

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MARCH 1, 1907.

NO. 9.

IF your customers ask for your opinion  
as to the most highly recommended food  
for children say

## "Robinson's Patent Barley"



—Send us your customers' addresses and we will  
mail them sample package. It's a seller once  
introduced.

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



## "CROWN" BRAND TABLE SYRUP

PUT UP IN TINS	
2-lb. tins—cases 2 doz.	Also in Brs., 3/4-Brts Kegs and Pails.
5 " " " 1 " "	
10 " " " 2 " "	
20 " " " 4 " "	

Freight paid on 5 cases and over to all railway  
stations east of North Bay.

is put up for family use in tins to suit large and small  
buyers,

As a table syrup it has no equal for  
**purity, flavor, color,** and healthful,  
strengthening qualities.

*Every jobber knows and sells it.*

### EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

35 Front St. East  
TORONTO, Ont

Worles,  
CARDINAL, Ont.

164 St. James Street  
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 72

# The Raw Materials

used in the making of all C & B preparations are only of the best quality obtainable. You cannot make the best goods from inferior materials and because C & B use only the most perfect materials obtainable their goods are a little better than others.

Take for instance their lines of pickles.

The vegetables grown in England contain a smaller percentage of moisture than those grown elsewhere, and because only the choicest vegetables, selected by experts with the utmost care, are used in the making of C & B pickles, they are noted the world over for that crispness and delicate flavor which is the epicure's delight.

The same care which characterizes the selection of C & B pickling vegetables is to be found in connection with every branch of their business. Fruits for preserves, meats for canning, flavorings for jellies, etc., all are chosen with equal care by experts of many years experience, and this is one reason why C & B goods are THE STANDARD the world over.

## CROSSE and BLACKWELL

SOHO SQUARE, LONDON, ENGLAND.

LTD.

AGENTS,

### C. E. COLSON & SON

MONTREAL.

SPECIAL LINES FOR SPRING MONTHS—

Pilchards in Oil, Capt. White's Oriental Pickles, Galantines of Veal and Ham, Chicken and Tongue and Brawn, in vacuum glass jars.

# Standard Fish Specialties

You want the very best packed if you wish to give lasting satisfaction. The best are always the cheapest in the long run. We guarantee our Fish to be the best obtainable anywhere. You run no risk therefore, while you can stake your reputation on the quality.

## QUALITY TELLS

### "THISTLE" Finnan Haddies

Genuine Haddock of the finest description. No cheap mixture, like others.

Not the  
**CHEAPEST**  
but always  
**BEST**

Every tin of  
"Thistle" Fish  
contains 16 oz.  
eatable fish,  
choicest quality

One tin of  
"Thistle" Haddies  
contains more  
eatable fish  
than an ordinary  
cured Haddock

### Don't Substitute!

WE STRONGLY FAVOR GOVERNMENT INSPECTION.

You can get "Thistle" Fish from all first-class houses.

# The Thistle Canning & Curing Co.

DIGBY NECK, NOVA SCOTIA.

Sole Selling Agents: *Arthur P. Tippet & Co.*



# 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.

**BARBADOS, W. I.**

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

**HALIFAX, N.S.**

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

**MONTREAL.**

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

**J. T. ADAMSON & CO.**  
Customs Brokers  
and Warehousemen  
  
27 St. Sacrament Street, Montreal  
  
TEL. MAIN 778. BOND 28.

**REGINA.**

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

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

**TORONTO.**

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

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

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

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

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

Direct Shipment of  
**CURRANTS**  
just Arriving,  
Per **S. S. GERTY**  
**W. H. MILLMAN & SONS**  
Brokers  
TORONTO

**TORONTO.**

**ACADIA SUGARS**  
XXX Granulated  
No. 1 Yellow  
Guaranteed absolutely Pure Cane product.  
  
**Anderson, Powis & Co.**  
Toronto Agents

**WINNIPEG.**

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

**STUART WATSON & CO.**  
Wholesale Commission Brokers and Manufacturers' Agents  
WINNIPEG, - MAN.  
Domestic and Foreign Agencies Solicited.

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

ESTABLISHED 1887.  
**JOSEPH CARMAN**  
Wholesale Grocery Broker and Commission Merchant  
Union Bank Block, Rooms 722 and 723  
Winnipeg, Man.  
Correspondence Solicited. Highest References.

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

(Continued on page 4).

Now's  
the  
Time

for **PANCAKES**

*If you want the best—you should sell*

**"PICKANINNY"**

**Pancake and Buckwheat FLOUR**

Sells at  
**10c.** per package

*You may buy higher priced Flours but none equal  
in quality. A good, PROFITABLE line to handle.*

*—from your wholesaler  
or send your orders to*

**The Western Milling Co., Ltd., Toronto**

**A FULL HOUSE OF CALIFORNIA FRUITS**

*You will find a very active demand for all kinds of Evaporated Fruits.  
We are well stocked with all kinds of*

**PRUNES**

Oregon and 25  
Santa Clara and  
40/50s, 90/100s 50-lb.  
boxes

**PEACHES**

25-lb. boxes

**SILVER PRUNES**

25-lb. boxes

**FANCY PITTED PRUNES**

In 1 lb. fancy cartons  
*Something especially fine. Order a sample box—*

**Don't Forget**

*the finest line in  
table syrup is our*

**"GOLD MEDAL"**

*brand.  
Prices right.*

*We have some new lines of*

**OLIVES**

*including some exceptionally good  
values to select at 25c.*

*Our travellers will show you samples*



**THE EBY, BLAIN CO., LIMITED**

**Wholesale  
Grocers**

**TORONTO**

Manufacturers' Agents—Continued.

