken.

It is the public then who have to be convinced as to the desirability of an exposition being held in Montreal, or rather not so much convinced as to its desirability, as assured that the project is seriously meant, that it will be run on businesslike lines for and in the best interests of the city. No enlightened man can be blind to the benefits accruing from an exhibition of a strictly public character. Not only would such a project advertise the city, holding forth great attractions to visitors, but it would assemble the various industries of the community, and of those in other parts of the country desirous of exhibiting wares, stimulate trade generally, and be of great educational value.

It is doubtful if the average man in the street fully realizes the extent and resources of Canadian manufacturing enterprise as represented in the city of Montreal alone. He knows of this and that factory, but there are many others turning out their products in as great, if not greater, abundance, of which he is in total ignorance. If during the recent misgivings as to Canadian prosperity, alarmists had been able to visit such an exhibition of industrial resources and enterprise as the city of Montreal could display at any moment, less panicky talk would have been uttered. An object lesson would have been given that would have silenced many doubters. In an educational sense, therefore, an exposition is of great value, while from a business point

of view there can be no doubt as to its benefits.

It is evident that the idea of an exhibition has secured strong hold upon business circles in Montreal, and it is only for the promoters to show the citizens generally that they are determined to carry the scheme through on broad lines, to obtain all the moral and material assistance that is required. We have no doubt that this assurance will be given to the city.

Not only has a local exhibition been mooted in Montreal, but an international one as well. From the one idea to the other is an easy stretch in discussion, but not so easy in realization. With adequate aid from the Dominion, Provincial and City Governments, and proper organization, we believe with the Assistant Commissioner of the Canadian Government Exhibition Commission, that there is nothing to prevent such an exposition in Montreal from being a national, as well as financial success. Montreal would make a splendid location for an international affair, not only so far as the Dominion is concerned, but in regard to Europe and the States. A successful exposition would be of lasting benefit to Canada, but a project of this kind is a mighty undertaking, and no chance must be incurred of the nation being discredited in any way. Before the support of the Dominion can be lent, a reasonable amount of assurance must be given that the project can be successfully organized and carried out.

Let the Montreal business men, therefore, show that they can make a success of a local exhibition, as we have no doubt that they can, and then will come the time for seriously considering the greater project.

MAY SOLICIT LIQUOR ORDERS.

A very interesting case was decided by Judge Choquet in Montreal last Wednesday, and it will be considered as a test case by grocers who conduct a mail order or canvassing business. F. X. Benoit, of Longueuil, was charged with having violated the license law by selling liquor in St. Lambert, which is a prohibition place. One of his clerks used to go round, solicit orders and deliver them. Mr. Cloran, representing the revenue, claimed that this clerk was nothing but a traveling salesman, but J. A. St. Julien, K.C., said he was nothing of the kind, simply a clerk paid by the week. Judge Choquet could not see any infringement of the law and declared that taking any other view would only mean restricting trade. He, therefore, dismissed the case.

THE SITUATION IN THE WEST

6,000,000 Acres to be Sown in Wheat—Crop Prospects Splendid—Interest in the Application of Royal Commission's Findings—Cattle Market Lively.

The Western Viewpoint, by our Special Winnipeg Correspondent.

Glorious is the only word that describes the weather of the past week for the purposes of seeding and starting a crop. Not even the champion farmer grumbler of the West, and there are some good ones, has had anything to say against conditions for the coming crop. As day succeeded day the weather has grown warmer, so that with the moisture in the soil, the ground has been like one huge forcing bed and the young wheat plants are not only shooting up but are stooling splendidly. Splendid progress has been made with the seeding of oats and already some barley is in the ground, though only in isolated patches.

It is generally conceded that 6,000,000 acres will be sown to wheat alone in the Canadian West this year and a very greatly increased acreage to oats.

The amount of the old crop left in the country is extremely small. The Ogilvie Milling Company this week issued a statement of what they consider the amount still in farmers' hands for sale and have placed it as low as 1,500,000 bushels and while men conversant with the situation declare that this is too small the most optimistic of them do not put it beyond 2,500,000. The receipts continue to dwindle from day to day and the market has gained in strength, culminating in a runaway market Saturday on which July wheat sold for \$1.19½ and though the price afterwards broke it closed over two cents above the previous close.

It is a little difficult to see how this figure is to be maintained in view of the fact that the moment our wheat goes higher Old Country buyers cease to bid. The majority of them have pretty good stocks on hand and has been said before, will take the minimum of our wheat rather than pay the high price for it. It may be that before long they will come to our price. It was noticeable that one big milling firm felt they had to increase their stock this week and bought 75,000 bushels one morning. This is a house that generally calculates to have 250,000 of Canadian wheat either in store or in transit between the head of the lakes and Great Britain but in this particular instance they have allowed their stocks to dwindle to something like 80,000 bushels, hoping for a break in the market. Their representative bought about a half and half, two and three northern and paid \$1.10½ and \$1.03½ respectively for it. He thought it high then but in view of today's (May 9) prices it was cheap. How many British millers there are in the

same predicament will depend on the price of the balance of our crop.

* * *

Intense interest has been created here by the news from Ottawa that practically all the findings of the Royal Grain Commission are to be acceded to by the Government and become law. The announcement was only made Saturday morning and there has not been time yet for grain men to digest it and see how they will be affected by it. One of the things that will be hailed throughout the entire West with satisfaction is the intention of the Dominion Government to control terminals. For a long time it has been felt that this was absolutely necessary in the interests of the producers of wheat.

The fact that a sample market and order point for Winnipeg is to be advised is another most important matter, but on this there is great diversity of opinion. The farmers want a sample market and order point without mixing elevators, but that on the face of it is absurd, the one is a part of the other. Of course, the farmers' objection to mixing elevators is the danger there will be of skinning the grade, but by many who have gone into the matter it is held that there need be very little trouble of this kind, with the Canadian system of inspection. The wheat will all have to be inspected out of the mixing elevators and the only regulation that will be required is that when a mixing elevator has once put out cards for inspection they will have to go at whatever grade the inspector gives them, the owners of the elevator not having the privilege, as they have in Minneapolis of taking the ears into the elevator again and doctoring them up so as just to reach the grade and no more.

There is little doubt that the creation of an order point at Winnipeg will do much to stimulate the grain trade, and it should have the effect of inducing the erection of more mills here, but for this cheap power will be necessary.

One thing that will accrue out of making Winnipeg an order point is that if it is an order point for wheat it will be for barley also. This has been a much mooted question here for the past year. The Canada Malting Company have established a fine plant here, and it was their intention to double it, but when they found out they could not have ears of barley detained here long enough to buy on sample, they abandoned the idea of enlargement and began to consider moving to Fort William. Barley for malt must be bought on sample, the grade is no guide to the malster and in

a season like the past, when there was so much frosted grain it was quite impossible for barley to be considered on sample at all. As barley for malting brings anywhere from 4 to 8 cents over feed barleys, according to the year, this is a most important matter to Western farmers, particularly as barley is an excellent crop for the purpose of eradicating the weeds with which too many farms have become infested, through excessive wheat-growing and careless cultivation. For a long time it was thought that Western barley was not good for malting but it has proved excellent and in anything like a good season the color is fine. The yield per acre is heavy and altogether it is a very profitable crop.

* * *

Anything that suggests cheaper fuel is always a live topic in Western Canada and the announcement that the Manitoba peat plant was already being rebuilt is of importance. This plant was opened for operation last fall and had been running about five days when it was burned down. It was supposed that the fire was of incendiary origin. Now the plant is being re-built and will be in operation very early in the fall, if not in the latter part of the summer. It is situated at Lac du Bonnet and near to immense deposits of natural peat. The capital in the company is all local and the machine that is used for compressing the peat is patented and has a capacity of 40 tons to the square inch. The factory will have a capacity of 100 tons per day. The peat produced is not only excellent for domestic purposes but can be used for smelting purposes also. The supply of the raw material is almost exhaustible and there is a ready market for anything in the shape of cheaper fuel. The peats are round and about three inches long and just about the density of hard coal.

* * *

The cattle market has been a very lively one all week and a large number of very fine steers have come forward, in fact, every fresh trainload shows a smaller percentage of undesirable stock.

Eastern dealers seem to have been giving our market a good deal of attention and during the week one very good train of range cattle was shipped through the yards here on its way to Boston for export. These cattle had been collected by a Chicago house. Local exporters, too, are sending forward some excellent stuff. One Thursday Gordon, Ironsides & Fares shipped a train of twelve cars of perhaps the finest export steers that have ever gone forward from this market. The prices paid for these ranged from 5c to 5½c, the bulk being sold at 5½ and in some cases at least the freight was assumed by the purchasers.

Hogs stand steadily at 6 cents for tops and have plenty of bidders for all lots coming.

THE CANADIAN GROCER

seems to be rather closely centred in the old pack goods.

Group No. 1 comprises—
"Canada First," "Little Chief," "Log Cabin," "Horse-shoe" and "Auto" brands, also all private brands.

Group No. 2 comprises—
"Lynn Valley," "Maple Leaf," "Kent" "Lion," "Thistle," and "Grand River" brands.

Group No. 3 comprises—
"Globe," "Jubilee," and "White Rose," brands.

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 22½	1 20
" preserved, 3's	1 45	1 42½
" standard, gal.	3 30	3 27½
" preserved, gal	4 00	3 97½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals. Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red, pitted	8 92½	7 49½
" " not pitted	2 80	2 77½
2's, black, pitted	1 80	1 49½
" " not pitted	2 45	2 92½
2's, white, pitted	1 95	1 77½
2's, " not pitted	1 95	1 77½
Currants—		
Gals., red, solid pack	7 65	7 45
Gals., red, standard	5 40	5 20
2's, red preserved	2 15	2 12½
2's, red, H.S.	1 95	1 92½
2's, black, H.S.	2 05	2 02½
2's, black, preserved	2 27½	2 25
Gals., black, standard	5 92½	5 89½
Gals. " solid pack	8 42½	8 22½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	6 77½	6 74½
Gals., solid pack	8 77½	8 74½
Lawtonberries—		
2's, H.S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals. standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 30	3 27½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2's, white	3 25	3 22½
3's, white	3 60	3 57½
3's, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 85	2 82½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrup	1 47½	1 44½
3's, " "	1 97½	1 94½
Pineapple—		
2's, sliced	2 95	2 92½
2's, grated	2 95	2 92½
whole	2 15	2 12½
Plums, Damson—		
2's, light syrup	1 35	1 32
2's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47
2½'s, heavy syrup	1 85	1 82
3's, heavy syrup	2 15	2 12
Gal., standard	3 65	3 62
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 90
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
2's, heavy syrup	1 60	1 57½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 17½	2 15
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 15
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's " "	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's, " preserved	2 55	2 52½
Gals. " standard	7 80	7 77½
Gals. " solid pack	10 55	10 52½

VEGETABLE

Asparagus—		
2½'s, tips, California	3 80	3 77½
Beets—		
2's, sliced, sugar and blood red	1 12½	1 10
2's, whole, " "	1 02½	1 00
3's, sliced, " "	1 31½	1 29
3's, whole, " "	1 27½	1 25
Beans—		
2's, golden wax	0 95	0 92½
3's " "	1 40	1 37½
Gals. " "	4 05	4 02½
2's, refugee or valentine (green)	0 95	0 92½
2's, crystal wax	1 05	1 02½
Red kidney, 2's	1 10	1 07½
Lima 2's	1 35	1 32½
Corn—		
2's	1 00	0 97½
Gal., on cob	4 92½	4 89½
Carrots—		
2's	1 00	0 97½
3's	1 10	1 07½
Turnips—		
3's	1 10	1 07½
Cabbage—		
3's	0 95	0 92½
Cauliflower—		
2's	1 50	1 47½
3's	1 90	1 87½
Succotash—		
2's	1 30	1 27½
Paranips—		
2's	1 00	0 97½
3's	1 10	1 07½
Peas—		
1's, extra fine sifted	1 10	1 07½
2's, standard	0 95	0 92½
2's, early June	1 05	1 02½
2's, sweet wrinkled	1 10	1 07½
2's extra fine sifted	1 40	1 37½
Gals., No. 4	3 75	3 72½
Pumpkins, 3's	3 05	3 02½
Spinach—		
2's	1 55	1 52½
3's	2 05	2 02½
Gals.	5 20	5 17½
Squash—		
3's	1 22½	1 20
Gal.	3 55	3 52½
Tomatoes—		
2's	1 10	1 07½
3's, all kinds	1 30	1 27½
Gals., all kinds	3 80	3 77½
Baked Beans—		Per doz.
1's baked beans, plain, 4 doz.		\$0 50
1's " in tomato sauce, 4 doz.		0 50
1's " in Chili sauce, 4 doz.		0 50
2's " plain		0 30
2's " in tomato sauce		0 80
3's " in Chili sauce		0 80
3's " plain		1 00
3's " in tomato sauce		1 00
3's " in Chili sauce		1 00
Brands—Red Cross, Little Chief, Log Cabin, Aylmer		
Delhi, Simcoe, Clark's, etc.		
-atsup-		
2's tomato catsup, tins, Red Cross	0 75	
2's " " Delhi	0 85	
Gal. " " Aylmer	5 00	
Gal. " " (screw tops)	5 50	
Gal. " " Tiger	4 50	
Gal. " kegs (10 gals.), per gal.	0 45	
Gal. " jugs	8 00	
½'s, pts	1 00	
Aylmer, "Canada First"	1 00	
" " Simcoe, "Lynn Valley"	1 00	
" " Lalor, "Monarch"	1 00	
" " Delhi, "Epicure"	1 20	
Delhi, "Epicure"	1 90	
Delhi, "Epicure"	1 50	
Delhi, "Epicure"	3 00	
Delhi "New Process"	3 00	
Red Seal	2 00	
Aylmer, "Canada First"	0 00	
Simcoe "Lynn Valley"	2 00	
Lalor, "Monarch"	1 75	
Tiger	1 75	

ONTARIO MARKETS.

POINTERS—

- Sugar—Quiet.
- Fish—Declined.
- Beans—Advanced.
- Soda Biscuits—Declined.

Toronto, May 14, 1908.

The wholesale markets continue dull again this week, with no ostensible cause except general trade conditions. Some say the retailers and consumers are feeling the stiffness of things even more than a couple of months ago. Others again are optimistic and claim that their business is ahead of last year.

The financial side of the question is none too favorable and collections are slightly harder to make.

The markets continue comparatively quiet in the matter of changes. Staple

groceries, with the exception of beans, which are very stiff, are comparatively steady. The fruit and vegetable markets noted in detail elsewhere show considerable activity and the fish markets are notably easier.

SUGAR—The local market is quieter than it has been for several weeks. This has been influenced by conditions abroad which have shown perhaps an easier feeling in the general situation. Willett & Gray in their weekly review say of raws:

"The news from Cuba, which now controls the situation, has not been of sufficient importance to change the crop out-turn prospects.

"It is evident that for two weeks past the feeling has been rather of disappointment on the part of sellers that the advance was not continued, than of any actual decline in the market. Even the few nearby sugars, which must eventually meet the market, are still held at full-up prices in the expectation that they will be wanted. There is really no good reason for any important downward reaction if holders have the strength to wait.

"As mentioned last week, the question of supply and demand to September means further imports of European beet sugar. On this point our Prag (Austria) correspondent writes: 'Concerning the beet sugars suitable for America, we beg to inform you that after the budget in England having passed an increased demand for refined for the United Kingdom is to be expected, in which case the supply of beet held by Austrian refineries would not be free for sale.' This letter explains the cable recently received by us from the same correspondent, that almost the entire supply of American qualities in Austria (100,000 tons) is held by refiners there, only about 25,000 tons outside being free to purchase for America.

"This may prove a more important feature for higher prices later on than is now considered.

"Germany writes that we can have 200,000 tons beets, suitable for America, if willing to pay 13s. for it.

"Europe is more interested in the working out of the Cuba crop problem and the demand from America than in the size and progress of European beet crop or the influx of Russian crystals in September to replace the beet sugars of Germany and other countries which will be drawn to the United States.

"The failure this week of two big sugar refineries in Russia, Charitonenko & Sons and the Cherkassy Refining Co., may be the outcome of the recent large sales of Russian crystals at or near German raw beet prices, and may tend to clear the atmosphere somewhat by checking further apparently forced sales of Russian sugars.

"Our cable advices from Batavia report the commencement of the harvesting of the new Java crop, insuring the export of a fair amount of sugar during May.

"According to an official report received by us from Cuba, the long drought is broken, the rains which have fallen this week benefitting the next crop and permitting the planting of cane. Details which we give of the location of the centrals now grinding show that the greater number are in the eastern parts, where conditions have been rather more favorable than in other sections, and where shipments are made from the outports."