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

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

Highest references and financial responsibility.

**R. B. WISEMAN & CO.**  
WINNIPEG, MAN.

Wholesale Brokers and Storage Warehousemen.

CENTRALLY LOCATED.

Can handle a few additional lines.

**ASHLEY & LIGHTCAP**

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - WINNIPEG

ESTABLISHED 1897

**SCOTT, BATHGATE CO.** BROKERS AND COM' MISSION MERCHANTS

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

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

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

GENERAL AGENTS

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

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made. A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets



This design a guarantee of quality.

**CANADA PAPER CO., LIMITED,**  
"Headquarters for high grade Fibre and Manilla Papers"  
Toronto. Montreal. Windsor Mills, P.Q.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

Offices Throughout the Civilized World

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

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

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

VANCOUVER.

**C. E. JARVIS & CO.**

Manufacturers' Agents  
Wholesale Only

Flack Block, Vancouver

**W. G. HOLMES & CO.**

Commission Merchants and  
Manufacturers Agents

Correspondence and Consignments  
Solicited from Eastern Manufac-  
turers and Producers.

CALGARY, - ALTA.



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

Write for prices and sample package

**CHINESE STARCH**  
OCEAN MILLS, MONTREAL



Cultivating Weeds

wouldn't be considered very profitable by the farmers, yet thousands of merchants are cultivating the weeds of business by continuing the Old Style Pass book—errors every day—forgotten charges. Hundreds of little things make a big aggregate amount. Adopt the modern ALLISON COUPON SYSTEM and throw away your time wasting device. Look here—

IF A MAN WANTS CREDIT

for \$10, give him a \$10 Allison Coupon Book, charge him with \$10, and there you are. No trouble at all. If he buys a plug of tobacco for ten cents, just tear off a ten-cent coupon—that's all. And so on for all his purchases up to limit of the book. NO PASS BOOK. NO WRITING. NO TIME LOST. NO KICKING. There are other Coupon Books, of course, but why not have the best? Let us send you a free sample.

For Sale in Canada by

**THE EBY BLAIN CO., Limited, TORONTO.**  
**C. O. BEAUCHEMIN & FILS, MONTREAL.**  
**WM. T. SLOANE, WINNIPEG, MAN.**

**ALLISON COUPON CO.,**

Manufacturers  
Indianapolis, Indiana.

# CATSUPS

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**AYLMER AND DELHI**  
Catsups have captured the market solely because of their superior quality, and attractive appearance.

Look at this record.—Sales of 1906 were nearly two and one-half times as great as in 1905, and over four times as great as in 1904.

## QUALITY DID IT

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CANADIAN CANNERS,  
LIMITED

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# SUNLIGHT SOAP

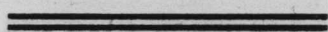
is the same PRICE as usual.

# SUNLIGHT SOAP

is the same QUALITY as usual.

# SUNLIGHT SOAP

is the same SIZE as usual.

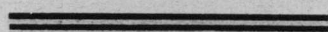


Do not believe our competitors who tell you differently because we would not join them in putting up prices to the trade.

When we make any alterations we will tell you ourselves.

The Raw Material market is difficult and we have no desire to profit by the other fellow's troubles, but we see no reason why he should squeal because

## OUR PRICES HAVE NOT BEEN CHANGED



# Lever Brothers, Limited, Toronto

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**BANISH  
"BLUE MONDAY"**

**SELL**

# SUNNY MONDAY

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

Your stock is not complete  
without our new **LAUNDRY SOAP**

# SUNNY MONDAY

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

**Y**OUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday"

**SUNNY MONDAY**

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

THERE IS PROFIT IN IT FOR YOU

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

**THE N. K. FAIRBANK COMPANY - - Montreal**

Away Back in the year **1852**  
the manufacture of  
**"GILLETT'S GOODS"** was begun,  
in a small way to be sure, but with the  
determination to manufacture only pure and  
wholesome food-products. Grocers every-  
where know that this is still maintained in

**Magic Baking Powder.  
Gillett's Cream Tartar.  
Royal Yeast Cakes.**

Etc.



Merchants Should Recommend food-  
products that are produced in clean factories.



**G**ROCERS who are deter-  
mined to command  
the best trade of their com-  
munity always keep in  
stock

## "Sterling"

Brand

# Pickles

the ever popular made-in-  
Canada pickle.

**The T. A. LYTLE CO.**

Limited

TORONTO, CANADA



## National Licorice Co.

Brooklyn, N Y.

Toronto Depot, 120 Church Street,  
R. S. McINDOE, Agent.

Montreal Depot, 17 St. Therese St.,  
J. M. BRAYLEY, Agent.

## Begin the New Year Wisely

by stocking up with the famous

# "Gingerbread"

BRAND

## Molasses

In 2, 3, 5 and 10-lb. cans

Put up solely by

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

All  
**Valencia**  
**Raisins**  
packed by

## MAHIQUES DOMENECH & CO.

Will be found to be very  
satisfactory. Try them  
next time you order.

"M. D. & Co." Special  
Fancy Quality

"W. Abel" Standard  
Quality

4 Cr. Layers

Selected

Fine Off-Stalk

Agents: Rose & Laflamme

Montreal and Toronto

## PERHAPS

you are selling

## Paterson's Worcestershire Sauce

If not, you are missing an opportunity for  
profitable extension of your business. Re-  
member it sells quicker than any other sauce,  
because its price is away below its quality.

ROSE & LAFLAMME,  
Agents  
MONTREAL

“O.K.”  
 REGISTERED

# England's Foremost Fruit Sauce

There is nothing to hide in the composition of "O.K." SAUCE

Muscateles, from Malaga	Raisins, from Valentia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Ginger, from Jamaica
Red Peppers, from Zanzibar	Capeloums, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Carljos, from India
Shallots, from Channel Islands	Soy, from India
Virgin Malt Vinogar	Lemons, from Messina

A select proportion of the above constitutes the delicious "O.K." Sauce.

## \$5000 Challenge

We Guarantee every ingredient of the

### "O.K." SAUCE

to be absolutely pure and of the finest quality only, and the above sum will be paid to anyone who can prove to the contrary, whether by analysis or otherwise.

*Gerry Mason & Co. Ltd.*

# MASON'S 'O.K.' SAUCE

Medals and Diplomas: London, 1885, 1888, 1889, 1890, 1904; Berlin, 1890; Paris, 1890; Edinburgh, 1890; Newcastle, 1903; Nelsse, 1903.

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6255

WRITE FOR LAID DOWN TERMS, CANADIAN PORTS OR RAILWAY DEPOTS.

THE CANADIAN GROCER

CANNED

# LOBSTER

Stocks are getting pretty closely cleaned up and *good packs* will shortly be unobtainable. We have a limited quantity of best pack, which we offer subject to being unsold.

**THE DAVIDSON & HAY, LIMITED**  
Wholesale Grocers, TORONTO

## THE DOMINION SALT AGENCY

LONDON, ONT.

organized two years ago, was discontinued February 1st. this year. During that period one third of the salt sold by the Agency was furnished by us, and any orders its many customers may be good enough to favour us with will be promptly filled, and very much appreciated.

## THE EMPIRE SALT COMPANY, LIMITED

SARNIA, ONT.

## OUR BEST ARGUMENT

*is the quality of our goods—but our prices are O.K., too*

Write us, we will send you quotations and samples. We carry a full line of bulk Teas. You'll be surprised at the bargains we offer.

OUR

## “MELAGAMA”

MOTHER'S FAVORITE TEA

is a winner. Put up in lead packages only. See price list in back of this issue.