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Private cables from London report a reduction in the English duty of about one-half, say to 1s 10d per cwt, equal to 40c per 100 pounds, which is presumed to apply to 98 degrees test sugar and refined on which the former rate was 4s 2d, equal to 91c per 100 pounds. This reduction should cause an increase of the consumption in the United Kingdom and improve the general situation sooner or later.

The world's visible supply is given by Willett & Gray as follows: "Total stock of Europe and America, 3,036,875 tons, against 3,441,775 tons last year at the same uneven dates. The decrease of stock is 404,900 tons, against a decrease of 385,337 tons last week. Total stocks and afloats together show a visible supply of 3,176,875 tons, against 3,551,775 tons last year, or a decrease of 374,900 tons."

Paris lumps, in 25 lb. boxes	6 15
Paris lumps, in 50 lb. boxes	5 95
Paris lumps, in 100 lb.	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
St. Lawrence granulated, barrels	5 0
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Flonix	4 95
Bright coffee	4 90
No. 2	4 70
No. 1	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS AND MOLASSES—Demand is rather quiet for regular lines and only a staple business is passing. Wholesalers are pretty well filled up with maple syrup, which is moving rather better.

Syrups—	
Dark	0 30 0 38
Medium	0 30 0 38
Bright	0 6
1 lb. Tins, 2 doz. in case	Per case. 2 40
5 "	2 75
10 "	2 65
20 "	2 60
Barrels	0 03
H if Barrels	0 03
Quarter "	0 03
Paids, 25 lb. each	1 75
" 25 "	1 25
Maple syrup—	
Gallons, 6 to case	4 50
" 2 "	4 8
Quarts, 24 "	4 8
Pints, 24 "	2 0
Molasses—	
New Orleans, medium	0 30 0 35
" bbls.	0 28 0 30
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

TEAS — Local business continues quiet, a condition which has existed for a good many weeks. Reports from markets abroad still point to a maintenance or an advance on the present high prices. In their weekly circular just received, Gow, Wilson & Stanton, of London, say:

The Northern Indian crop is stated in Calcutta circulars to have closed 7 3/4 millions short of last year. With the further increase in the total taken outside the United Kingdom, the amount available for home consumption should not be far short of 19 to 20 millions less than in 1907, the heavier imports of China have to some extent discounted this shortage, but the position is an undoubtedly strong one. With much less tea remaining in growers' and importers' hands than was the case at this period of last year, it seems probable that prices may touch a higher level before the teas of the new crop arrive. Private advices state that the season will be late in opening, owing to severe drought and to exceptional

heat experienced in the growing districts.

S. T. Nishimura, who is just now looking after business in Japan, cabled his office in Montreal on May 9th, regarding Japans, as follows:

In consequence of some financial disturbances the market opened for new season's tea at about 5 per cent. lower than last year. Crop is of good quality and the present operations are practically same as corresponding time last season.

COFFEE—Local houses report business as continuing good. The only change is a tendency to firmness on lower grades of Santos and Rios.

Willet & Gray give some interesting information in their review of the situation, as follows:

A cable report was received in this market yesterday from one of the large Santos exporters to the effect that most of the planters in the San Paulo districts had stopped picking coffee owing to the discovery that the beans were, to a large extent, unripe. Some time ago a report was received from an expert in Brazil showing that the flowerings were very deficient in the last days of August, none in September and afterwards only partly good flowerings in October and November, so that the question of the next crop was very uncertain and the result might show serious losses.

Prune, Santa Clara—	
Per lb	Per lb.
100-120s	0 06 30-40, 25's, 50-lb. boxes. 0 07 1/2
90-100 s, 50-lb boxes	0 06 70-80s 0 08
80-90s	0 07 60-70s, 50-lb boxes 0 07 1/2 0 90
	4 50 0 09

Note—25 lb. boxes 1c. higher than 50 lb.	
Candied and Drained Peels—	
Lemon	0 11 0 11 1/2 Citron 0 21 0 22
Orange	0 11 0 12
Peaches	0 18 0 20
Figs—	
Element, per lb.	0 08 0 15
Tapeta	0 03 0 04
Bag Figs	0 04 0 05
Currants—	
Fine Filiatras	0 06 1/2 0 07 Vostizzas 0 09 0 09 1/2
Patras	0 08 0 08 1/2
Uncleaned, 1c. less.	
Raisins—	
Utana	0 09 0 13
Fancy	0 11 0 12 1/2
Extra fancy	0 14 0 15
Valencias, new	0 07 1/2
seeded, 1-lb packets, fancy	0 11 1/2
16 oz. packets, choice	0 11
12 oz.	0 09
Dates—	
Hallowes	0 05 1/2 0 05 1/2 Fards choicest 0 08 0 09
Sais	0 04 1/2 0 04 1/2 choice 0 08 1/2

RICE AND TAPIOCA—B rice is down 10 cents per cwt., presumably as a result of incoming shipments. Otherwise the situation is unchanged.

Rice, stand. B.	0 03 1/2 0 03 1/2
Rangoon	0 03 1/2 0 03 1/2
Patna	0 06 1/2 0 06 1/2
Japan	0 06 1/2 0 06 1/2
Java	0 06 1/2 0 06 1/2
Sago	0 06 1/2 0 06 1/2
Seed tapioca	0 06 1/2
Tapioca, medium pearl	0 05 1/2 0 05 1/2

SPICES—Dealers report fair business passing. Prices are unchanged.

Peppers, blk	0 16 0 20
white	0 2 0 30
Ginger	0 18 0 25
Cinnamon	0 15 0 15
Nutmeg	0 30 0 75
Cloves, whole	0 30 0 35
Cream of tartar	0 22 0 27
Allspice	0 13
whole	0 17 0 20
Mace	0 85
Mixed pickling spices, whole	15 0 20
C-sala, whole	0 20 0 25
ground	0 25 0 3

BISCUITS—Christie's declined all their lines of sodas last week. On bulk the decline is 1 1/2 cents, or from 7 to 5 1/2

cents. One-lb packages at 8 1/2 are now 8, 2 1/2-lb packages at 20 1/2 now 19, 3-lb. packages 23 now 22, 2 1/2-lb. tins at 24 now 22 1/2, 3-lb. tins at 25 now 26, cartons 1/2 lb. at 48 now 45, cartons 1-lb. at 96 now 90.

BEANS—The price is going up by jumps and it seems now that pretty nearly all the beans available in Ontario are bought up. \$2 f.o.b., Chatham, was paid by American buyers for hand-picked goods this week, and there do not seem to be many available at this price. Inquiries have been received also from the Maritime Provinces.

Beans, hand picked, per bush	1 95 2 05
prime No. 1	1 90 2 00
Lima, per lb	0 07

EVAPORATED APPLES—Business is fairly good with quotations steady at 7 1/2 to 8 1/2 cents.

HIDES AND WOOL—Business continues dull with prices slightly firmer than at last report.

Hides, inspected, cows and steers, No. 1	0 07 1/2
" " No. 2	0 05 1/2
Country hides, cured	0 45
City Calf skins	0 11
Cou try Ca fskins	0 09
Dekins	0 70
Sheep skins	0 70 0 80
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 04 1/2 0 11 1/2
Horse hair, per lb.	0 21

FROM AWAY DOWN IN TEXAS.

Frank Menzie, sales manager of the F. F. Dalley Co., Hamilton is down in Texas pushing the sales of "2 in 1." The company is pasting posters all over the State and Mr. Menzie, writing from Waco the other day said:

"Yesterday as I came out of the hotel in Marlin the first thing I saw was one of our bills, and I felt like sitting right down and having a little talk with it, as it sure looked good to me. Everyone down here has a good word for "2 in 1," and it is only a matter of time until I think we will double our business in this State. It goes without saying, that we have, at the present time, all the largest wholesale grocers in the State of Texas. They are very favorably impressed with our goods, and say they give entire satisfaction to customers."

MORE EARLY-CLOSING.

A note in these columns last week spoke of Davidson & Hay, the Toronto wholesale house, resuming early-closing. Several others of the Toronto houses are following the same plan, much to the delight of the office and warehouse staffs. Among those where the blinds come down at 5 p.m. this week were Warren Bros., Perkins-Ince and John Sloan & Co., and, of course, Davidson & Hay.

R. L. Innes, secretary-treasurer the Canadian Cannery, of Hamilton, is at present making a tour of the West, presumably for business purposes. He will return about June 1st.

AGENCIES WANTED.

PARTY starting a jobbing and commission business would like city agency for some good lines. Best of references. Box 355, Moncton, N.B. (21)

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, May 14, 1908.)

Favorable weather continues, and, with a largely increased acreage seeded, the prospects for a big crop and a prosperous year are very bright indeed. Business is active, although buying is by no means as heavy now as it is likely to be in a couple of months' time.

CANNED GOODS—Prices are steady and unchanged. We quote:

FRUITS.	
	Group No. 1 No. 2 & 3
Blueberries, 2's	2 27 1/2 2 25
Cherries New—	
2's, red pitted, per doz. case	2 41 1/2 2 39
2's black	2 19 2 14
Gooseberries New—	
2's, heavy syrup	2 31 1/2 2 29
Lawtonberries New—	
2's heavy syrup	2 41 1/2 2 33
Peaches—	
2's yellow flats	2 30 2 27 1/2
3's	3 12 3 09 1/2
Pears—	
2's, F.B.	1 81 1/2 1 79
3's	2 39 2 37
2's Bartlett's	1 96 1 94
3's	2 59 2 57
2's lobe, light syrup	1 51 1 49
Plums—	
2's Damson, l.s.	2 93 2 88
2's Lombard, l.s.	3 03 2 98
2's Greengage, l.s.	3 13 3 08
Raspberries—	
2's red, light syrup	2 26 1/2 2 24
2's black, heavy syrup	2 41 1/2 2 39
Pineapples, whole, 2 lb., per case	3 65
" sliced, 2 "	4 51
" grated 2 "	3 85
" 4 40	4 40
Strawberries (new), per case	4 83 4 78
Raspberry Jam (Smith's)—	
12-oz. bottles per doz.	1 65
1-lb.	2 20
4-lb.	4 75
5-lb. tins, each	0 59
7-lb.	0 80
VEGETABLES.	
Beans (new) per dozen—	
golden wax	1 06 1 04
refugee	1 06 1 04
" crystal wax	1 16 1 14
" red kidney	1 21 1 19
lima	1 46 1 44
Corn—	
2's	2 23 2 18
Tomatoes—	
2's	2 99 2 94
Peas (new) per dozen—	
(No. 4) 2's	1 06 1 04
(No. 3) 2's	1 16 1 14
(No. 2) 2's sweet wrinkle	1 21 1 19
(No. 1) 2's extra fine sifted	1 51 1 49
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 case	7 78
Tomatoes—	
per case	2 79 2 74
Beans, golden wax	1 98 1 93
refugee	1 98 1 63
MEATS.	
Clark's 1 lb., pork and beans, plain, per case	2 50
" 2 "	1 90
" 3 "	2 50
" 1 " tomato sauce, per case	2 50
" 2 "	1 90
" 3 "	2 50
" 1 " Chili	2 50
" 2 "	1 90
" 3 "	2 50
" 1 "	1 25
" 2 "	3 25
" chicken, per doz	3 30
" turkey	3 30
" duck	3 30
" 2's per doz.	2 80
" 1's	1 60
Roast beef	
" 1's, per doz	1 40
" 2's	2 80
" 3's	0 55
" 1 lb., per doz.	1 25
" 1 lb.	2 50
" 1 lb.	1 25
" 1 lb.	2 50
" 1 lb.	1 85
" 1 lb.	3 50
" 1 lb.	3 85
" 1 lb. tins, per doz.	1 90
" 1-lb. tins	3 10
" 1-lb. glass	3 35
" 1-lb. tins	1 45
" 1-lb. tins	2 50

Sliced bacon, 1-lb. glass, " 0 11
1-lb. tins, " 3 10
1-lb. glass, " 3 25

SUGAR—The market is firm at unchanged prices:

Montreal and B.C. granulated, in bbls.	5 50
" in sacks	5 45
" yellow, in bbls.	5 10
" in sacks	5 5
Wallaceburg, in bbls.	5 40
" in sacks	5 45
Berlin, granulated in bbls.	5 30
" in sacks	5 35
B.C. quinnies granulated, 5-18's to bale, per cwt	5 55
" 5-2's	6 55
" hard pressed lump, 25's, per cwt	7 00
" half bbls., per cwt	6 85
" icing	6 30
" bar sugar	6 10
" icing sugar in bbls.	6 10
" in boxes	6 30
" in small quantities	6 70
Powdered sugar, in bbls.	5 90
" in boxes	6 10
" in small quantities	6 15
Lump, hard, in bbls.	6 45
" in 100-lb cases	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 45
" 5-lb tins, per 1 "	2 85
" 10-lb tins, per 1 "	2 70
" 20-lb tins, per 1 "	2 75
" barrel, per lb.	0 03 1/2
" Sugar syrup, per lb.	3 10
Beaver Brand, 2 lb tins, per 2 doz case	3 60
" 10 "	3 30
" 20 "	3 20
" 40 "	0 40
Barbadoes molasses in 1/2-bbls, per gal.	0 03 1/2
New Orleans molasses in 1/2-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1/2-bbls, per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" 5 gal. bats, each	2 25

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 69 1/2
" 28 "	0 08 1/2
" 12 oz pkgs., per doz.	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" 40 "	2 95
" 20 "	3 0
" 8 "	3 30

CORNMEAL—Quoted at \$1.90 per sack.

POT AND PEARL BARLEY—Pot barley, \$3.60 per sack; pearl barley, \$5 per sack, and \$2.55 per half sack.

MAPLE PRODUCTS—New syrup and sugar arriving in Winnipeg are quoted as follows:

Sugar 25 lb. boxes 1/2 and 1/4	3 00
Syrup gallons 1/2 doz. to case, per case	5 65
" 1 doz. to case	6 15
" 2 doz. to case	6 5

FOREIGN DRIED FRUITS—Currants have been reduced and new prices will be noted below. We quote:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 10
Sultana raisins, bulk, per lb.	0 92
" cleaned	0 11 1/2
" 1 lb pkgs	0 12
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
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" 14's	1 05
" selects " 28's	2 30
" 14's	1 15
" layers " 28's	3 25
" 14's	1 30
California raisins, choice seeded in 1/2-lb. packages	
" per package	0 07 1/2
" fancy seeded in 1/2-lb. packages	
" per package	0 0 1/2
" choice seeded in 1-lb. packages	
" per package	0 09 1/2
" fancy seeded, 1-lb. packages,	
" per package	0 09 1/2
Raisins, 3 crown muscatels, per lb.	0 08
Prunes	
" 90-100 per lb	0 05 1/2
" 80-90 "	0 06
" 70-80 "	0 06 1/2
" 60-70 "	0 07
" 50-60 "	0 08
" 40-50 "	0 08 1/2
" 30-40 "	0 08 1/2
Silver prunes	0 09 1/2
Currants, uncleaned, loose pack, per lb.	0 09 1/2
" dry cleaned, Filistras, per lb.	0 07 1/2
" wet cleaned, per lb.	0 07 1/2
" Filistras in 1-lb. pkg. dry cleaned, per lb	0 08
Uncleaned vastizas, per lb.	0 08
Wet cleaned	0 08 1/2

CONDENSED MILK AND CREAM—A shipment of condensed milk and cream has just arrived on the Winnipeg market. The milk is quoted at \$5.25 and the cream at \$5.

GREEN FRUITS AND VEGETABLES—

Winter Apples—	
Straight grade No. 2, per bbl.	5 50
Northwestern spies No. 2, "	5 00
do. No. 1	6 00
Oranges and Lemons—	
Washington navels, 96's, per case	3 25
" 112's to 126's, per case	3 50
" 176's to 250's, per case	3 75
California lemons, 300's, 360's, per case	5 00
Bananas—	
Per bunch, by express only	2 50 3 50
Grapes—	
Almeria grapes kags, per keg	5 50
Strawberries—per 2 doz. case	3 00
Pears—	
Fancy Columbia, "	4 00
" half cases	2 00
Cranberries—	
Jersey cranberries, per bbl.	12 00
Vegetables—	
California celery, per doz.	0 90
" per case	6 00
Sweet potatoes, per bbl	6 00
Valencia onions, large cases, per case	4 00
Native onions, per lb.	0 03 1/2
Tomatoes, 6-basket crates, per crate	5 00
" per basket	0 90
New California cabbage, 150 lb. crates, per lb.	0 02 1/2
Cabbage (native)	0 13 1/2
Lettuce, 1/2 doz., per box	0 75
Radishes, per doz	0 80
Green onions, per doz	0 80

EVAPORATED APPLES—Quoted at 8 1/4c per lb.

SOME USEFUL HINTS.

Keep complete stock records.

Don't make an arbitrary claim and threaten to "stop buying" if it is not allowed.

Select a source of supply where you can secure accuracy, completeness and just treatment.

Make quality the prime consideration, and do not compare prices without comparing quality.