LET US SEND YOU A TRIAL ORDER

MINTO BROS., Importers and Blenders, TORONTO



**JOHN TAYLOR & COMPANY**

**TORONTO**



**It's  
Pure  
That's  
Sure**

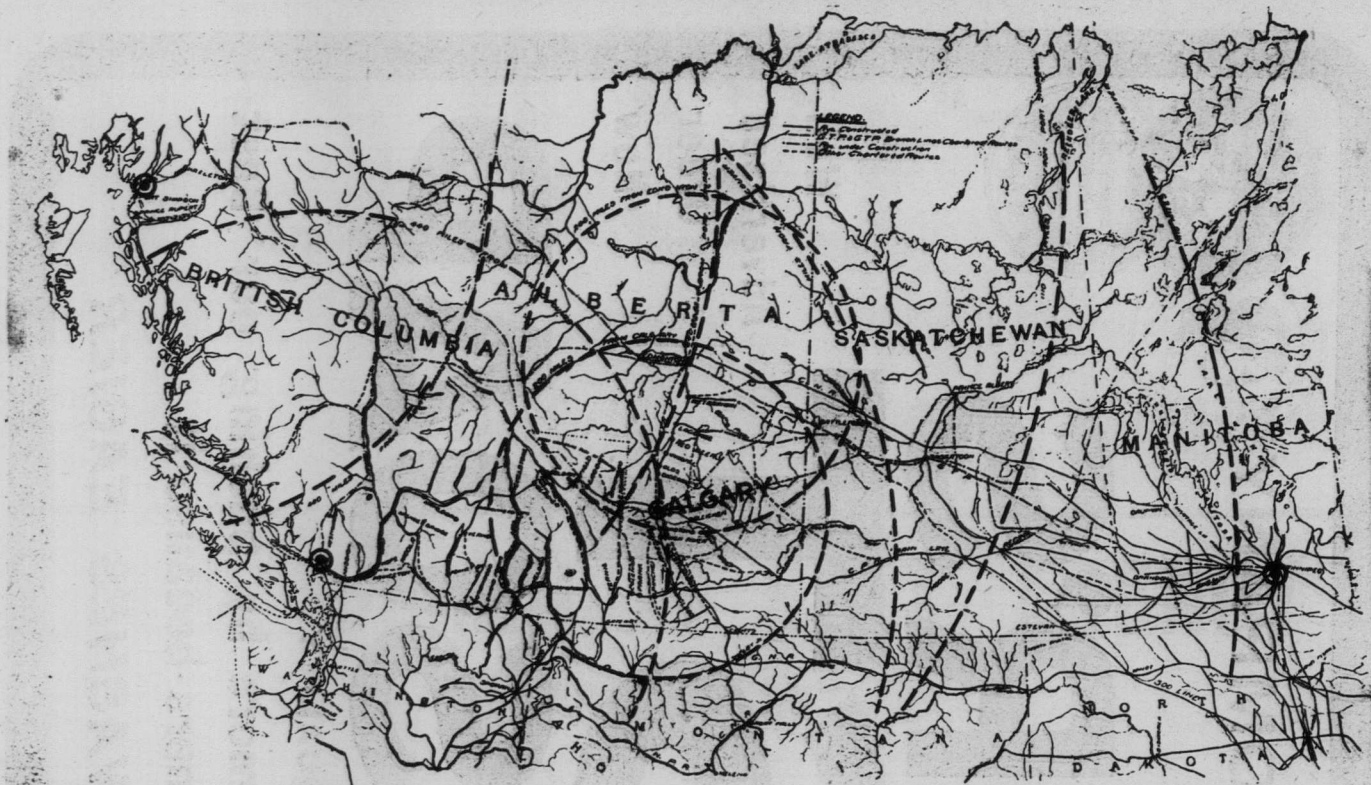
# **TAYLOR'S BEST BORAX SOAP**

**Well  
Advertised  
Order  
Now**

**LOWEST PRICE—HIGHEST QUALITY**

**We'll protect YOUR PROFIT and you'll make more by pushing our Best Soap and please all your customers because it**

***"SOFTENS WATER" and "WASHES EASIER"***



# CALGARY, ALBERTA

CALGARY'S AIM  
IS TO HAVE A POPULATION OF  
**100,000**  
IN TEN YEARS

## DOES THIS INTEREST YOU, MR. MANUFACTURER ?

**Do you want** a share of the immense volume of business to be had from a city of this size?

*If so, now is the time to place your account in reliable hands.*

**Calgary** to day is the natural distributing, wholesale and commercial centre for Western Canada including *Alberta, Saskatchewan and Eastern British Columbia.*

**Do not Delay. Write us Now.** Start the new year of 1907 *Right*, by allowing us to represent you in this *Great West*. We already represent many of the largest manufacturers and shippers in Canada, United States and other countries, but we are open to make further connections.

We will distribute and store cars of merchandise of almost any description. Write us for our rates.

### NICHOLSON & BAIN

Wholesale Commission Merchants and Brokers  
CALGARY, ALTA.

Head Office  
WINNIPEG



**PURE AS THE  
UNTRODDEN SNOW**

fittingly describes

**GREIG'S <sup>WHITE</sup> SWAN COCOANUT**

It is indeed pure and white as snow. It is fine and even in texture—true in flavor—pleasing in taste. It does not grow rancid quickly like poorly cured cocoanut, but is made to satisfy the most exacting. An important point, too, is that it costs you no more than inferior goods—perhaps not as much—and our guarantee is behind every pound.

Put up in  $\frac{1}{8}$ ,  $\frac{1}{4}$ ,  $\frac{1}{2}$ -lb. packages. In boxes, pails and barrels. Try a lot and if all we claim for it is not abundantly proved, send it back at our expense. Samples and prices cheerfully sent on request.

**THE ROBERT GREIG CO., Limited, TORONTO**

**GREIG'S White Swan BRAND** 

You may get a bit more profit  
out of cheap coffees—you don't  
get more customers.

A larger trade means larger profits.

It pays in the long run to sell

Chase & Sanborn's High-grade Coffees

**Chase & Sanborn,**

The Importers,

Montreal

# Ceylon Japan Tea

We have a good line to retail at 25c. lb.

# Thomas Kinnear & Co.

Wholesale Grocers TORONTO and PETERBORO

## Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

Shelled Nuts of all descriptions to hand. Wire for our prices.

## D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

## STOVE POLISH

We want you to sort up your stock of

# JAMES DOME LEAD

the best stove polish in the market.

NO DIRT

NO DUST

ALL SHINE

W. G. A. LAMBE & CO., Canadian Agents.

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**Manufacturers!**



**Shippers!**

What **you** want is—

**High Class and Up-to-date Representatives**

What **we** want is—

**High Class and Up-to-date Goods to Sell**

(Our travellers call on every Grocer in British Columbia.) Write us to-day.

**The Standard Brokerage Co., Limited**

**ARTHUR NELSON, Managing Director**

**VANCOUVER, B.C.**

We recognize that as representatives we are not only expected to sell goods, but to protect the manufacturers' interests

**"EDINBURGH'S PRIDE"**



EVERY BOTTLE OF

**Symington's  
"Edinburgh"**

**Coffee Essence**

does credit to the makers and the city of production. Every bottle gives satisfaction and helps to create further demand.

Our **ESSENCE OF COFFEE AND CHICORY** gives wonderful value. One bottle makes 40 cups of delicious coffee fit for any connoisseur.

Recommend it for camping parties and Summer outings. It always pleases.

**Thos. Symington & Co.  
EDINBURGH**

Agents for Ontario—  
Messrs. W. B. Bayley & Co., Toronto.  
Agents for Quebec—  
Messrs. F. L. Benedict & Co., Montreal.

**GOOD ENOUGH!**

Mr. Grocer! There is only one starch which is good enough for you to retail, and you know it. That starch is

**IVORINE**

the housewife's best friend, and reckoned the most active ally in business building by all shrewd grocers.

Try it now and you'll always retail **IVORINE**

**ST. LAWRENCE STARCH CO.**

LIMITED

**PORT CREDIT, ONT.**

# Diamond E. Blend Coffee

**DON'T STAY IN THE RUT  
IMPROVE YOUR COFFEE TRADE**

is producing **splendid results**; you would be surprised at the number of most conservative merchants who were extremely sceptical about trying another Coffee Blend, but who placed an order for "**Diamond E.**" on our guarantee, and have fully justified our enthusiasm for the **genuine merit** of this coffee, by their **repeat orders**—You cannot **make a mistake** in ordering a tin on a trial basis—if the coffee does not prove a **convincing argument**—We stand the expense—"Diamond E." will put **new life** into your **Coffee trade**—Try it—Backed by a reputation of over half a century.

## S. H. EWING & SONS, MONTREAL

Our  
advertisements  
are telling your customers  
all about

### 'CAMP' COFFEE

and we shall esteem your assistance in introducing it into the homes of Canada. "CAMP" is a liquid Coffee of exceptional quality; it saves time, waste and worry and satisfies all who try it. *It pays the distributor a handsome profit and means increased business.* More about it next week.

R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW

Agents:  
**ROSE & LAFLAMME,  
MONTREAL.**



### Now's the Time For

your order if you are looking for the real article in sardines. You will be interested in hearing that we have just received a special shipment of

### Alibert Sardines

This is the lot we've been telling you about. Need we tell you again that they are the best article on the market? Hardly. You know it yourself if you have ever sold Alibert Sardines.

Your Jobber Carries Them, if not

**C. A. CHOUILLOU & CO.**

14 Place Royale

**MONTREAL**



## Trees, Shrubs, Vines, Roses

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

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

**BROWN BROS. COMPANY, LIMITED**

NURSERYMEN

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

## SPECIALS

3 lb. Strawberry Beets, fine for  
Salads, - - - 1.10

1 lb. Solid Pack Preserved  
Strawberries, - - - 1.60

**Tartan**  
**BRAND**  
SIGN OF PURITY

### MARMALADE SEASON

Wagstaffe's Orange is all Marmalade, 1 lb. glass, 2 lb. and 5 lb. tins

Wagstaffe's Fig and Lemon is appetising.

Robertson's Orange, Green Fig, Pineapple, Ginger and Ginger and Fig Marmalade

Keiller's 1 lb. glass, 7 lb. tins Marmalade

Crosse & Blackwells 1 lb. glass, 7 lb. tins Marmalade

### SALAD SEASON

Vestal Pure Olive Oil, qts., pts., hf-pts., the finest quality

Crosse & Blackwell

Barton & Guestier, qts. and pts.

Prices, qts. and pts.

Special Attention to Mail Orders.

Phone for Quotations, 596. Free to Buyers.  
Offices Phones 1996, 1997, 1804, 596.

## BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

## A Proclamation TO The Grocers of Canada



*Be it known to all Honest Dealers  
that:*

We guarantee our brands of MAPLE SYRUP and SUGARS to be the purest, most wholesome and best ever marketed in the Dominion of Canada.

Our SYRUPS and SUGARS are nothing more and nothing less than the pure concentrated sap of the maple tree. As a surety of purity we carefully analyse every drop of the product canned or bottled in our establishment. It would be impossible for you to claim too much for them.

**N.B.**—We would like your opinion of our guarantee. If you can show us how to make it stronger you will please us greatly.

**THE MAPLE TREE PRODUCERS' ASSOCIATION**  
WATERLOO, P.Q.

## It's All Profit

because there's no expense, no trouble, no time wasted in selling Mathieu's Syrup. There is no bad or spoiled stock left over.

## Mathieu's Syrup of Tar and Cod Liver Oil

is one of the best and quickest money-makers you can have on your shelves. This is the season when its sales are enormous. People troubled with coughs and colds ask for it as naturally as a thirsty man demands water. Besides this it is extensively advertised throughout Canada. Your order sent now will receive prompt attention.

*Headaches and Nerve Pains are seasonable all the year round. Mathieu's Nerve Powders sell all the year round.*

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

For sale at all druggists and general stores

# FISH

move fast at this season, when the **QUALITY** is right. The lines we offer are all specially selected, fit for any table.

**We have some fine Labrador Herrings, in bbls. and half-bbls.**

**Mackerel, in bbls. and half-bbls.**

**Boneless Cod, in 1 and 2-lb. bricks, etc., etc.**

Order early and have the goods when wanted.

---

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

*Wholesale Grocers*

**HAMILTON**

Branch House—Sault Ste. Marie

# Redpath

IS

**CANADA'S STANDARD**

FOR

**REFINED SUGAR**

*Manufactured by*

THE

**CANADA SUGAR REFINING CO.**

LIMITED

*Montreal*

Purity is the characteristic of

# Japan Tea

With its absolute purity go the elements of delicacy of flavor and aroma, strengthening and healthful qualities.

Your customers will appreciate your recommendation of Japan Teas

FOREWARNED  
IS  
FOREARMED

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Vegetable stocks held by Pickle Makers  
are very low.

Get your spring orders in now.  
Every likelihood of prices going up.

**BETTER BE SURE THAN SORRY**

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Our price for 5 gall. pails now \$2.25  
each.

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THE OZO CO., Limited  
MONTREAL

**There's Something in a Name**

When the proverb cobbler asserted that there was nothing in a name he did not know anything about

**Southwell's  
Jams and Marmalades**

That name stands for all that is wholesome and pure in Jams and Marmalades and the grocer who pushes our lines fully understands the economy of business.

**Send off that Order Now.**

**Frank Magor & Co.  
MONTREAL**

Canadian Agents for Southwell's Jams and Marmalades.

**Pure Food is Essential  
to Good Health**

Grocers Buy

**Wagstaffe's Fine Old  
English**

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

**Wagstaffe, Limited  
PURE FRUIT PRESERVERS  
HAMILTON, ONT.**

Established Over 50 Years

**DARLING & BRADY**

Manufacturers of

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

SAMPLES AND PRICES  
ON APPLICATION

96 St. Charles  
Borromee Street,

**Montreal**

**Good Sellers!**

**LUCERNA**

Swiss Milk

**CHOCOLATES**

GOLD MEDAL

Awarded at the International Exhibition  
at Milan

Grocers, Confectioners, Druggists, send for  
price list and Free tasting  
samples to

**MacLaren Imperial Cheese Co.**

TORONTO

Sole Agents in Ontario

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35 p  
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18 p

TORON  
32 Yonge

It Pays Dealers to Keep  
Royal Crown Witch-Hazel Toilet Soap

It is *more* than a Soap. It is  
a Skin Tonic and Beautifier.