Order in ample time to avoid running out of goods should there be a slight delay in transit.

File all price lists, catalogues and quotation sheets where they can be quickly referred to.

Patronize the traveling salesman as much as possible, and have confidence in his representations.

Answer all business communications promptly, and extend the same business courtesy in this respect to others that you exact from them.

Before writing a caustic letter of complaint to the maker, place yourself in his position and try to think how you would feel if you would receive such a letter.

Take advantage of all cash discounts and make your remittances whenever possible direct to the merchant in ample time to reach him before the expiration of the discount period.

Don't fail to properly introduce yourself when opening an account with a house you have never dealt with, especially if you have only recently started in business and have no established credit rating.

A REMINDER

¶ The Special Spring and Export Number of the Canadian Grocer will be issued next week, May 22.

¶ Advertisers are reminded that orders and copy must be sent in at once. We cannot insure insertion of copy received after May 18.

THE CANADIAN GROCER

10 Front St. E., Toronto.

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A SPRING SEED WINDOW

A Tasty Display From Bracebridge—How one Retailer Disposed of a Stock of Soap.

The window shown in the engraving on this page is one which had a place a few weeks ago in the store of Hutchison Bros., one of the brightest grocery stores in Bracebridge. The window was dressed by D. T. Hodson, one of the partners who have recently taken over the store from Peter Hutchison, the late proprietor.

Mr. Hodson has entered into the spirit of the season and has evidently aimed to attract the farming trade as well as that of the ordinary citizen.

The window, with its foreground of bulk seeds of various kinds, and its background of package goods and cans of packets is well arranged and should have proved a good business-bringer. The addition of the sprigs of grain, the potted plants and green stuff was a happy idea which adds greatly to the general effect.

The window has one fault, however, it seems to us, which is a very common one in grocers' windows. There is too much in it. The effect would have been much more pleasing and the results probably proportionately greater if less material had been used and the articles given a little more room, presumably to grow in.

A SOAP DISPLAY.

Not long since I had what to me seemed far less artistic than some other displays I had had. It was anything but pretty. It was, however, a catchy window.

I had a large pile of a certain brand of soap in my cellar which I decided to unload quickly. Some of this soap I put into the window, which measures 60x40 inches, in the form of a two-storey brick house. The soap was laid as a bricklayer would lay his bricks, flatwise, binding them together. On the first floor I left two openings on each of the two sides of the house for windows, while on the front I left a door in the centre and a window on each side of it. On the second floor I left two windows on each side of the house and three on the front. The rear of the house was left open, not being seen from the street. A second floor from the sides of orange boxes was put in for the purpose of binding the two walls, while the pointed roof was also made from the same material, covered with red crepe paper and crowned with two bars of soap for a chimney. Window shades of red crepe paper and lace curtains from confectionery boxes and the building was finished.

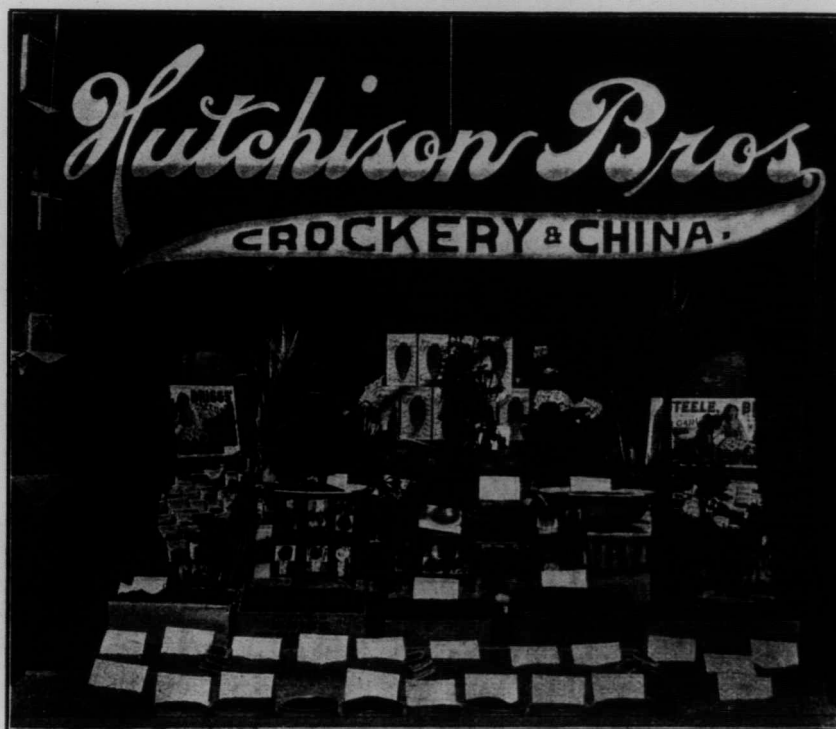
A walk from the "front gate" to the front door and around both sides of the house to the rear was left bare, but the rest of the floor of the window was

covered with cork from Malaga grapes. The "yard" was decorated with plants from my wife's window garden. On the front of the house I put a card of proportionate size reading: "For Sale, apply at 125 N. Front St., while overhead I hung a card reading: "This property for sale, price 5 cents a brick." In the evening I lit up the house with a small oil lamp.

The last of that pile of soap is on the shelf now, which fact removes all doubt as to whether the display was a success. C. A. Yeager in the Grocery World.

This colony has shipped a good quantity into London, and it is finding its way all over the United Kingdom. But for this district it does not take so well as it is rather too stiff and does not show enough "meat" to suit the Manchester district. If, however, the New Zealand makers catered for this market by making the class of goods saleable here, there is no doubt it would have a very serious effect upon the Canadians, coming as they do at a time when Canadians have ceased being made. Importers will, therefore, have to take this new competition for the British markets into serious consideration, if the shipments continue in anything like the quantity they have been doing during the past season.

"Reports from Canada state that the season there is backward, and while full prices are being asked for fodder



A SEED WINDOW FROM BRACEBRIDGE, ONT.

STAGNANT ENGLISH CHEESE MARKET.

Commercial Agent Gives Light on the Situation.

P. B. MacNamara, Canadian Commercial Agent in Manchester, writing under date of April 15, gives some interesting information regarding the conditions of the English cheese markets. He says:

"The cheese market for the past few weeks has been very disappointing to holders on this side, trade having remained in an almost stagnant condition since the beginning of the year, and so holders of September cheese, bought some time ago, would like very much to be able to see some of their money back again. This is more than anything the result of the New Zealand influx.

cheese, they are absolutely of no use at the time of writing. Prices will have to show a material reduction if the trade is to be any good to anybody. Prices are at a very awkward level indeed, and with many in the trade selling at 7d. retail, there is very little profit left for the grocer."

THOS. UPTON SERIOUSLY ILL.

Thomas Upton, president of the T. Upton Co., of Hamilton, is lying rather seriously ill just now in the City Hospital. A sudden and acute attack of appendicitis necessitated an operation which was performed on May 5th. The operation proved rather serious, but his many friends will be pleased to know that he is now on a fair way to recovery.

"Men Who Sell Things"

A Reconstruction of the Question of Salesmanship—New Dignity Revealed in the Money-getting Side of Business—The Commercial Ambassador, the Man Who Sells—Business Philosophy for Those Interested in the New Science of Merchandizing.

From a book written by Walter D. Moody, Chicago, on "Men Who Sell Things"—Serial rights for Canada purchased by the MacLean Publishing Co.

CHAPTER I.

The salesman regularly supplies the electric spark which keeps the commercial engine going.

This book is an attempt to specify the qualifications necessary to the making of a successful salesman, and the reasons for so many failures in the greatest profession on earth, the profession of salesmanship.

I wish to write, not of the doctrine of "luck," "chance," and "good fortune," but of the doctrine of effort and result; to proclaim that highest form of twentieth-century salesmanship which brings success, not to the indolent, the improvident, and the dreamer, but to the striving, the intelligent, and the busy man.

The commonplace salesman who is content with a mediocre degree of success, who lacks either desire or power to labor for the best that his profession contains, is little worthy of the name "salesman."

Work of the type most needed in the field of salesmanship is the successful carrying out of that which reflects the most credit upon the profession.

Little that is worth having is secured in this world except by unceasing toil. The salesman must be glad to do a salesman's work.

"Few battles are ever finally won. There are always positions to be held and new ones to be conquered."

The New Era.

The enormous pressure of new business and the constant tightening of competition seem to crush out the hope and energy of a large proportion of salesmen. The great problem of modern business progress to the salesman is how to deal with this tendency—how to prevent being crushed out and shoved to one side in the mad commercial whirl for conquest.

The well-rounded salesman who has husbanded his strength for the onrush will find methods to reserve his talent and energy from decay. The preservation will come, not through boasting or through the acquisition of new territory and accounts, nor through the magnification of past achievements, but through the natural law of infinite patience, constant study of new conditions, clearer adaptation of means to ends, infinite devotion to instant duty, and absolute fidelity to his house as it is and yet may be.

There can be no more accepted time than the present as the arena of this action. The success of the efficient salesman will be greater in proportion to the number of those who are yet unaware of the changing times and the growing feeling that professional salesmanship must supersede the old school of unorganized ways and methods.

The crowding of the field of salesmanship, and the exhaustion of old-time resources in the art of selling goods, have forced a revolution in this special

branch of industry. The pressure of business intensified, manufacturers and merchants who employ large forces of traveling salesmen are looking for a new degree of greatness in salesmanship based on scientific methods.

More zealous care is needed that no talent may be neglected, that employers may not constantly be obliged to seek outside forces with which to replenish their depleted sales ranks.

The successful salesman will not lose his character. His proud claim of leadership on the sales force of his house will not pass into the hands of others if he recognizes the fact that his first duty to himself, and his highest duty to his house, is to have his ship constantly cleared for the action of the present strenuous day, and to be prepared for the coming era of unparalleled commercial activity.

To the twentieth-century salesman it is of the utmost moment to look at coming conditions and make sure the defence of his selling methods against the creeping foe lurking behind commonplace ways—the foe that only newer, better, and quicker methods can halt in his conquest of the indolent, the over-anxious, the old-timer and all other types of negative salesmen that go to make up the vast crowd of the improvident and unwise.

Nine-tenths for Knowledge.

A salesman of experience realizes that ideas—practical methods of selling goods—are of the greatest value, and he also knows that it pays him to search for them. It takes brains to influence brains. Someone has said: "For every ten dollars that a high-salaried man draws, he gets nine dollars for what he knows and one dollar for what he does."

The same old way of doing things cannot be successfully employed month after month and year after year. The salesman must be modern—up-to-date—as much as the men of other professions. The physician or lawyer finds that to compete successfully he is compelled to read, read, read, all the time, in order that he may learn of advancement in treatments or procedures.

"To the man who fails belong the excuses." The more good ideas, the better the basis for good work. The best of salesmen fail at times to sell to certain buyers, without being able to give a reason for falling down. The methods employed successfully for many years seem to count for nothing. In such cases no doubt, a very little thing, a mere oversight, perchance, has caused the trouble. To locate the "nigger in the wood-stack" in one's methods means much. The only hope lies in putting the plumb-line of the experience of others beside one's own.

Every new idea aids in the salesman's ultimate triumph—adds a sound piece of timber to the structure of his final success.

Failure does not come through mak-

ing mistakes, but in refusing to learn by mistakes how to avoid them.

Experience is a good teacher, but it is a great thing to be able to learn from the experience of others, for we cannot all have the same experiences or the same view of similar experiences. There are many pathways to success, but the road of the individual's experience is narrow and rugged.

The old-time "minstrel" traveling man is a thing of the past, and with him have gone the days of getting business by means of circus tricks, chicanery, and sleight-of-hand performances in fact. True knowledge properly applied is the power behind the throne winning the big business of to-day.

Knowledge Power Behind the Throne.

That vast army of business-getters known as traveling salesmen have attained a dignity fitted to promote the interests of their houses in the field, realizing that scientific methods have placed their vocation in the list of professions.

The real purpose, character, calibre, and life of the commercial traveler have too long been depreciated by the general public. He may be suffering in this respect for the sins of his forefathers on the road, but things have changed. No one has a right to look upon any phase or sphere of American manhood as subject matter for a joke book, and the traveling salesman is becoming very tired, and justly so, of being regarded as a five-ring circus, or a wild beast going about seeking whom he may devour.

True, the law of "the survival of the fittest" has caused business on the road to become a contest of wits; but it is also true that the traveling salesman has elevated himself and his work by force of character and dint of his own energies.

Many writers on matters pertaining to salesmanship have not yet discovered the real character and work of road salesmen. We are looking to a higher and better sphere of usefulness in the business and social world than much of the stuff written to portray real road life would indicate.

"John Henry," "It's Up to You," and other modern compilations are side issues compared to the vernacular of the road as served up by some writers in object-lesson style to attract the attention of salesmen as a guise for a course in salesmanship.

Educated Enthusiasm Wanted.

The salesman who regards his work from a serious, high-grade standpoint is constantly seeking instruction of a meritorious nature—new ways and methods. He does not want stories of road life veneered in the coarsest slang, all tending to assign to him a serio-comic role.

What the world of salesmanship wants is educated enthusiasm. The purest of king's English will secure an audience

and hold attention for the salesman anywhere, while slang and short cuts of speech often excite distrust and offend the ear of the truly refined. The field is ripe for educated salesmen—the sort that refuse to give their customers credit for knowing more about their business than they know themselves—salesmen who can go out and put up a selling talk that is earnest, logical and clean-cut from the time they strike one town until the train carries them to the next with their pockets full of orders.

The question of handling a customer in making a sale is naturally a local issue to some extent, as merchants in widely separated localities conduct their business according to the usages of their particular sections.

Handling Customers.

It is also true that dealers in small towns require different tactics from the large city merchant; but no matter what the conditions may be, the old saying, "Business is business," holds true pretty much the world over.

With the arrival of interurban electric cars and rural free deliveries and telephones and many other improvements in rural districts, a pace of progression has set in, even in the most out-of-the-way village, that is rapidly changing the ideas and methods of the country merchant. With the farmer buying automobiles, and the prosperous small town business man sending his sons off to college, it is high time for the traveling salesman to begin to realize that a new era is dawning for him also.

It is no longer necessary in making a town to begin the day before by planning some new and wonderful strategy that will insure the selling of a bill to this or that customer; no need of a "Samantha Allen" visit, with a dance at the village hall in the evening with your favorite customer's friends and family.

Tact? Why, yes, that is necessary, of course. You can no more interest the man whose store has just been robbed, or whose head salesman has just left to take a position with his worst competitor now than you could twenty years ago. But you can approach the merchant the country over, small town or large, under ordinary circumstances, and gain and hold his attention with the right kind of selling talk, all on business and delivered straight from the shoulder. Even the "before-breakfast grouch" will listen to you if there is a resolute ring in your voice and a good-natured sparkle in your eye.

Earnestness of Purpose.

One of the most successful business men of my acquaintance started life with a shoestring, and worked his way up from stock-boy to salesman, from salesman to buyer, from buyer to the head of the greatest house in the world in his line, besides holding large outside responsibilities.

The most prominent feature of his character was his remarkable earnestness of purpose. There was not a salesman in the long list of those in his employ who could begin to approach him in selling talk, and he had some of the best men in the business. As buyer, before he became an employer, it is said of him that he could take prospective customers into his office for fifteen minutes, from among the largest and hardest merchants to sell to in the country, and turn them out with an immediate

and enthusiastic desire to go through the great establishment and select goods.

He had no time to bandy idle words and rarely indulged in useless sentences or light remarks. He believed buyers came into his store bent on business, and he despatched them with courtesy, backed up by arguments, every word of which put new ideas into his customers' minds and helped to swell the accounts on the right side of his ledgers.

Knowledge of Men.

Basing my calculations on actual experience with a large number of salesmen of all classes, sorts and conditions, I assert without any hesitation that the really big men, those who have made the profession worth while, are the ones who have employed the highest degree of science in their work—not an acquired science, perhaps, but a natural, established, and classified knowledge of men and things relating to the daily routine of their work:

"Brain stuff and soul stuff."

I am not the one to gainsay that an acquired science of professional salesmanship will be generally recognized by employers of large numbers of salesmen within the next five or ten years, in fact, an exact science of successful salesmanship has already been formulated, and is being taught with success; it fits the needs of our profession, just as the science of law or of materia medica fits the requirements of those respective professions, and is receiving widespread attention on the part of thinking salesmen and employers of salesmen.

Failures may be due to lack of natural ability, or adaptability, but they are more often due to lack of intelligent application.

There are many industrious salesmen who have always applied their energies in commonplace ways—for instance, with territories that could easily be made to yield much larger returns from their labor—who have little idea of the great values that may be produced on a given territory subject to high culture in salesmanship.

Don't Chase Rainbows.