And it is well advertised. People  
are looking for the trade mark.

A *good* article—well advertised! There's nothing for the dealer to  
do but stock it.

The ROYAL CROWN, Limited  
Winnipeg, Man.

W. H. Millman & Sons, 27 Front St. E., Toronto,  
Ontario Agents.

Wm. H. Dunn, 394-396 St. Paul St., Montreal,  
Agents for Quebec and Lower Provinces.

23

DURING THE FIRST EIGHT (8)  
WEEKS OF THIS YEAR

THE SALES  
OF.....

**"SALADA"**

have increased  
35 per cent. over the corresponding 8 weeks of 1906, and  
when you remember that in 1906 our sales increased 23  
per cent. over 1905, and that in 1905 the sales were an  
18 per cent. increase over 1904, everyone must admit that

**"SALADA" Serves the Public Well**

TORONTO  
32 Yonge St.

NEW YORK  
198 W. Broadway

BUFFALO  
11 Terrace

DETROIT  
83 Shelby St.

CHICAGO  
34 Wabash Ave.

MONTREAL  
Cor. St. Paul and St. Sulpice Sts.

# SEE PRICES BELOW

## Pure Fruit Marmalade

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

**SEVILLE  
ORANGE**  
\$1.50 doz.

**BLOOD  
ORANGE**  
\$1.50 doz.

**LEMON**  
\$1.50 doz,

**GRAPE  
FRUIT**  
\$1.80 doz.  
Ass't. case 4 kinds,  
\$1.50 doz.



## Pure Fruit Jam

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

**RASPBERRY**  
\$2.00 doz.

**STRAWBERRY**  
\$2.00 doz.

**PEACH**  
\$1.80 doz.

**PLUM**  
\$1.80 doz.

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

**CRAB APPLE  
JELLY**  
\$1.50 doz.

**GRAPE JELLY**  
\$1.50 doz.  
Ass't. case, \$1.50 doz.

Above cut represents exact size and style of our 1-lb jar

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

**ORDER FROM YOUR JOBBER**

# SUGARS LIMITED, MONTREAL



## **DIAMOND BRAND MAPLE SYRUP**

True to Nature, the Syrup with the real smack of new sap goods about it.

## **TWIN BLOCK PURE MAPLE SUGAR**

See that our name and guarantee is printed on the box. None other is genuine.

## **BUTTER BEANS**

A new line of confectionery in pails, immense seller.

## **MINT BUTTONS**

A pure cream confection. Put up in pails.

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ASK YOUR JOBBER'S TRAVELLER FOR PRICES. DROP US A POSTAL FOR OUR ILLUSTRATED CATALOGUE.

**SUGARS LIMITED, - - MONTREAL**

I have often been asked whether my selection of the name "**RED ROSE**" had much to do with the remarkable growth of my business. I have always said "Yes, I think the name has been a help, because it is one that conveys an impression of something delicate, something nice—the red rose—a flower we all like, therefore a name which should induce the tea drinker to try the first cup."

And, after all, **it's that first cup**, that first package; for if they turn out wrong, in the words of a late American Senator, "Where are we?"

So, you see that having got down to the final analysis, we have to conclude that while there is something in a name, the principal thing to ensure success in tea selling is the quality of the article itself.

"**RED ROSE**" proved a good name because it is a good tea. Had it been a poorer tea, the value of the name would have been no greater than many others.

I shall always feel, in having chosen the name "**RED ROSE**" as a brand for my tea, that I am in honor bound to maintain the quality at the highest possible standard in order that it may be a credit to the most beautiful, the most fragrant, the queen of all flowers, the "**Red Rose.**"

## T. H. Estabrooks

Toronto Office :

3 Wellington East,

GEO. H. CAMPBELL, Mgr.

St. John, N.B.

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# California Fruits

These goods will move more quickly from now on.  
Prices are advancing and it is advisable to look ahead.  
We have interesting prices on

**Prunes**—All sizes, 25 x 50-lb. boxes,  
1-pound and 3-pound cartons.

**Apricots**

**Seeded Muscatel Raisins**

Our travellers have special figures worthy of your attention.

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

## There's Nothing in a Name

That may be true in most cases ; but there are exceptions to every rule. The strongest exception to this general rule is

# Wonderful Soap

Most soaps are pure, and all manufacturers have reasons (so-called) why grocers should push their different brands. But **WONDERFUL SOAP** is really **WONDERFUL**. It's pure, it's use is health-giving—that cannot be said for all pure soaps—and there's a comfortable profit in Wonderful Soap for you.

Manufactured by

**The Guelph Soap Co.**

**GUELPH, ONT.**

**LENT      LENT      LENT**

Our Stock is Complete.

**Labrador Herring,  
Codfish, 50s. and 100s.**

**Pure Cod, 1s. and 2s.**

**Quail on Toast, 1s.**

**Scaled Herring,**

**WARREN BROS. & CO.**

LIMITED

Wholesale Grocers

**Toronto**

# Some Results of a Great Convention

What the Gathering at Buffalo Will Do for the Canning Industry—Quality Becomes the Motto of the Canner and Packer—Facts Developed by the Convention—The Overloaded Corn Situation — Increase of Per Capita Canned Goods Consumption from Three Tins to Five.

It will be hard to overestimate the possible benefits to the canned goods industry of America of the recent convention at Buffalo with its organization of a national association and the hearty endorsement of the national pure food law of the United States. The outstanding features of the convention were given in last week's issue of The Canadian Grocer, but there are some further considerations worth while.

The New York Journal of Commerce says of it editorially:

"The National Canners' Association, which is to be the result of the convention of several separate organizations held at Buffalo this week, will be an example of the kind of business association that is eminently desirable if the professions so freely made by the various speakers and embodied in resolutions adopted by the delegates are lived up to. It will be understood that those forming this association are engaged only in manufacturing and dealing in vegetable and fruit food products put up in sealed tins. It is radically different from a combination to control production or price and extract a higher profit from the consuming public by suppressing competition or establishing any degree of monopoly.

"Its avowed purpose is to remedy or prevent abuses in the canned goods trade and regulate it by co-operation for the mutual benefit of producers and consumers, reckoning among producers those who distribute and market their products. The professed desire and determination is to eliminate so far as possible fraud and deception in this traffic. The convention declared itself in favor of every effort to prevent adulteration and misbranding and to secure purity of contents in receptacles for food products and truthful labels upon them—in short, in favor of plain honesty and fair dealing in the business represented. It determined to support the national pure food law and its faithful execution and to promote state legislation upon the same lines. The example of this convention and of the association which it decided to organize is to be commended for imitation, with the proviso, as before, that it lives up to its professions, which there is no present reason for doubting.

"These canners of vegetables and fruit for food have reason for setting a high value upon public confidence and regarding honesty as the best policy, but no more so than other purveyors of food products or of drugs and medicines. The meat canning industry has suffered a good deal of loss from failing to observe the principles of common honesty and aboveboard dealing, and confidence has been shaken in the stock in trade of drug stores by exposures of adulteration and cheapening of quality under deceptive labels. The wholesale grocers and the wholesale druggists associations have shown a disposition to take the same ground as the canners regarding

adulteration and misrepresentations in their trade, but hardly with the same earnestness and unanimity. There is a disposition in some quarters to plead indirectly, if not openly, that a certain

promote legitimate objects of trade, reform abuses and above all to encourage and sustain square dealing between members of each trade and with its customers are capable of great usefulness to the community."

The salient facts developed by the convention may be thus stated:

First—That the food law itself is regarded as a measure that will ultimately work to increase trade in all canned vegetable products.

Second—That the canners will follow closely the rules laid down, covering the definitions of branding, labelling, the use of terms applying to added substances and to the general raising of standards of the several products.

Third—That the canners and preservers, as well, are ready to co-operate with the food law officials in the discovery and development after discovery of ways of improving quality, of the elimination of all harmless and harmful preservatives, and of a general safeguarding of the consumer.

Fourth—That the canner is willing to concede something to the jobber on the question of guaranty of his product, under buyers' labels, and the jobber, in a spirit of reciprocity, is ready to meet the canner on even terms.

Fifth—That the broker is to receive more consideration in the future, and that he now forms a part of the great system by and through which over 350,000 retailers are reached.

Sixth—That a plan of arbitration of all disputes arising out of business and sectional differences will be evolved in the not distant future and in which elements of the allied interests will have part and parcel.

Seventh—That the consumer, backed by all the forces of law, working in conjunction with business interests, will get a "square deal"—what he pays for is the best product that science and modern labor-saving machinery can produce.

## Corn Quality and Futures.

The present corn situation in the States moved E. W. Branch, president of the Marengo Canneries Co., of Iowa, to advocate very cogently and with the hearty endorsement of the convention, that future corn business be eliminated for the coming season. The reason for this is that there have been two seasons of overproduction and the market is overloaded. He said in part:

"We are not of the school that advocates survival of the fittest, as regards price, when it entails not only the crucifixion of the packer and the jobber but blights every hope of a firm, expanding market; every hope of an increased consumptive demand by the packing of poor quality, which goes hand in hand with an attempt to produce the most for the least money.

"There is room, and not only that, but actual need of every corn packer in the business to-day, if he will pack a quality which will increase consumption.



Geo. G. BAILEY, ROME, N. Y.  
President National Canners' Association and  
President Atlantic State Packers' Association

## THE PRESIDENT'S APPROVAL.

Rome, N. Y., Feb. 25th, 1907.  
The Canadian Grocer,  
10 Front St., East,  
Toronto, Canada.

Gentlemen:—

We wish to congratulate you on the complete, concise and very exact report of the meeting of the canners of the United States and allied associations, at Buffalo, February 11th-16th, 1907. We are surprised to note that there was such a large number of packers and others interested in the canning industry in attendance. The members of the associations on this side of the Niagara frontier are more than pleased to greet their Canadian brothers, and we hope that they will give their moral support as well as grace their meetings with their presence at the next year's meeting of the National Canners' Association of the United States.

Yours truly,

NATIONAL CANNERS' ASSOCIATION,  
(Signed) GEO. G. BAILEY,  
President.

amount of deceit and concealment is harmless, if not necessary. It facilitates trade and consumers rather like it. This is a pestilent theory and honorable men will discard it. Business associations to

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If the 14,000,000 cases of 1905 had been of a uniformly high grade of quality they would have vanished like a snowball in June.

"There is no use mincing words; it is not so much the overproduction of the past two seasons as it is the fact that, generally speaking, the quality was not such as would command the consumers' approval and continued patronage. Look at the opportunity we corn packers have had in the past two years, with tomatoes, peas and every other line of canned goods so high that the ordinary consumer would grasp at corn like a drowning man at a straw. If we only had the quality to deliver.