There is a natural tendency, when big sales are made by the really successful men, to suppose that they are peculiar to some distant or especially favored location, that the golden harvest, the good things, are away off somewhere else, in the other fellow's territory. Those failing to see advantages at home who are disposed to seek the gold at the rainbow's end, may well ponder the story of the old Persian who sold his little hillside farm, wandered far over land and sea in a vain search for diamonds, and finally died a pauper in a strange land; while the stranger watering his flock at the stream on the little farm found a peculiar pebble glittering in the brook, which proved to be the first of a wealth of gems such as the old man had gone to seek.

All salesmen start with an equal chance, but many are soon distanced in the race. They are content with a steady, plodding, uniform way of doing things, and while they are methodical and obtain good results, those who win figure out some way of getting better results and getting them more easily. They take chances on doing things in other than the prescribed way, often finding the new way the better. Few

have the energy to break out and get away into the wild fields of effort worth while.

We get into a certain circular routine, and we go around and around, week in and week out, year in and year out, not realizing that life's really important work is the doing of something new.

The opportunities of the present are vastly superior to the opportunities of the last two or three decades. The needs of our great commercial machine multiply with its growth, and he is the fortunate salesman who has learned the immense value of educated enthusiasm, for to him is open the pathway to high salaried positions that appear as dreams of Aladdin's Cave to his less ambitious brother.

Must Dig Deep to Win.

True, the mountain seems high, but he who finds the right road will surely get to the top. Every mountain seems insurmountable at first, but little by little the distance is laid behind, and at last, half wondering whether it is a mountain after all, we find ourselves at the top. But to find the easy ascent to the golden mountain of salesmanship, the salesman must first dig, dig, dig, deep in the fields of knowledge of his profession.

Successful salesmanship carries with it large salaries—often of from five to fifteen thousand dollars per annum. "Oh! but such salaries are not for me," wails the timorous one. Listen! The salesman who lies down at the beginning with, "Oh, I never had any luck. By the time I get there, I'll find someone else already there ahead of me," would better stay out of the salesmanship business—or any other kind of business, for that matter. He is of little faith, a pessimist, a failure at heart to begin with, and wouldn't hold a position long with any house at a thousand dollars per year, to say nothing of five.

To the bright salesman it is not a difficult task to map out a promising line of action for his career on the road from among the failures and middle-weights, and a persevering hustle will do the rest.

A shrewd, perceptive faculty, together with a convincing perseverance, is one of the main essentials to success in promoting any enterprise.

Away with easy-going, rollicking ways and debauching influences! Away with small salaries, "water tank" towns and "one night stands!" Let there be more lucrative fields and broader knowledge! That is the twentieth-century salesman's slogan, and that he is manfully living up to his battle-cry, the payrolls of large institutions all over this broad land will attest.

(To be continued.)

TRADE NOTES.

The general store stock of H. Finkleman., Selkirk West, Man., has been sold to C. Finkleman.

Walker & McLean, grocers, Gananoque, Ont., have dissolved and are succeeded by McLean & Oger.

The stock of the general store of Christie, Bailey & Co., Millwood, Man., has been sold to B. W. Kert.

You cannot get business if you don't go after it.

The best advertising is the kind that wins goodwill.

More than two thousand retail merchants are looking to see who will exhibit at their red letter event

The Winnipeg Food Show and Grocers' Exhibition

WINNIPEG, JUNE 8-22, .08

Have you taken a space? Are you with these live western merchants?

If not it will pay you to write **to-day** to

W. A. COULSON,

Sec'y Retail Merchants' Association of Western Canada

53 Scott Block,

WINNIPEG, MAN.

The Way to the Retailer.

- ¶ Advertisements should not, any more than individuals obtrude.
- ¶ Obtrusion is more likely to meet with rebuff than cordial reception.
- ¶ The advertisement in a trade newspaper never obtrudes, because the medium which carries it does not obtrude.
- ¶ Every trade newspaper that leaves the press reaches a buyer or probable buyer.
- ¶ Retail merchants buy trade newspapers for the advertisements they carry as well as for the reading matter which they contain.
- ¶ They look to the advertising columns of the trade newspaper for hints on what to buy, and where to buy, just as much as they look to the reading columns for market information, trade news, and business-getting ideas.
- ¶ What, then, is the conclusion of the whole matter? This and nothing else: Those who wish to maintain their standing in the trade or those who wish to improve their standing in the trade should continuously use the advertising columns of a good trade newspaper.

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NORWEGIAN SARDINES

WE HAVE RECEIVED A FINE SHIPMENT

— IN STORE —

Record Brand, $\frac{1}{4}$ s, cs. 100 tins.

Sola Brand, $\frac{1}{4}$ s, cs. 100 tins.

Stat Brand, $\frac{1}{4}$ s, cs. 100 tins.

(Every Tin Guaranteed)

CHOICEST FISH, NOT TOO LARGE. BEST OLIVE OIL

You don't pay for the brand, but you get the quality for your money.

L. CHAPUT, FILS & CIE., 2, 4, 6 and 8
DeBresoles St. **MONTREAL**
Distributors

SALES PLANS

These 333 successful plans that have been used to get more business have been brought out by the most up-to-date merchants and cleverest advertising men of the last two years. The ideas are suitable for any retail trade, and, if carried out, will increase business to a great extent.

EIGHT OF THE SIXTEEN SUBJECTS dealt with are :

Getting Holiday Business,	Package Sales,
Special Sales,	Money Making Ideas,
Expositions,	Contests,
Souvenirs,	Sensational Advertising.

Do you want to know **333 WAYS OF GETTING TRADE?** We will send you "Sales Plans" postpaid on receipt of **\$2.50.**

282 Pages **Bound in Cloth**

The MacLean Publishing Company

Technical Book Dept.. 10 Front St. E., Toronto

Quality or Premiums

In buying Soap or Washing
Powder, do you want

Premiums

or do you want to buy articles of

Quality ?

PURITY

"The Soap without a Rival"

Needs no further inducement to sell, other than its quality. What others spend in Premiums we put in the Value and Merit of this Best of Laundry Soaps.

Made by

THE YOUNG-THOMAS SOAP CO., LTD.,
Regina, Canada.

**It Makes Your Mouth
Water to think of**



**CORONA
BRAND**

HAM AND BACON

And in this case, realization is a whole lot better than anticipation. Every grocer who sells Corona Brand has many pleased and steady customers.

THE MONTREAL PACKING CO.
Limited
MONTREAL, : P. Q.
WE HAVE NO RETAIL STORES.

COOKED HAMS

for the holiday should be ordered early next week. Send in your order for them now.

F. W. Fearman Co.
Limited
Hamilton, Ont.

There are many reasons why you should stock

O'MARA'S BACON

Here are a few of them. It is undeniably the best. Your customers want it. It shows good profits.

Specialties

**Breakfast Bacon
Pure Leaf Lard
Cooked Meats
Jellied Meats
and Sausages.**

JOSEPH O'MARA
PORK PACKER
PALMERSTON, - - - ONT.

More Profit Than Usual
is a result of selling

Ryan's Short Roll Bacon

There isn't a better meat on the market at any price. Ryan's Short Roll is made from very carefully fed young hogs, mild-cured, sweet, tender and juicy. It is so delicious that it results in an increased demand wherever sold.

Prices Mailed on Request!

The WM. RYAN CO.
70-72 Front Street East
TORONTO, - ONT. LIMITED

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Montreal, May 13.—Within the last few days the arrivals of new butter have increased wonderfully, but notwithstanding this extra impetus, the Board of Trade reports show a deplorable falling off as compared with last year's records. The week ending May 9, 1908, shows receipts of 1,032 packages, as against 3,334 packages for the corresponding week of the previous season. These figures show a falling off of 2,302 packages, which certainly is a wide margin for a decrease. The season's receipts up to the present are 1,727 packages, as against 4,941 packages the preceding season, showing a deficit of 3,214 packages. These figures obviously illustrate the remarkable depreciation in receipts, as compared with last year. To-day's reports show a break in price in the new butter arriving. The dealers are taking care of the new make for the local trade and will continue to do so until such a time as the price gets to a proper level for storing and exporting. The receipts of fresh roll butter are very large and consequently the price has gone down to 22 and 23 cents.

At the present there is no old dairy or creamery on this market. With the advent of fine weather, and other natural conditions being favorable, we have made a good enough start to pre-empt a better season this year than last, although reports from the country say that the cows wintered badly, which will, unfortunately, act as a serious handicap.

The cheese trade exhibits somewhat the same symptoms as the butter mar-

ket, although we are glad to note the relationship between deficits of this year, as compared with last, are not so marked.

The Board of Trade returns for week ending May 9, 1908, give the receipts as 16,388 boxes, whilst for the corresponding period of the previous year, the receipts were 19,867 boxes, thereby showing a falling off of 3,479 boxes, which does not display anything like the difference in the same periods in the corresponding periods in butter. For the season ending May 8, 1908, the total receipts were 21,004 boxes, against 30,961 boxes for the same time the previous year. Cheese remains about the same in price, due, undoubtedly, to the small make, which is not sufficient to disturb the equilibrium of the market so far. There is very little export demand and local dealers are taking care of all the supplies which come their way. The local demand is sufficient to prevent any accumulations of stock. The various local boards in Ontario state that offerings are not large. Reports from Brockville say that the total with them reached 1,291 boxes, of which 303 were white and 988 colored. Winchester reports 72 colored and 110 white registered and sold on the board, while Cowansville reports the sale of 80 boxes of cheese. Of course, nothing definite about the future can be said, but some gratification may be derived from the fact that some condition existing in the country has given a wonderful impetus to the business and it may be hoped that this is a fair augury for the success of the coming season.

New cheese is quoted 12½c to 12¼c.

THE PROVISION SITUATION

Toronto, May 13.

The situation among Canadian packers is no more encouraging this week. The British market for some days has been in a weak condition, on a basis somewhat lower than at last reports and as a result of this offers little inducement to Canadian shippers.

The Danes continue to flood the market with bacon, the killings last week going up again to 44,000. They are certainly sustaining their record this spring and in doing so are a remarkable example to the Canadian farmer.

The American market has been rather dull and shipments to the British market last week were somewhat lighter than usual. Conditions prevalent across the border are summarized in the following weekly review in the New York Journal of Commerce:

"There has been very little interest in hog products the past week and very little change in prices, though they firmed up towards the close with grain, and the extreme scarcity and high price of

corn, which will prevent much decline in hog products until feedstuffs are cheaper. But the packers have not depressed prices of products although receipts of hogs have been a little larger and prices a little lower. There has been some demand from the shorts to cover because of the corn situation, but there has been no activity during the week, the provision market being a sideshow for wheat and corn, and oats, as the shorts have been covering the whole list most of the week in Chicago. There is nothing new in the hog supply situation except that the average weights are running a little lighter in the East as well as in the West and heavy hogs are becoming more scarce. Exporters have been out of the market, except for a little lard, towards the close. But other goods have been extremely dull for the home trade as well, as consumption is still falling off, and four big jobbers in New York admit that their distributive trade has fallen off a quarter to a third from normal. The pack-

ers have not forced prices, demand being only of a hand-to-mouth character, and concessions would not stimulate it."

Canadian packers are paying \$5.75 f.o.b. country points this week, which is 10 to 15 cents below prices offered last week. Farmers' offerings are moderate but seem large enough to supply the present demand.

PROVISION MARKETS

MONTREAL.

PROVISIONS—This market remains without any prominent features. Demand is good and there has been practically no change since last week.

Lard, pure tierces.....	0 17½
" " " 56-lb. tubs.....	0 13
" " " 30-lb. pails, wood.....	0 17½
" " " cases, 10-lb. tins, 80 lbs. in case.....	0 13
" " " 5-lb. ".....	0 17½
" " " 3-lb. ".....	0 12
Lard, compound, tierces, per lb.....	0 8½ 0 09½
" " " tube.....	0 6½ 0 09½
" " " 30-lb. pails, wood.....	0 09 0 13½
" " " 30-lb. pails, tin.....	0 19
" " " cases, 10-lb. tins, 80 lbs. in case.....	0 08½ 0 10
" " " 5-lb. ".....	0 08½ 0 09½
" " " 3-lb. ".....	0 08½ 0 09½

Wood, net; tin packages, gross weight—	
Canadian short cut m-c-pork.....	22 50
Canadian short cut clear.....	22 00
American fat back.....	13 00
Breakfast bacon, per lb.....	0 13 0 15
Ham.....	0 17½ 0 14½
Extra plate beef, per bbl.....	13 00 14 50

BUTTER—Prices have declined very much and are still on the downward trend. This condition is due to the increased offerings. Local trade has to take care of present receipts until storing or exporting commences. Receipts of fresh roll butter are large and the prices are down to 22c and 23½c.

Fresh Creamery.....	0 24 0 27
Dairy tubs.....	0 21 0 24
Fresh large rolls.....	0 23 0 13

CHEESE—There are no changes in prices and the make so far is small. Export demand is not large and local dealers are taking care of all that comes their way. At present there seems to be no collections of stock.

Cheese, old.....	0 15 0 14
" " " new, large.....	0 12 0 12½
" " " twins.....	0 12½ 0 11

EGGS—Local trade is good and the prices are steady. Supplies from the country are increasing and a big drop is expected before long, as soon as stocks begin to accumulate. Dealers are cautious about storing at present.

New laid.....	17½ 0 18½
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HONEY—There is no change in the market and trade is very quiet.

White clover comb honey.....	0 14 0 15
Buckwheat, extracted.....	0 09 0 11
Clover, strained, bulk.....	0 10 0 11½

TORONTO.

PROVISIONS—Business continues comparatively quiet though a somewhat better feeling is in evidence this week. Prices are on about the same level as at last reports and the situation generally seems fairly steady.

Long clear bacon, per lb.....	0 10½ 0 10½
Smoked breakfast bacon, per lb.....	0 14 0 15
Roll bacon, per lb.....	0 10½ 0 10½
Small hams, per lb.....	0 14 0 15
Medium hams, per lb.....	0 13 0 14

Dairy Butter, Eggs
 ALWAYS A BUYER AND SELLER
 WHOLESALE
GEO. W. PROUT, Winnipeg

I GET HIGHEST PRICES
 for
BUTTER; EGGS
 SELLING DIRECT TO
 CONSUMER
 Will handle your produce on commission
 —prompt returns
 Correspondence Solicited
L. A. HEATH
 332 Ellice Ave., WINNIPEG, Man.

FEATHERS of all kinds and
 of the best qual-
 ity can be had
 at reasonable prices of
P. POULIN & CO.
 MONTREAL
 Ask for quotations.

SALT
 Car lots of Fine, Medium or Coarse,
 in Barrels, Sacks or Bulk.
TORONTO SALT WORKS
 125 Adelaide Street E., Toronto

**We want to Buy
 EGGS from YOU**
 If you have any to sell, better
 write or phone us. Our policy
 is: "A square deal every time."
EGG CASES SUPPLIED
Rutherford, Marshall & Co.
 Wholesale Produce Merchants,
 TORONTO.

ORDER NOW
**BROOMS
 BRUSHES
 BASKETS
 BUTTER TUBS**
WALTER WOODS & CO.
 Hamilton and Winnipeg

Large hams per lb.....	0 12½	0 13½
Shoulder hams, per lb.....	0 09½	0 10
Bacon, plain, per lb.....	0 16½	0 17
" pea meal.....	0 17	0 17
Heavy mess pork, per bbl.....	18 50	19 00
Short cut, per bbl.....	21 00	22 50
Lard, tierces, per lb.....	0 12	0 12½
" cuba.....	0 12	0 12½
" pala.....	0 12	0 12½
" compounds, per lb.....	0 19	0 10
Plate beef, per 200-lb. bbl.....	14 00	14 50
Dressed hogs.....	0 08½	0 09

BUTTER—The situation is about the same as at last reports with demand fairly good and supply also fair. Dairy butter is coming in in good quality and quantity. Prices are unchanged.

Creamery prints.....	0 23	0 31
Creamery solids.....	0 28	0 29
Farmers' separator butter.....	0 27	0 28
Dairy prints, choice.....	0 26	0 27
" ordinary.....	0 23	0 25
Baker's butter.....	0 21	0 21

EGGS—The market is firm, probably on account of the large shipments to Montreal this week, where better prices are offered. Supplies are coming in quite freely. Prices offered are the same as last week.

Eggs, new laid.....	0 18
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CHEESE—Business remains comparatively quiet with freer arrivals of new make.

Cheese, large, prime old.....	0 14
" new.....	0 12
" twins, new.....	0 12½

HONEY—The market continues quiet with little demand. Prices are unchanged.

Honey, strained, 60 lb tins.....	0 12	0 13
" 10 lb tins.....	0 12½	0 13½
" 5 lb tins.....	0 13	0 13
" in the comb, per doz.....	2 00	2 25
Buckwheat honey, per lb.....	0 8	8 10
" in comb, per doz.....	1 25	1 50

POULTRY—Quietness is the only word applicable to these markets these days. There is little or nothing offering.

Hens.....	0 10	0 12
Chickens.....	0 15	0 17
Turkeys.....	0 21	0 23

MANITOBA.

BUTTER—Dairy butter is very scarce on the Winnipeg market due to the fact that the farmers have been busy seeding and there has been little marketing on their part of late. For No. 1 produce houses are paying 24c and for good No. 2, 20c to 21c per lb. f.o.b. Winnipeg. For poorer grades the price is about 18c.

EGGS—The price is 15c f.o.b. Winnipeg. Supplies are fairly liberal.

CHEESE—Ontario cheese is quoted at 13½c to 14c per lb.

MAY PURCHASE CANADIAN PLANT

Negotiations in Progress Between American Can Company, New York, and Acme Can Works, Montreal.

Negotiations are under way between the Acme Can Works, Montreal, and the American Can Company, New York, which will in all probability result in the purchase of the Canadian plant by the American company.

George W. Weber, of the American Can Company, New York, has been in Montreal all this week in the interests of his firm and he has been in constant

communication with the present proprietors of the Acme Can Works, Jas. B. Campbell and Wm. Pratt.

Should negotiations go through and everything is about settled, the business will be carried on under the style of the American Can Company. This firm will spend a considerable sum of money enlarging the plant and installing new and modern machinery for the manufacture of every conceivable variety of cans, so that when the building is fully equipped to do business on a larger scale it will be one of the finest plants of its kind. It will be remembered that the Acme Can Works spent several thousand dollars a couple of years ago in making the factory up-to-date.

There will be no change in the management of the company, Messrs. Campbell and Pratt continuing as at present.

Mr. Weber stated that if it was found necessary the American Can Company would build factories in other parts of Canada as they intended looking for trade all over the country, and would operate as many factories as would be necessary, in their opinion, to take care of it. They run fifty-one factories in the United States, while their chief offices in that country are located in New York, Baltimore, Chicago and San Francisco.

The American Can Company has been looking over the ground in Canada since the beginning of the year with a view to establishing a branch in this country.

F. J. Lowe, of the J. H. Wethey Co., St. Catharines, has just returned from a trip to Montreal. While there he arranged with Rose & LaFlamme to look after Laurel Brand canned goods. Rose & LaFlamme have handled Wethey's mince meat for twenty years and should make a success of the new line.

WANTED.

WANTED in every town of 2000 or over, a representative to take charge of the circulation of our various publications:—Hardware and Metal, Canadian Grocer, Financial Post, Plumber and Steamfitter, Dry Goods Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery, and Busy Man's Magazine. Good financial standing and business connection a strong recommendation. A permanent position for the right man. The MacLean Publishing Company, Limited Toronto.

Saskatchewan Merchants!!
 Get highest CASH prices on the
REGINA MARKET
 (and prompt returns) for your
BUTTER, EGGS and POULTRY
 by shipping direct to
**THE REGINA
 FRUIT AND PRODUCE CO.,**
 ROSE ST. REGINA, SASK.
 Trial orders and correspondence solicited

CLARK'S SPECIAL OX-TONGUE CAMPAIGN

in all leading newspapers from coast to coast commences this week.

Over 1,000,000 people will read these advertisements.

Be prepared for the demand this will create.

Send in your orders now for Clark's Ox Tongue. Specify 2s as that is the size which is pushed.

WM. CLARK
Manufacturer
MONTREAL

Royal Salad Dressing

has been made for 35 years. Last year's sale was largest. It is easy to tell why; holds old friends and makes new ones. It's the old story of quality and merit. The finest stores throughout the country furnish to their finest trade **ROYAL SALAD DRESSING**. Manufactured in Canada only by

Horton-Cato Mfg. Co.
Windsor, Ont.

The Pure Food Question

is of as much importance to you as it is to your customers. Your reputation and success depend upon the kind of goods you sell. A good stock of

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS
(the kind that contain no preservatives)

is always found in stores where quality is considered, because they are the best of their kind—pure, clean-made and good. You run no risk in handling Heinz goods. They comply with all food laws and are guaranteed to please the most particular people.

Anything that's "HEINZ" is Safe to Sell.

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

MESSRS. BOVRIL, LTD., also have the honour of the appointment of purveyors to H.M. the King of Spain and H.M. the King of the Belgians

There is only one

BOVRIL

The Standard preparation of concentrated beef. It will always do you credit. Do not load your shelves with inferior imitations which even when sold will not please your customers.

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
A. B. MITCHELL	Mitchell's Wharf	HALIFAX, N.S.
R. S. MOINDOE	120 Church Street	TORONTO
W. L. MCKENZIE & CO.	306 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses throughout Canada

TRADE NOTES.

Savaria & Blain, grocers, Montreal, have dissolved.

McEnroe & Casey, tea merchants, Montreal, have been registered.

Smilovitch & Hecht, grocers, Montreal, have been registered.

D. McL. Brophy, Montreal, is in the Maritime Provinces on a business trip.

Bowman & Cole, wholesale grocers, St. John, N.B. are succeeded by H. W. Cole.

Andre Jacques, general merchant, Ste. Marie, Que., has compromised with his creditors.

Chartier & Son, general merchants, St. Lazare, Man., are succeeded by J. M. Fouillaire.

P. Larimee, Notre Dame des Lourdes, Man., has sold his general store business to Albert de Briant.

The general store stock of R. T. Summers & Co., Bethune, Sask., has been sold to J. Fethwilton.



DON'T FAIL
To send for catalog showing our line of

**PEANUT ROASTERS,
CORN POPPERS, &c.**

LIBERAL TERMS.

KINGERY MFG. CO., 106 108 E. Pearl St., Cincinnati O

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

being mechanically prepared without the addition of sugar or any preservative, is very easy of digestion, and has saved many lives all over the world, as it is retained where all other food is rejected. Insist on Fussell's.

Keep your Labels to get a Gold Watch Free

FUSSELL & CO., LTD., LONDON & NORWAY.

Prices and Particulars of the Agents

John W. Bickle & Greening,	-	Hamilton, Ont.
Carman Escott & Co.,	-	Winnipeg, Man.
J. S. Creed,	-	Halifax, N.S.
C. Fairall Fisher	-	Montreal
Sol. Oppenheimer	-	Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

CANADA: No better Country MOTT'S: No better Chocolate

All the year round

Mott's

"Diamond" and "Elite"

brands of

Chocolate

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

EVERY JOBBER SELLS THEM

John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

Flour Dealers: Are your Profits as good as they ought to be?

The experience of every dealer who has handled

B U D A

FLOUR

"The Flour of Quality"

shows that there is no flour on the market which is such a ready and steady seller. It is a high grade blended flour, milled and blended by millers whose experience with high-grade flours covers half a century.

Write or wire to-day for prices on car lots—straight or assorted.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

No New Features to Report—No Demand for Manitoba Flour—Cereal Markets Dull.

Matters are rather quiet in both flour and cereal markets this week and there is little new to record.

Demand is very light for flour. The present prices are above an export basis so nothing can be sent abroad and local demand also is very light. These features are noticeable to such a degree that some of the mills have begun to curtail their output. Prices are unchanged.

The cereal markets are feeling the effect of the season's dullness and only a fair amount of business is passing.

MONTREAL.

FLOUR—There is nothing of any moment happening in this market. The demand is good and prices remain the same.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 20
Glenora.....	5 70
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

FEED—Feed remains the same as last week, the market being firm.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
" bran.....	23 00 24 00
Mouillie, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 50 1 60

ROLLED OATS—There is no change in this market. Demand is good and practically the same prices prevail as at the last report.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Golddust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 55 1 70
Rolled oats, 90-lb bags.....	3 00
" 80-lb bags.....	2 75 2 80
" bbls.....	5 85 6 00

TORONTO.

FLOUR—The market remains about the same as at last report, though a slightly easier feeling was in evidence at the beginning of the week and has continued. The local trade is feeling the effects of the reaction in the Chicago and Winnipeg markets. As a result both Manitoba and Ontario wheat are quoted lower and buyers are hesitating about purchasing with the markets in an apparently uncertain state. There seems to be an opinion that the recent advances were rather larger than the market justified in view of the favorable crop outlook.

There is little demand for Manitoba flour and some mills are shortening their output. There is no export demand of any consequence. Local firms cabled the British markets on Monday but the price asked seems to be

above an export basis. Prices are unchanged.

Manitoba Wheat.		
60 per cent. patents.....	5 50	5 70
85.....	5 30	5 50
Strong bakers.....	4 90	5 10
Winter Wheat.		
Straight roller.....	4 50	4 60
Patents.....	4 60	4 60
Blended.....	5 00	5 00

CEREALS—The usual dullness which is prevalent during the summer months seems to be affecting the cereal markets rather earlier than usual this year and things are now very quiet. Prices are unchanged.

Rolled wheat in barrels, 100 lbs.....	2 90	3 00
" oats in bags, per bag 90 lbs.....	2 85	2 85
Oatmeal, standard and granulated, in bags 98 lbs.....	3 00	3 00

NEW FLOUR MILL FOR HAMILTON

Brantford Grain Merchants Will Develop Business in the Ambitious City.

A deal involving the big half of a hundred thousand dollars has just been closed by W. B. Wood, David B. Wood, T. L. Wood and A. J. Wood, of Brantford. Although conducting a separate milling and grain business in Brantford, these gentlemen have joined hands in the purchase of the largest and best flour milling business in the city of Hamilton. The property was owned by the well-known firm of Lake & Bailey and is situated in the very heart of the city. The new owners take possession in a few weeks. Messrs. Wood intended to build a new flour mill in the city of Toronto, but could not get a proper title to the site selected for the plant. David B. Wood will make his home permanently in Hamilton and become the active manager of the big mill. D. B. Wood is a practical miller of long experience and first-class business ability, and will certainly make the business a success. Cheap water power, abundance of farmers' wheat, first-class railway facilities and a large local demand for flour and feed in a growing city were the features which led the Brantford men to Hamilton. With these advantages the business may be doubled in the near future.

GRAPE CULTURE IN B.C.

Industry Promises to be Extensively Developed This Year.

From present appearances the culture of grapes in the Kettle Valley surrounding Grand Forks, British Columbia will be very extensively prosecuted this spring. It was stated recently that at least 3,000 grape vines will be planted out here during the next few weeks and that that number will be more than doubled next fall, as that

The Woman

who buys the family groceries soon "gets wise" to anything which is specially good. That fact accounts for the success of grocers who make it a point to handle only the best lines in the trade. It also accounts for the great success, as a trade-bringer, of

Mooney's Perfection Cream Sodas

They are made right, baked right, packed right, taste right. They really are "Perfection." Not one poor cracker in a hundred packages.



The Mooney Biscuit & Candy Company, LIMITED

STRATFORD, - CANADA



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

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

is the proper time for the planting of the vines.

A. D. Morrison, one of the local authorities on grape culture, says that at his private residence in West Grand Forks he has successfully grown grapes and that one vine he has which was just four years of age last year, yielded 75 pounds of grapes. Mr. Morrison states that grape vines four years of age grown in this valley should yield at least 50 pounds of fruit to the vine. These vines if planted ten feet apart would make 175 vines to the acre, which at 50 pounds to the vine would be 8,750 pounds, which, allowing eight cents per pound for the grapes, would make just \$700 for the grapes produced on one acre of land after four years. Owing to the great amount of sunshine in this valley this section is especially adapted to the culture of this most prolific of fruits.—Victoria Times.

MEGS

NUTMEGS AT FIRST-HAND. To wholesale only
C. H. BINKS & CO., MONTREAL

OPEN TO BUY
Feed and Seed Oats, Wheat and Barley
Quebec's leading Flour and Grain House.
C. A. PARADIS, Quebec

H. CONSTANT

First and sole maker in Canada of all kinds of
MACARONI, VERMICELLI AND PASTES
92 Beaudry Street MONTREAL

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

The Uniform High - Grade Quality of

Ridgways TEA

has built up our reputation and steadily increased our business until now our sales amount to fourteen million dollars yearly, a fact that will prove RIDGWAYS TEA is a business-getter.
CANADIAN OFFICE: VANCOUVER, B.C.

EPPS'S GRATEFUL COMFORTING

IN ¼-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

BODE'S CHEWING GUM

High Quality and absolute Cleanliness Guaranteed.
Largely advertised and good profit. Private brands to order.
THE BODE'S GUM CO., LIMITED, 30 St. George St., MONTREAL

NATION'S

Simply Delicious
In Packets and 4-oz., 8-oz. & 16-oz. Tins



Agents: **GREEN & CO., 25 Front St., E. Toronto**
CARMAN-ESCOTT CO., 141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND



THE DOMINION WAFER CO.,
44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.
Telephone Main 1310.

They
Can't
Use
This
Signature.



W. K. KELLOGG

on a package is your absolute protection in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Bannatyne St., Winnipeg, Man.

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



Our Orange Chocolate Cream Bar

Has made a distinct hit with the Canadian public. It is a delicious confection, and being saleable at a popular price it is in demand everywhere. Grocers handling the line are making good profits.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

Agents:

Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebec
W. C. Scott, 76 Queen St., Ottawa.



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

What Cocoa Are You Selling?

Not what cocoa are you KEEPING! To you, a cocoa or anything else is only so good as it SELLS. You can't keep

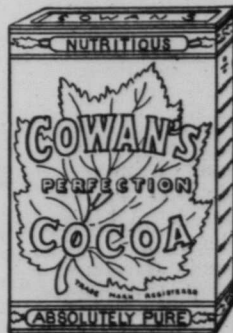
COWAN'S

Cocoa and Chocolate

It sells everywhere — all the time

Long experience with the trade in Canada has taught us to produce cocoa and chocolate that

YOU CAN SELL



The Cowan Co., Ltd.



White Moss Coconut

Is our leading line but we can supply Bakers and Confectioners with all the lines they require in their business. Write us next time you require anything.

The Canadian Coconut Co. 107 LaGauchetiere Street West, Montreal

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.
WINNIPEG—J. M. SCOTT
KINGSTON, ONT.—W. H. DALBY.

ST. JOHN, N.B.—W. A. SIMONDS
QUEBEC—ALBERT DUNN
TORONTO—Roelofson & Roelofson

Wait No Longer!

Right away is the time to stock up that Sterling line for summer trade.

MACE'S

Original Ice Cream Powder

makes a delicious ice cream by simply adding boiling milk. Popular price. No fantastic summer fancy, but a staple line yielding you a good profit.

A. H. MACE & CO.

748 Notre Dame St. West, - MONTREAL

NOVA SCOTIA TRADE NEWS

Record Lobster Shipments to American Markets, Fish Markets Otherwise Quiet
—Large Molasses Cargoes for Newfoundland—Some Local Changes.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., May 11.

A slight decline in the price of butter and an advance in the price of eggs are the outstanding features of the grocery markets this week. A drop in butter was looked for, but the rise in the price of eggs came as a complete surprise to the trade. The butter market is still fluctuating. Early last week creamery dropped one cent per pound, but the new price did not last long, for on Wednesday it was back at the old figures. The receipts of dairy butter are improving, but not in sufficient quantity to afford any very great relief to the market. The jobbers are, however, living in hopes that an early break will come and that the prices will ease off. The receipts of eggs this week have been very limited and as a result prices have taken an upward tendency. Twenty cents per dozen is the price asked, an advance of three cents. About the middle of the week the stocks held by many of the jobbers had been cleared up, and as is usual at such times, the demand was brisk. What has caused the decreased receipts is not explained, as the weather holds good and the hens should all be laying. So far as known, very few eggs are being exported. The new price is not expected to hold very long.

The fruit business is very good and most of the jobbers are now kept pretty busy. Prices are high in most lines. Jamaica oranges have been advanced about fifty cents per barrel and valencias show a similar increase. Floridas are about done. Jamaicas are quoted at \$6, California navels at \$3 to \$3.50 for 96's and valencias from \$5 to \$6. Lemons are quoted at \$2.75 for 300's, and bananas at \$2.50. Pineapples are selling from 18 to 25 cents each and tomatoes per crate of six boxes at \$3.25. Cucumbers are ten cents each. American cabbage is now on the market and the price is high. Jobbers say that there is not much money in handling it, but they have to keep it for their customers. Bermuda onions are now coming in and the quality is good.

Sugar is steady at present, the refiners not meeting the recent advance of twenty cents in the raw article.

Canned goods are selling freely, with the price steady. There is a growing demand for jelly powders and the jobbers report large sales of this class of goods. There is not very much doing in dried fruits at present. Fairly good stocks are held here.

There is a good demand for vegetables and the stocks on hand here are in very good condition, better than is usual at this season. In Prince Edward Island potatoes are selling at 35 cents per bushel and turnips at 20 cents.

The fresh fish markets are quiet at present, and the catches are small, owing to the unfavorable weather for carrying on operations. Halibut is much scarcer than usual, but lobsters are in good supply. Large shipments continue to be made to the American markets. The record shipment of the season was made to Boston the other week, when the steamer Boston, from

Yarmouth, took 150,000 live lobsters, the consignment being valued at \$30,000. This gives some idea of the value of the lobster industry in Nova Scotia and the returns that the fishermen receive for their labor. The stocks of salt mackerel in this province have been cleaned up. There is a shortage in the American market, and the demand is good. No fresh mackerel have been taken in Nova Scotia as yet, but the time for the fish to strike in is near at hand. Some good catches of herring are being made on the Cape Breton coast.

William Kane, who has been managing J. L. Archibald & Son's grocery on Spring Garden Road, has resigned his position. Edmund Clarke, brother of the present proprietor, is now in charge of the establishment.

A new grocery store has been opened on the corner of Great George and Euston Streets, Charlottetown, P.E.I., by McLeod & Johnston.

Record cargoes of molasses arrived at St. John's, Newfoundland, this week, four large vessels coming in from Barbadoes. The barque Victor had 329 puncheons and 300 barrels; the schooner John Flewellyn 344 puncheons, 31 tierces and 33 barrels, the barque Aureola a full cargo and the barque Lavinia landed 551 puncheons, 58 hogsheads and 100 barrels.

OUR HONEY IN GERMAN BEER.

Opportunity for Larger Development of Markets Abroad.

Opportunities for the development of the Canadian export honey trade are pointed out in the following paragraph taken from a letter from J. B. Jackson, Canadian Trade Commissioner in Leeds:

"There appears to be no reason why Canadian honey should not enjoy a larger sale on the British market than it does at the present time. From such countries as Jamaica and Australia, considerable quantities of this product arrive; in fact, only recently a large consignment of 444 barrels weighing close upon 40 tons was imported into this district from Chili. The largest honey buyers in this country are undoubtedly those firms engaged in the manufacture of patent medicines, sweetmeats and confectionery goods. At the same time, however, it should also be of interest to those dealers in Canada who may be inclined to open up the trade to know that large quantities of honey are used in the lager beer industry in Germany. Indeed, manufacturers in that country are said to be keen competitors with local buyers for the supplies that reach English ports. When imported in anything like large quantities, this commodity is generally sent in barrels holding from 1½ to 6cwts. Canadian exporters, however, would do well to re-

member that as there are so many sources of supply, it is necessary to always forward samples when submitting prices to English buyers."

In a further paragraph Mr. Jackson gives some hints which should be of considerable service to Canadian firms desirous of developing an export business. He says:

"It would appear that some exporters in Canada have not yet thoroughly appreciated the importance of sending samples of their wares to prospective buyers on this side before they can successfully establish trade relations with them. Instances could be given where some shippers have been working under the impression that trade can at once be opened up simply by quoting f.o.b. or c.i.f. prices for shipments, anticipating that the importer would reply with instructions to have the goods sent forward. Seldom is it the case, however, that an importer will trouble to reply to correspondence without a sample from which he can be enabled to form an opinion as to the value of the goods offered.

"It must also be remembered that competition with other sources of supply is becoming keener every month, especially with those countries which have the advantage of close proximity and frequent steamship sailings to English ports. This fact is appreciated to its full value by foreign shippers and if Canadian exporters are to hold their own in the increasingly keen competition the importance of the sample no less than that of the price of the goods will at once be realized as an indispensable precedent to business."

A CHANCE FOR FRUIT EXPORTERS

English Agencies Anxious to Handle Canadian Canned Goods.

J. B. Jackson, Canadian Trade Commissioner at Leeds, Eng., in the last report of the Department of Trade and Commerce, gives some information which might prove of value to Canadian exporters of canned fruit, as follows:

"Some influential firms of produce distributors in this district have recently put themselves into communication with this office with a view to securing the buying or selling agency of Canadian firms exporting canned fruit. What is principally required in this line is canned apples put up in tins holding one gallon, but, at the same time, it may be said that almost any kind of canned fruit could, with little difficulty, secure a ready sale in supplying the demands of the restaurants and other trades."

F. Savage, recently with Bovril, Limited, Montreal, has accepted a position with the Eze Company, Toronto and will cover the territory between Montreal and Windsor.

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY



WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD

Making the dinners in millions of homes
more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish
to Fish, Meats, Game, Salads, Cheese, etc.
Look for the signature!

"We advertise to the general Public in
Newspapers and Magazines that this fam-
ous Sauce can be had from all Grocers."

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

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

FRUITS, VEGETABLES AND FISH

Markets Active Under Good Demand—Oranges Advancing—Canadian Green Stuff Coming in More Freely—Easier Tendency in Fish.

Mid-Summer Lemons

November Cuts

We have ample supplies of these Lemons to offer the trade. Would suggest that you secure 5 or 10 boxes at present prices. With warmer weather prices sure to advance.

Preserving Pines

Do not delay advising your customers to secure what they require now.

DEMAND for Strawberries and Tomatoes is growing daily. Have we had an order from you?

New Vegetables Daily

McWILLIAM

Mc. AND E.

EVERIST

28-27 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

The warm weather and sunshine of the past few days is causing a rather more brisk condition in these lines.

In the fruit markets the feature is the stiffening in price of naval oranges, which seem to be climbing to a \$4 basis. Pineapples are coming on the market in quantity and are in good demand. Strawberries also are arriving freely and in good quality.

The imported hot-house green stuff is easing off as warm weather comes on and the demand for imported goods is lighter as the Canadian supply is growing wider. Celery is practically off the market. Other lines are fairly steady.

The fish markets display an easier tendency with large arrivals of fresh stock.

MONTREAL.

GREEN FRUITS—Almeria grapes are the only product in this market which has changed materially. They were quoted at \$5 last week, maximum price, while to-day the maximum price quoted is \$6 per keg. Cape Cod and Nova Scotia cranberries are now off the market entirely. Bananas are in fair demand at firmer prices. Supplies are plentiful. The opening of navigation has given a spurt to all lines.

Bananas, fine stalks.....	1 75	2 25
Cocoanuts, new, per bag.....	4 50	4 50
Lemons.....	2 00	2 25
Navel oranges.....	2 50	3 50
Florida oranges, box.....	3 50	3 50
Mexican oranges.....	2 50	2 50
Porto Rico oranges, box.....	4 00	4 00
Jamaica oranges, bbl.....	4 00	5 00
Valencia oranges.....	4 00	5 00
Pineapples, case.....	5 50	5 50
Grape fruit, box.....	3 25	3 25
Almeria Grapes, keg.....	6 00	6 00
Strawberries, qt.....	0 7	0 10
Apples.....	3 00	5 00
Bitter oranges.....	1 25	1 25
California Blood Oranges.....	3 00	4 25

VEGETABLES—The closer approach of summer is having its effect on this market, as several lines have eased off considerably, chief among which are Boston lettuce, radishes and green beans. California celery is now cleaned off the market.

Parsley, per doz. bunches.....	0 35	1 00
American parsley, large bunches, doz.....	0 80	1 00
Sage, per doz.....	0 80	0 80
Savory, per doz.....	2 00	2 50
Cabbage, bbl.....	0 75	0 95
Turnips, bag.....	0 25	1 00
Celery, doz.....	0 25	1 00
Water cress, large bunches, per doz.....	0 75	0 75
Spinach, bbl.....	3 00	3 25
Green peppers, crate.....	3 50	3 50
Boston hot house cucumbers, doz.....	2 00	2 00
California asparagus, bunch.....	0 60	0 75
Potatoes, per bag.....	1 05	1 10
Sweet Potatoes, basket.....	0 75	1 00
Beets bag.....	0 75	1 00
Carrots, bag.....	0 60	0 75
Tomatoes, Florida, crate.....	3 50	4 00
Tomatoes, hot house, per lb.....	0 30	0 30
Spanish onions, small crates.....	0 70	1 05
" large crates.....	3 00	3 00
Canadian onions, lb.....	0 13	0 13
Egyptian Onions.....	0 63	0 63
Boston lettuce, hot house, per doz.....	0 25	1 00
Radishes, doz.....	0 40	0 40
Bermuda parsley, crate.....	3 01	3 01
Mushrooms, per lb.....	0 75	0 75
Horse radish, per lb.....	0 12	0 12
Beans, green, basket.....	3 00	3 25
Fench beans, wax.....	6 25	6 50
Egg plant, doz.....	2 50	2 50
California cauliflowers, per crate of 16.....	8 00	8 00
New cabbage, crate.....	2 75	2 75
Florida Celery crate.....	2 75	3 00
New potatoes, per lb.....	0 06	0 06

FISH—This week presents no special feature in this market. Prices remain about the same with the exception of pike, which is lower. We have quoted pike (brochet) dressed at a range from 5c to 8c and now this maximum figure may be put at 8c. Fresh haddock and cod are in good supply.

Fresh and Frozen Fish.

Haddock, per lb.....	0 74	0 05
Fresh halibut.....	0 09	0 10
Mackerel, ".....	0 07	0 08
Dore, ".....	0 07	0 12
Pike, lb.....	0 04	0 15
Whitefish lb.....	0 05	0 04
Flounders lb.....	0 18	0 18
Bluefish lb.....	0 15	0 15
Shad, each.....	0 49	0 49
Striped Bass, lb.....	0 12	0 12
B. C. salmon, lb.....	0 09	0 10
Qualla Salmon, lb.....	0 07	0 08
Smoked and Salted—		
Haddies, boxes, per lb.....	0 07	0 08
Kipperd Herring, 50 in box.....	1 10	1 10
Yarmouth Bloaters, per box.....	1 10	1 10
Prepared and dried—		
Shredded cod, box of 2 dozen cartons.....	0 91	0 91
Skinless cod, 100 lb. cases.....	5 10	5 10
Strictly boneless pure cod, boxes.....	0 08	0 13
Boneless cod, 20 lb. boxes.....	0 06	0 06
Boneless fish, 20-lb. boxes, blocks.....	0 05	0 05
Boneless fish, 25-lb., boxes, per lb.....	0 04	0 04
Oysters and Lobsters—		
Malpeques, bbl.....	5 00	5 00
Standards, bulk, per imp. gal.....	1 50	1 50
Standards, quart tins, sealed.....	0 40	0 40
Paper pails, 100, pint size.....	1 10	1 10
100, quart size.....	1 50	1 50
Pickled fish—		
No. 1 Labrador herring, per half bbl.....	3 00	3 00
No. 1 Mackerel, 20-lb. kitts.....	1 75	1 75
Green cod, large lb.....	0 04	0 04
Green cod, 1 lb.....	0 03	0 03
Labrador Salmon, 1-bbls.....	3 50	3 50

TORONTO.

GREEN FRUITS—The sunshine of the past few days has brought about a notable activity in the local market. The feature this week is the high prices of oranges. Stocks of navels are light and dealers predict that a \$4 basis will be reached shortly. Messina Ovals are showing well, both in quality and weight. Bananas are steady and strawberries are coming in freely in good quality. Pineapples are also being delivered freely and the demand for these goods is excellent, as the preserving season for them is approaching.

Oranges, Navel.....	2 75	3 50
" Valencias.....	3 01	5 00
" Bahamas.....	3 00	2 25
Oranges, Blood.....	2 50	3 00
Lemons, California, 240, 300, 360, 420.....	2 50	2 75
" Messina, new crop.....	2 50	2 75
Lemons, California, new.....	3 75	3 75
Grape fruit, 54's 80's, 96's.....	5 75	6 25
Grape fruit Bahamas.....	3 00	3 00
Apples, No. 1 winter fruit.....	2 25	3 00
No. 2.....	1 75	2 25
Apples, fancy spies.....	3 50	4 50
Bananas, Jamaica firsts, per bunch.....	1 50	1 75
Bananas, jumbo bunches.....	2 00	2 25
Almeria grapes, per keg.....	5 50	7 00
Tangerines.....	3 00	4 00
Pineapples.....	3 25	3 75
Strawberries, qts.....	0 17	0 20
Rhubarb, per doz.....	1 25	1 35

VEGETABLES—Several lines are firmer this week under the influence of brisker demand. Old potatoes are up 5 to 10 cents. Egyptian onions are firmer and imported cabbage is also advanced. Celery is practically done, only cold storage stuff being left on the market and imported spinach is also becoming scarce. Cucumbers are easier. The arrivals of Southern green stuff

are easing off a little as the Canadian goods appear.

New Brunswick Delawares, per bag	1 10
Potatoes, Canadian, per bag	1 05
Potatoes, new, bbl.	8 00
Sweet Potatoes (Jersey), per bbl.	3 00
Onions, Bermudas, per 50 lb. crate	2 25
per bag	1 48
green, per doz., Canadian	15 00
Onions, Egyptian, per sack	3 00
Cabbage, new, per crate	2 00
Carrots, Canadian, per bag	0 50
Carrots, new, per doz. bunches	0 45
Turnips, per bag	0 75
Parasips, per bag	0 75
Parasips, per doz.	0 80
Celery, Florida, per crate	3 00
Celery, Canadian, per doz.	0 35
Lettuce, imported	1 00
Lettuce, Canadian, doz.	0 30
Cucumbers, imported, per doz.	1 75
Tomatoes, imported, per crate	2 50
Mushrooms, per lb.	0 65
Raspberries, per doz., Canadian	0 50
Spinach, Canadian, bush	1 70
Asparagus per bunch	0 50
Beets, dozen bch.	0 51
Carrots, dozen bch.	0 75
Parsley, dozen bch.	0 50
Fig plant each	15 20

FISH—Almost every line is easier this week under large arrivals of fresh stock. Trout is plentiful and bluefins, perch, Lake Erie whitefish, cod and haddock are all in good supply. The quality, too, is notably good, and a brisk business is being done.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 08	0 10
Herrings, medium, per lb.	0 06	0 07
Whitefish, Lake Erie	0 10	0 11
Cod, fresh	0 08	0 08
Finnish Haddie	0 07	0 08
Trout, fresh, per lb.	0 10	0 10
Clasopa, per basket	1 15	1 25
Haddock, fresh caught	0 10	0 10
Shredded cod, per doz.	0 90	0 90
Live lobsters	0 18	0 18
Bluefins, small white, per lb.	0 07	0 07
Oysters, in shell, per 100	1 00	1 00
Haddock, fresh	0 07	0 07

SECOND FRUIT BOAT.

The steamship Bellona, from points on the Mediterranean, carrying a cargo of 35,000 cases of oranges and lemons, also a mixed cargo of other Mediterranean products, including marble and wine chiefly, is now in Montreal.

OPENING AFTER FIRE.

Jos. Patterson, whose grocery at 19 Howard St., Toronto, was badly gutted by fire about three months ago, has since been busy rebuilding and remodeling the premises. He opened again this week with a brand new outfit of fixtures and a general new stock, and has issued an invitation to his old customers to visit the new store.

B.C. ASSOCIATION PROGRESSING.

The British Columbia Retail Merchants' Association continues to make rapid progress. A successful organization meeting was held last week in Nanaimo, B.C., and a substantial membership enrolled for that district. Secretary William J. Butt is being assisted in his organization work by Wilfrid Ledoux, who has had considerable experience in that line of work in the Prairie Provinces. Mr. Ledoux has been a retail merchant himself and can talk from experience of the benefits of organization.

J. R. Stewart, general merchant, Gelfert, Ont., has assigned.

Snowdon, Forbes & Co., commission grocers, Montreal, have dissolved.

PINEAPPLES

Season is now at its height. Prices are low and quality fine. Sizes, 18s, 24s, 30s and 46s. Perfectly ripened and sound.

CABBAGE, CUCUMBERS and TOMATOES

Full direct cars of the above are being received daily by us.

SEND US YOUR ORDERS

WHITE & CO., LIMITED
TORONTO AND HAMILTON

Our Man on the Spot (Montreal) wires

"Have carefully examined Fremona cargo—"St. Nicholas" and "Home Guard" exceptionally superior November cut fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FANCY RIPE

Pineapples, all sizes
Bananas, fat fruit

LOWER PRICES THIS WEEK
also

FLORIDA TOMATOES, Fine Quality
CAROLINA STRAWBERRIES, quart boxes

Send us your orders

HUGH WALKER & SON
GUELPH, ONT.

The T. A. Garland Co., general merchants, have sold their grocery department to M. J. Campbell.

Kruse Bros., grocers and butchers, Seaforth, Ont., have sold their business to M. M. Sundy.

BRANTFORD CORRESPONDENCE.

May 11.—There has been some difficulty here recently regarding the purchase of supplies on the market by local grocers and butchers at an early hour on market days. In the past there has been a by-law covering the matter, but the city council some time ago amended it so that merchants or dealers could purchase at any hour. There is now an agitation on the part of some citizens to have the restriction renewed.

Fred. M. Smith has purchased the grocery business of G. W. Grantham at 120 Dalhousie St.

Brantford has a co-operative grocery concern. An incorporated company has been organized and a business established on Dalhousie St. George Keen is the president. A good line of stock is carried and is very attractively displayed. Those connected with the company claim the co-operative plan will prove popular and successful here.

The local grocers are already planning for the annual excursion of grocers and butchers to the Falls. This year, so far as Brantford is concerned, the trip will be a bigger feature than ever. In former years the excursions have just about cleared out the town.

The continued financial stringency has its effect on the trade here. In this regard Brantford is peculiarly situated as there are so many factory employes who have to be carried while out of work. There are 5,000 working men in the city and as several of the factories are idle and others running with short hands on part time it becomes necessary for the grocers to give extended credit. The industrial outlook is better, however, and it is expected that there will be plenty of work here in the near future. At present the grocers report that collections are very hard.

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
 Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Ship your
DRIED APPLES
 before warm weather sets in

O. E. ROBINSON & CO.
 Established 1880
Ingersoll - Ontario

FANCY CUBAN PINEAPPLES, Wax Beans, Green Beans, Cucumbers and all Early Vegetables. Inspection Invited.
THE DAWSON COMMISSION CO., TORONTO

Classified Advertising

Advertisements under this heading, 1c. 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

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (19)

MAPLE SUGAR—Guaranteed pure. Woodman & McKee, Coaticook, Que. (22)

SITUATIONS VACANT.

WANTED—Salesman for New Brunswick by leading wall paper manufacturer. Address Box No. 193 CANADIAN GROCER.

WANTED—First-class grocery clerk. Apply to Geo. Bengel, Port Arthur, Ont. (21)

BOOKS FOR THE GROCER.

TEA BLENDING as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

TEA, its history and mystery, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

COFFEE, its history, classification and description, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

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

MISCELLANEOUS.

STORAGE suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

MISCELLANEOUS.

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the INTERNAL BATH. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.

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

MERCHANTS—Have you accounts hard to collect? Try our up-to-date system. It brings results, costs little, saves money and worry. Write for particulars to Imperial Collecting Agency, 315 McIntyre Block, Winnipeg, Man.

BUSINESS CHANCES.

JOHN NEW, Real Estate and Business Broker 158 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.

\$4,500—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

\$1,800—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

PERIODICALS.

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

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

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

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

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

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

RECORD NEW BRUNSWICK BUSINESS

Winter Port Trade for Season 1907-8 Just Closed Well Above Any Previous Year—New I.C.R. Flour Shed—Charter for New Jobbing Firm.

Special Correspondence to The Canadian Grocer.

St. John, N.B., May 11.
Business has been very good lately. A lot of spring orders have been sent out, a good deal of freight being shipped up the St. John river since navigation opened. Seed shipments have been very heavy.

Canned goods are in good demand now and several lots of Bermuda and Egyptian onions that have been received are meeting with a ready sale. Molasses is firmer and another advance of a cent is looked for this week.

Beans advanced 10c to 15c a bushel last week; timothy seed is quoted 10c to 20c higher per hundred pounds; prunes are being held at ½c advance, and evaporated apples are firmer.

The new flour shed built by the I.C.R. at York Point is now ready for occupation and commencing this week all flour will be stored there in future. The new building has a capacity of 7,000 barrels and will greatly facilitate the business of the local jobbers. The former shed was much too small for the requirements and delayed the dealers considerably.

The St. John Board of Trade is endeavoring to arouse a more general interest on the part of business men, in

the work of the board. It is now proposed to make a special effort to increase the membership during the present year. What is termed a "Booster Committee" has been formed and its members are diligently canvassing the merchants and professional men to have their names added to the roll. The committee is as follows: J. N. Harvey, T. H. Estabrooks, H. B. Schofield, S. W. McMackin, W. H. Nase, J. Hunter White, R. T. Hayes, H. Colby Smith, Alex. Fowler, E. M. Sipprell, W. S. Fisher and F. A. Dykeman. It is felt that the young business men of the city should take a more active part in the work of the board, and the present movement is designed to secure the active interest and co-operation of as many as possible of these persons. Some 50 additional members have already been secured.

The winterport season of 1907-08 was brought to a close last week. The exports in this period were the largest since the winterport business commenced in 1895-6. The largest previous valuation was in 1905-6, when the exports totalled \$23,615,001. Last year there was a falling off in the value, the total being \$20,120,430. This year, despite the gloomy reports of financial depres-

sion, one hundred and ten steamers took away cargoes valued at \$23,685,160, which is an increase of \$3,564,730 over last year and \$70,159 over 1905-6. The shipments of grain amounted to 6,377,974 bushels, which is nearly double the amount sent forward last year. The live stock shipments were considerably less than last year, in fact, about half, but the amount of package freight was correspondingly greater.

Charles H. McDonald, wholesale tea merchant, who has been carrying on business on Water Street for the past two years, has moved to No. 55 Dock Street, the premises heretofore occupied by J. J. McGaffigan. The new quarters are larger and more convenient for handling the steadily growing business.

H. C. Creighton, H. W. Cole, Margaret C. Cole and William Smith, of St. John, and George D. Grimmer, of St. Andrew's, are applying for incorporation as H. W. Cole, Ltd., the object being to purchase and carry on the wholesale grocery business of Bowman & Cole. The capital is to be \$40,000.

A delegation of Chatham citizens has petitioned the Provincial Government to compel the St. John Exhibition Association to change their dates for this year's exhibition so as not to clash with the Chatham dates. The Government promised consideration.

E. R. Wainwright, grocer, Barrie, has assigned.

We Want Shipments

of all kinds of fruits, vegetables and produce. Best treatment and prices. Make enquiries of us. Best facilities in Ottawa Valley for handling your trade.

Also in a position to supply your wants at attractive figures in all imported lines.

DOMINION FRUIT EXCHANGE

52 Nicholas Street, OTTAWA

AUCTION 3 TIMES A WEEK.

Brunswick Brand

we now offer

NEW PACK Sardines



- ¼ Oil Sanitary
- ¼ Oil Hand
- ¼ Mustard
- ¾ Mustard

WRITE FOR SAMPLES

Connors Bros., Limited

Black's Harbor, N.B.

Your Profit, Mr. Grocer,

depends upon your goods. There is a large profit in our

Royal Sport and Hogen Mogen Cigars

and there is steady profit, because smokers return for these famous brands, which, in the matter of quality, are unequalled. Manufactured by

The Sherbrooke Cigar Co., Sherbrooke, Que.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

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

HAMILTON, CANADA

General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

The MacLean Publishing Co., Limited

MONTREAL

TORONTO

WINNIPEG



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

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311 St.

Thos.
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to 8 St

GROCERY FACTS.

Something About the Goods Handed Over the Counter Every Day.

SELF-RAISING FLOUR.

Often prepared by merely adding baking powder to ordinary flour. Many of them contain only a very small proportion of tartaric acid and too much bicarbonate of soda. The acids and carbonates should be mixed in the proportions required to neutralize each other.

By mixing 2 ounces of tartaric acid and 4 ounces of bicarbonate of soda with every 14 pounds of well-dried flour of a good quality a superior self-raising flour is easily produced. Three ounces of cream of tartar may be used instead of the tartaric acid if more convenient. A little ground rice may also be added to advantage.

SOUCHONG TEAS.

These are general names for three or four assortments of fine black teas.

The Chinese term for them is Sian chung, signifying "little plant," or "little sprouts."

The smallest are called Pha-ho; the largest, Toy-chong; and a medium size, Pow-chong.

Souchongs rank next to Pekoes, and are very strong, but lacking the delicate flavor of the latter, although generally scented with the flowers of the Tasmanium sambic and Gardenia florida.

First Souchong is a grade better than second Souchong, although growing on the same shoot.

SPAGHETTI.

A smaller or finer sort of "paste" made in Naples, from the same flour and in the same way as macaroni, vermicelli, etc., but in long straight lines.

The words in Italian literally signify "little threads," hence it is of a much thinner and more fibry appearance than vermicelli and appears to be coming very much into fashion.

TRADE NOTES.

Empsey Bros., grocers, Montreal, have dissolved.

Louis Slobinsky, general merchant, St. Louis, Man., has assigned.

James Maynes, grocer, London, has sold his business to Bong Bros.

Fred. Kohli, Hespeler, has bought J. E. Klager's grocery business in that town.

The stock of T. J. Noble, general merchant, Prince Albert, Sask., has been sold.

Robillard & Poissant, general merchants, St. Edouard, Que., have dissolved partnership.

In one mail this week Hudon, Hebert & Co., of Montreal, received orders for forty gross of Bon Ami.

E. A. Cole, paper and twine dealers, have removed from Youville Square to 311 St. Paul St., Montreal.

Thos. Bell, Sons & Co., Montreal, have removed from 30 Hospital Street, to 6 St. Sacrament Street, room 23.

William C. McCuaig, of the Walker Bin and Store Fixture Co., Toronto, was in Montreal for a few days this week.

A curator has been appointed for the American Dressing Co. and the American Fluid Beef Co., both of Montreal.

H. J. Merritt's grocery store at Louisville, Ont., was burglarized on the night of May 7 and \$100 worth of goods stolen.

E. Rechnitzer, general manager of the Canadian Packing Co., London, Ont., was in Montreal this week, and was taken around the trade by A. Watson, the firm's Montreal agent.

W. Richards, who bought the grocery and confectionery business of W. M. Ridley, of Manitou, Man., four months ago, has sold to W. Gammon, of Morden.

The Selkirk Canning Company, Selkirk, Man., has been incorporated. Directors, W. R. R. Bullock, J. W. Simpson, D. J. Dyson, J. D. Windrum and W. R. Mulock. The capital stock is \$40,000.

W. T. Paterson will open a grocery business on Bridge Street, Belleville, on May 15. Mr. Paterson was formerly connected with the Steele, Briggs Seed Co. for a number of years, and promises to do well in the retail business.

Purity Castile Soap, Limited has been incorporated with head office at Toronto and share capital of \$100,000, to manufacture soap, oil and perfumery. The provisional directors are: A. G. Griffin, M. Moyer, W. C. McKay, J. W. McFetridge and W. M. Hall.

The E. W. Gillett Co., Ltd., were represented by a "Magic Baking Powder" booth at St. Thomas' Church bazaar, St. Catharines, Ont., May 7 and 8, the proceeds from the sale of the powder was given to the Ladies' Aid Society of that church.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

CLAY PIPES

Those made by **McDOUGALL** are peerless. Insist upon having them.

D. McDOUGALL & CO., Glasgow, Scot.

Display a Few Boxes of the

5c. CHAMPLAIN CIGAR 5c.

and watch your sales jump.

The cigar is right. Your profit is right.

The Tercentenary is working for your benefit.

JOS. COTE, QUEBEC

Importer

Established 1887

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

BLACK WATCH

The Big Black Plug Chewing Tobacco.

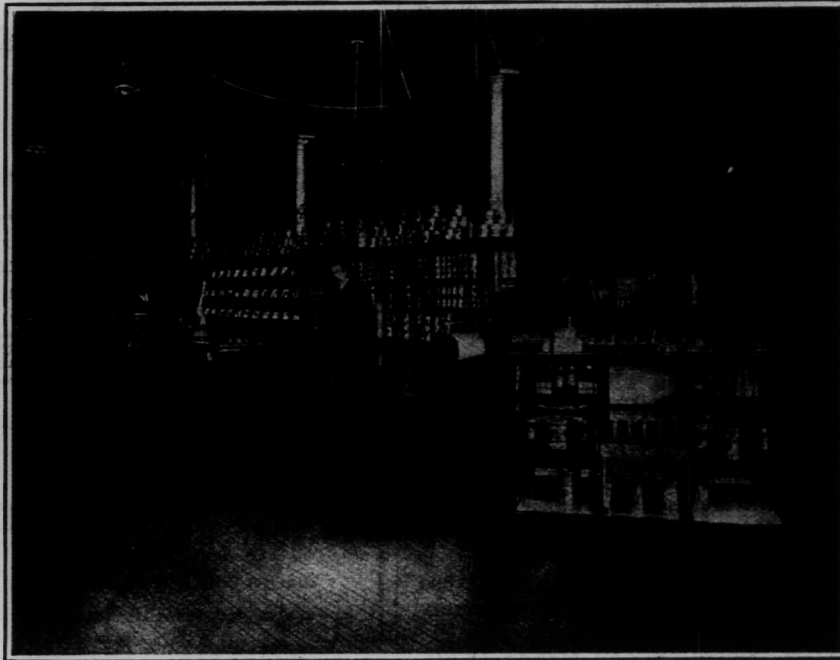
Already a Big Seller

Sold by all the Wholesale Trade



It is possible to stimulate trade and increase your business in spite of general trade conditions. Surprising results will follow an installation of

WALKER BIN FIXTURES



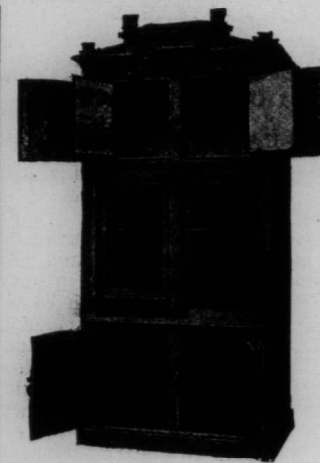
The manager of a large Western Departmental Store shown above writes:—

“They (Walker Bins) are splendid Silent Salesmen; our grocery business has increased over 50 per cent. since we installed them . . . We consider the money put into them a splendid investment.”

Write for Illustrated Catalogue: “Modern Grocery Fixtures.”

The Walker Bin & Store Fixture Co., Limited Designers and Manufacturers of Modern Store Fixtures Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Keeping Books By Machinery



There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

Allison Coupon System

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The **EBY-BLAIN CO., Ltd.**
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA 18 and 20 Mary St., HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

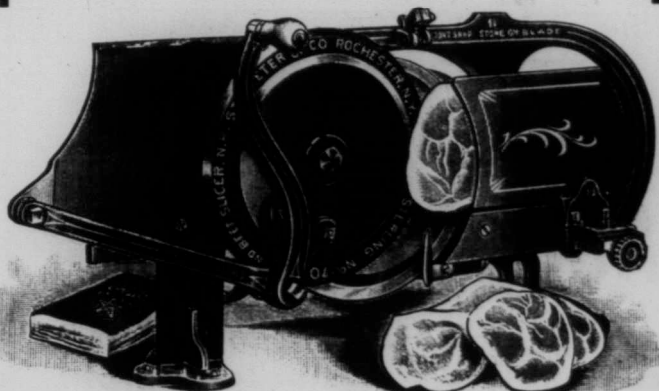
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

TORONTO - MONTREAL
Canada

THE STERLING

Equal to any slicer at any price at one quarter the cost.



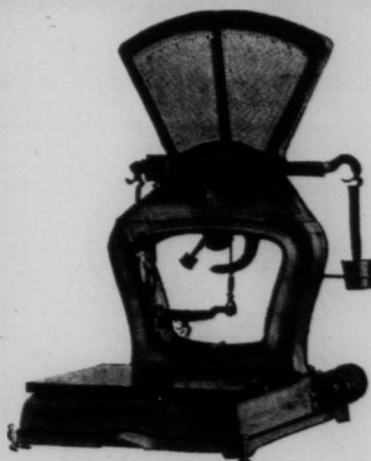
Do your customers complain at their bacon being cut too thick or their cooked ham being haggled and uneven?

Do you complain at the loss of the ends and the waste which occurs in the old way of cutting with a knife?

THE STERLING cuts to the last slice.

Write us for illustrated booklet and full information.

HOWARD BROS. Brantford
CANADIAN AGENTS



NO. 70 MODEL

Find out all about the **STIMPSON**—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

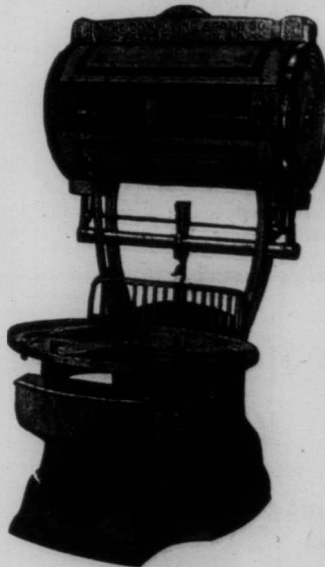
STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - WOODSTOCK, ONT.

BEFORE
YOU
BUY
A
COMPUTING
SCALE

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.



The Elgin National Coffee Mills

40 Sizes and Styles

They are the *Fastest Grinders* and *Easiest Runners*

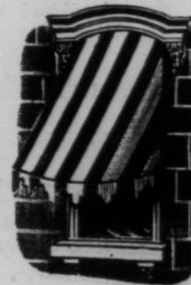
Ask any wholesale grocer, tea and coffee house or jobber for prices

WOODRUFF & EDWARDS CO.

MAKERS
ELGIN, ILLINOIS, U.S.A.



HAVE YOU BOUGHT YOUR AWNING?



The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

"Keep up with the Twins"



"Keep up with the Twins"

Handle

GOLD DUST WASHING POWDER

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

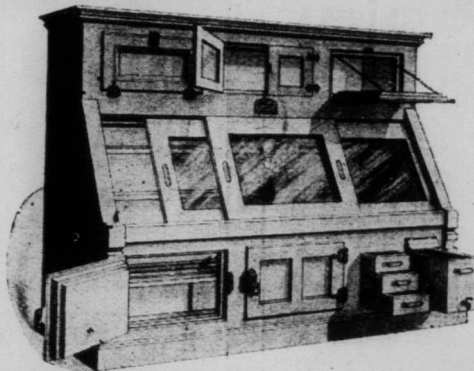
One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

THE N. K. FAIRBANK COMPANY, Montreal

Mr. Grocer, Be up-to-date and use the

Aubin's Patent Refrigerator

Perfect Dry Air Circulation.
Highest testimonials from leading grocers in Canada.



Made in 10 sizes.
Silver Medal Quebec Exhibition.
Diplomas:
Ottawa, Montreal and Toronto

**C. P. Fabien
Manufacturer
Montreal**

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

A Remarkable Year

We have been in business for over a year. Our record has been one of continual growth. From 140 new claims in May 1907 we have reached to 425 in the month of April last.

Have collected \$10,959.99 for our clients during the past twelve months.

We can help you as we have helped those who have supported us during our first year in business.

THE BEARDWOOD AGENCY
313 New York Life Building
MONTREAL

FIXTURES, COUNTERS AND SHOW CASES

designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or phone me

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
248 Spadina Ave. Telephone Main 6357, Toronto

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

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

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.

May 15, 1908.

Baking Powder.
W. H. GILLARD & CO.

Diamond—	5-oz. in case	\$3 00
1-lb. tins, 2	"	1 25
1-lb. tins, 3	"	0 75
1-lb. tins, 4	"	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.	10c.	\$0 25
3-doz.	5-oz.	1 75
1-doz.	12-oz.	3 50
3-doz.	12-oz.	3 40
1-doz.	3-lb.	10 50
1-doz.	5-lb.	18 75

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
8 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	5 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	12 "	1 45
4 "	16 "	1 65
4 "	18 "	1 70
2 "	2-lb.	4 10
1 "	3-lb.	7 30
1 "	5-lb.	12 50
1 "	12 "	24 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime	\$ 0 95
1 lb.	1 40
5 oz.	1 95
1 lb.	2 55
12 oz.	3 85
1 lb.	4 90
3 lb.	15 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—Dime	\$ 0 95
1 lb.	1 35
5 oz.	1 90
1 lb.	2 45
12 oz.	3 70
1 lb.	4 65
3 lb.	15 20
5 lb.	21 65

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

T. KINNEAR & CO.

Crown Brand—	1 lb. tins, 2 doz. in case	\$1 20
1 lb.	" 2 "	0 80
1 lb.	" 4 "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	1-lb. tins, 3-doz. in case, per doz.	2 60
1-lb.	"	1 20
1-lb.	"	0 8

Blue.

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

Brooms

Nelson's—	Per doz.
Pansy	\$1 65
Shamrock	3 45
Thistle	3 25
Deisy	3 00
Special 25	2 25
Bamboo A	3 95
B	3 65
C	3 40
D	3 10
E	2 95

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.	0 08
" 1-lb. codden bags, per bag	"

EBY, BLAIN CO. LTD.

Meat of Wheat, per case	4 20
Wheat OS, 16 lb. bags	0 19
" Pickaninney Buck Wheat Flour	doz. 1 00
" Pancake Flour	" 1 00
" Pastry Flour	" 1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case, \$3 50.	
The King's Food, 2-doz. in case, per case, \$5.	
White Swan Barley Crisps, per doz. \$1.	
White Swan Self-rising Buckwheat Flour, Per doz. \$1.20.	
White Swan Self-rising Pancake Flour, per doz. \$1.20.	

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

THE COWAN CO., LIMITED.

UNCOLOURED and COCOA.

Jocosa—

Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1-lb., per doz.	2 40
1-lb.	1 30
10c. size	0 90
5-lb. tins per lb.	2 25
Condensed cocoa, cream and sugar, doz.	0 37
Soluble, bulk, per lb.	0 18
London Pearl per lb.	0 22

Special quotations for Cocoa in bbls., keas, etc.
Unsweetened Chocolate—Per lb.
Plain Rock, 1-lb. cakes, 12-lb. boxes 0 40

Sweet Chocolate—

Queen's Dessert, 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 40	
Vanilla, 1-lb., 12-lb. boxes per lb.	\$0 35
Parisian 8s, lb. \$0 30	

Royal Navy, 1/2's, 12-lb. boxes per lb. 0 33
Diamond, 7's, 12-lb. boxes, per lb. 0 25
8's " " " " 0 28

ICINGS for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.	
--	--

Chocolate—

Maple buds, 5-lb. boxes, lb.	0 34
" " " " " "	0 35
" " " " " "	0 35
" " " " " "	0 28
" " " " " "	0 28
Ginger, 5-lb. boxes, lb.	0 30
Milk sticks, box	1 35
Milk cakes, 5c. size, box	1 35

EPPE'S.

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

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

REMSDORF'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	per doz. \$ 2 40
" " " " " "	4 75
" " " " " "	9 00

JOHN F. MOTT & CO.'S.

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

MOTT'S DIAMOND CHOCOLATE

Elite, 1/2's (for cooking), doz 0 90	
Prepared cocoa, 1/2's 0 32	
Prepared 1/2's 0 30	
Mott's breakfast cocoa, 1/2's 0 42	
" " " " " " 0 42	
" No. 1 chocolate, 1/2's 0 36	
" Navy " " " " 0 32	
" Vanilla sticks, per gross 1 00	
" Diamond chocolate, 1/2's 0 25	
" Plain choice chocolate liquors 0 34	
" Sweet Chocolate Coatings 0 25	

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 43
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 43
German Sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes	0 30
Caracas Sweet chocolate, 1-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 cocoa (hot or cold soda) 1-lb. tins	0 38
Cracked cocoa, 1-lb. pkgs., 6-lb. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

Cococant.

CANADIAN COCOANUT CO., MONTREAL.

Packages—	Per lb.
5c., 10c. 20 and 40c. packages packed in 15 lb. and 30 lb. cases	0 26
1 lb. packages	0 27
1 lb. " " " "	0 28
1 and 1/2 lb. packages assorted	0 26 1/2
1/2 and 1 lb. " " " "	0 27 1/2

1/2 lb. packages assorted in 5 lb. boxes	0 28
1 lb. " " " "	0 29
1 lb. " " in 5, 10, 15 lb. cases	0 31

Bulk—

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

THE ROBERT GREIG CO., LTD.

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

Condensed Milk.

TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.) \$1 85
"Reindeer" brand per case (4 doz.) 5 75




Coffees.

EBY, BLAIN CO. LIMITED.

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

Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 26
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " " " ground	0 17 1/2
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale
Lipton's "Special" blend coffee, 1 lb. tins, ground or whole 0 40 0 30


JAMES TURNER & CO. Per lb.

Mocha	\$0 25
Damascus	0 22
Calao	0 20
Sirdar	0 17
Old Dutch Rio	0 15 1/2

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Ladfame, Montreal and Toronto.

5 oz. bottles, 4 doz, per doz.	1 75
10 " " " " " "	3 00
Rep. quarts, 1 " " " "	6 50
Imp. " " " " " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. lb	
Mo-Ja, 1-lb. tins 30c. lb.	
Mo-Ja, 1-lb. tins 28c. lb.	
Mo-Ja, 2-lb. tins 28c. lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz. \$3.50.
Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.
Presentation, (with 3 tumblers), \$10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
" " " " " " 0 32	
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—

Large size jars, per doz.	\$8 25
Medium size jars, " "	4 50
Small size jars, " "	2 40
Individual size jars, per doz.	1 00

Imperial holder—
Large size, doz. 18 00
Med. size " 17 00
Small size " 12 00

Roquefort—
Large size, doz. 1 40
Small size, " 2 40



Confections

THE COWAN CO., LTD.

Cream Bars, 50's, assorted flavors, box	1 80
Milk Chocolate Sticks, 36 in box	1 35
" " " " " " 10c cakes, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" " " " " " No. 2, " "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$2, \$3, \$5, \$10, \$15 and \$20.
All same price one size or assorted.

UN-NUMBERED

Under 100 books	each 04
100 books and over	each 13
500 books to 1000 books	each 13

For numbering cover and each coupon, extra per book 1/2 cent.

Cleaner.

BRUNNEN'S EASYBRIGHT

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

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & GIE, LTD.

"Vita" Pasteurized Extract of Beef. Per case.

Bottles 1-oz., case of 3 doz	\$3 20
" " " " " " 2 " " " "	3 00
" " " " " " 1 " " " "	4 50
" " " " " " 1 " " " "	4 75
" " " " " " 1 " " " "	9 00

THOMAS J. LIPTON
Prices on application.

JELL-O ICE CREAM POWDER

FOR MAKING ICE CREAM
Pats. 50' Print

Assorted Case, Contains 2 doz.	\$2.50
Chocolate (Straight) Contains 2 doz.	\$2.50
Vanilla (Straight) Contains 2 doz.	\$2.50
Strawberry (Straight) Contains 2 doz.	\$2.50
Lemon (Straight) Contains 2 doz.	\$2.50
Unflavored (Straight) Contains 2 doz.	\$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley 1-lb. tins \$1 25
" " " " " " 1-lb. tins 1 25
" " " " " " 1-lb. tins 1 25
" " " " " " 1-lb. tins 1 25

Flavoring Extracts.

SHIRRIFF'S

1 oz. (all flavors) doz.	1 00
2 " " " " " "	1 75
3 " " " " " "	2 00
4 " " " " " "	2 25
5 " " " " " "	2 50
6 " " " " " "	2 75
8 " " " " " "	3 50
16 " " " " " "	10 00
32 " " " " " "	18 00

Discounts on application.



Another Store-keeper Sued for Damages

RISING SUN  **SUN**
SUN  **PASTE**
STOVE POLISH **STOVE POLISH**
IN CAKES **IN TINS**

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. — is seeking to recover in the courts \$15,000 from Mr. C. G. — who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

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

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and **EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.

PURE CASTILE SOAP

We have just been appointed agents for a famous French house. Purest Castile Soap — **72% best.** We are in a position to fill import orders, or quote you prices ex-warehouse.

SAVONS FRANCAIS

C. Pagnuelo, Manager

Offices: 235 Coristine Building

MONTREAL

Factory: 1653 Notre Dame St. East

BATON
Age

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7 and
30-lb.
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PURE MALT
VINEGAR
PICKLES
SAUCES

HIGHEST QUALITY ONLY

Stock our products and notice the growing satisfaction of your customers. We've been studying vinegar and sauces for over 150 years, taking advantage of any opportunity for improving in taste or quality, and there's no line on the market so sure, so high class, or so popular.

We have already despatched some carloads. Have YOU ordered for the season?

PURNELL &
PANTER, Limited
Bristol, England

Canadian Agents:

E. McMichael	-	St. John, N.B.
H. Haszard	-	Charlottetown, P.E.I.
Erb & Rankin,	-	Halifax, N.S.
C. S. Harding	-	Quebec & Montreal
Kyle & Hooper	-	Toronto, Ont.
Bickle & Greening	-	Hamilton, Ont.
Carman Escott Co.	-	Winnipeg, Man.
C. E. Jarvis & Co.	-	Vancouver, B.C.

Jams and Jellies.

BATON'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladfamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz \$ 2 20
THOMAS J. LIPTON
Prices on application.
T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case..... per lb. 07½
5 and 7-lb. tin pails, 2 and 3 pails in
crate..... per lb. 07
7 and 14-lb. wood pails..... per lb. 07
30-lb. wood pails..... " 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..... 07½
7 and 14-lb. wood pails, 2 pails in crate
per lb. 07
30-lb. wood pails..... " 6½
Pure Jams—1-lb. glass jars (16-oz.
gem) 2 doz. in case..... per doz. \$1 8
n 5, 7, 14 and 30-lb. pails.

Jelly Powders

GENESEE PURE FOOD CO.



Assorted Case,	Contains 4 doz.	\$3.60
Assorted Case,	Contains 2 doz.	\$1.80
Lemon (Straight)	Contains 2 doz.	\$1.80
Orange (Straight)	Contains 2 doz.	\$1.80
Raspberry (Straight)	Contains 2 doz.	\$1.80
Strawberry (Straight)	Contains 2 doz.	\$1.80
Chocolate (Straight)	Contains 2 doz.	\$1.80
Cherry (Straight)	Contains 2 doz.	\$1.80
Peach (Straight)	Contains 2 doz.	\$1.80

Weight 8 lbs. 1 per case; freight rate 2nd class

IMPERIAL DESSERT JELLY

Cases each 1 dozen, Cases each 12
cartons, per gross.....\$10 50
Terms net 30 days, or 1 p.c. 10 days.
Flavors—Lemon, Orange, Vanilla, Pine-
apple, Raspberry, Strawberry, Red Cur-
rant Cherry, Calvas Foot.
MacLaren Imperial Cheese Co., Limited.

THE ROBERT GREIG

White Swan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.

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

Tierces...\$0 09½
1-bbls. 0 09½
Tubs, 50 lbs. 0 09½
30-lb. Pails, 2 00
30-lb. tins.. 1 90
Cases 3-lb. 0 10½
" 5-lb. 0 10½
" 10-lb. 0 10½



Licorice.

NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (25 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 3 00
Licorice lozenges, 5-lb. glass jars.... 1 75
" 30 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 42
" 100 sticks..... 0 75
Dulce large cent sticks, 100 in box.....

Lye (Concentrated).

GILBERT'S PERFUMED. Per case.
1 case of 4 doz..... \$3 97
3 cases of 4 doz..... \$3 50
5 cases or more..... 1 40

Marmalade.

J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 2 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 2 lb. glass
jars and 7 lb. tins
Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

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

SHIRRIFF BRAND

"Imperial Scotch"—
1-lb. glass, doz.... 1 55
2-lb. " " " 2 80
4-lb. tins, " " 4 65
7-lb. " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " 3 10
7-lb. tins, " " 8 25



THOMAS J. LIPTON
Prices on application.

Mince Meat.

Wethy's condensed, per gross net...\$12 00
per case of doz. net..... 3 00

Mustard.

COLMAN'S OR KERR'S.
D.S.F., 1-lb. tins..... per doz. \$ 1 40
" 1-lb. tins..... " 2 50
" 1-lb. tins..... " 5 00
Durham 4-lb. jar..... per jar. 0 75
" 1-lb. jar..... " 0 25
F. D. 1-lb. tins..... per doz. 0 85
" 1-lb. tins..... " 1 45

Olive Oil.

LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 17's \$5 75
" pta. 24's 6 50
" 1-pia. 24's..... 35

Sauces.

FATHERSON'S WORCESTER SAUCE.
Agents, Rose & Ladfamme, Montreal and
Toronto.
1-pint bottles, 2 & 6 doz., per doz..... 9 90
1-pint " 3 doz..... 1 75
THOMAS J. LIPTON
Prices on application.

Soda.

COO BRAND.

DWIGHT'S
BAKING SODA
Case of 1-lb. contain-
ing 90 packages pe-
box, \$3 00.
Case of 4-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 4-
lb. (containing 30
1-lb. and 60 4-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 90 pkgs., per
box, \$3

MAGIC BRAND.

Per case
No. 1, cases, 50 1-lb. packages..... \$ 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 4-lb. " 2 75
No. 4, " 60 4-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 50
5 cases..... 1 75

Soap and Washing Powders.

A. P. TIFFET & CO., Agents.
Maypole soap, colors..... per gross \$10 50
" black..... " 15 00
Oriole soap..... " 15 00
Gloriola soap..... " 15 00
Straw hat polish..... " 15 00

Starch.

EDWARDSBURG REARCH CO., LIMITED.
Laundry Starch—
No. 1 White or blue, 4-lb. cartons..... per lb.
No. 1 " " 4-lb. " " 0 07

... FOR ...
Picnics, Camping, Yachting
 ETC.

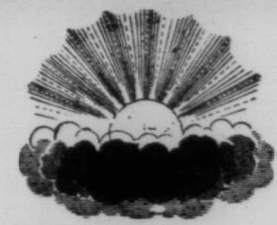
BATGER'S

LIME JUICE CORDIAL

IS
JUST THE THING

ORDER FROM YOUR JOBBER

AGENTS:
ROSE & LAFLAMME, LIMITED
 Montreal and Toronto



"Sun Burst" Reg'd.
"Non-Pareil" Reg'd.
"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
 Prices and Samples on application.

Phone M, 6785

J. M. BRAYLEY,
 MANAGER KENTUCKY REFINING CO., Incorporated
 55 ST. PAUL-ST., MONTREAL

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