**Big Acreage Causes Poor Pack.**

"The consumer of to-day has greater purchasing power on account of higher wages, larger salaries and incomes than ever before, and he is looking for good corn right now at 10 and 15 cents per can, fearing to risk a lower price article. Why? Because the quality is not assured.

"We review the history of the past that we may gain for the future. Will you not agree with us when we say that the poor quality of the 1905 pack of corn was attributable to the excess of acreage, the excess of raw material, which could not be placed in cans during the short packing season at the proper stage of maturity, rather than any carelessness in efficiency, or negligence in the processing? And what caused the excess of acreage? Was it not future sales compelling over contracting of acreage, which sales in 1905, from all reports, was more than double the amount made in 1906? Now let each packer judge for himself whether or not in his own case the 1906 pack, totalling 4,000,000 cases less, was not far superior in quality to the production of 1905.

"We do not attempt to advocate, nor do we solicit your consideration of any plan to enter upon an agreement to curtail the amount to be produced in 1907, but any agreement concerning prices, but what we want is quality, quality from the Atlantic Coast as far west as corn can be packed, and we know from experience and every other packer who has ever sold future corn knows it too, that desirable quality is not so readily obtained if the packer is loaded up with future contracts and forced to over contract his acreage in the spring to insure himself against possible crop failure."

**Better Quality and Consumption.**

Investigation made by competent authorities have developed the fact that less than three tins of canned vegetables and fruits per individual are consumed annually in the United States. It was established as a fact that in some sections a prejudice exists against canned products.

**Indorsed Pure Food Law.**

It is now the purpose of the canners, as asserted in convention, to remove that prejudice, and the first move to this end was taken in joint session by an unequivocal indorsement of the national pure food law. It must be understood—in fact the canners themselves made it so understood—that the food law stand was taken without pressure from any quarter. Open discussion "left no room for doubt that the fruit and vegetable packer feared nothing from the operation of the law."

Dr. Harvey W. Wiley pointed out that the Government is the best friend the honest canner of any product has, and he predicted that when the consumer sees on the labels of canned products the stamp of government, the value of the article as a desirable edible will be enhanced, and consumption amazingly increased. There were those at this convention who firmly believe that with conscientious effort the distribution of canned vegetables and fruits can be increased in the next year to five cans per individual—an increase, if effected, that would tax the capacity of every plant in the country to meet it.

Dr. Wiley has made the statement before the convention that canned vegetables and fruits produced in the modern canning plants in this country are more cleanly and desirable as food than the fresh fruits and vegetables reaching the tables of the consumer through the medium of the city markets. He said the sanitary conditions as developed through the introduction and use of modern machinery in most of the canning plants could not be questioned. The ordinary kitchen would not compare in point of cleanliness and sanitation with the modern canning factory.

The striving for quality, rather than for quantity, it is conceded, will be the force behind the development of increased consumption.

**HERE AND THERE WITH THE REPORTER.**

The rotunda of The Iroquois looked like the rush for the betting booths at Sheepshead Bay and a constant crowd was surging back and forth. The large parlor of the Iroquois was half too small to permit of the delegates listening to Dr. Wiley's and Dr. Frear's addresses.

The Simpson-Doeller Co., Baltimore, booth was a popular resort and the unique badge, red ribbon with oyster shell and miniature erap, was much sought after. It certainly was a strong advertising medium, and one that will do them good as a reminder of their label and design work.

The invention of a Canadian exhibited by the Invincible Grain Cleanser Co., of Silver Springs, N.Y., was an interesting automatic weighing machine. The patentee is Mr. A. H. Canning, formerly a grocery jobber on Front St., Toronto. The Grocer renewed old acquaintanceship with Mr. Canning.

Two members of the Canadian House of Commons, Mr. E. D. Smith, Winona, and D. Marshall, Aylmer, were in attendance at the convention. Both being well known and prominently connected with the Canadian Canning and Preserving, interests were much interested in the latest machines for the betterment and simplification of their individual businesses.

**Officers Elected.**

The Machinery and Supplies Association, in attendance at the Canners' Convention, elected these officers: E. M. Lang, of Portland, Me., president; John T. Staff, Terre Haute, Ind., secretary; Charles Amms, of New York City, eastern vice-president; Theodore Cobb, of Detroit, western vice-president; execu-

tive committee, George Cobb, Fairport, N.Y., chairman; Arthur E. Scott, Cadiz, Ohio; John Colbert, Philadelphia.

The Western Packers' Canned Goods Association re-elected the following officers: President, L. A. Sears, Chillicothe, O.; vice-president, L. J. Risser, Onarga, Ill.; secretary and treasurer, Friend F. Wiley, Edinburg, Ind.; executive committee, W. C. Ellis, Vinton, Iowa; S. F. Martin, Blair, Neb., and Edward Reynolds, Sturgeon Bay, Wis.

The National Canned Goods and Dried Fruit Brokers' Association elected these officers:—President, Walter A. Frost, Chicago; first vice-president, E. Clay Shriner, Baltimore; second vice-president, Walter M. Field, San Francisco; third vice-president, Frank A. Alpin, New York; secretary, J. L. Flannery, Chicago; treasurer, H. C. Gilbert, St. Louis; directors, Thomas J. Meehan, Baltimore; A. L. North, New York; F. L. Deming, Chicago; H. W. Dunlap, Pittsburg; J. J. Hallowell, Philadelphia; Harvey Holt, Boston; Henry Flarsheim, Kansas City; Alex. Wiley, New York; W. J. Kemmler, jr., Pittsburg, and George W. Chase, Buffalo.

The Atlantic States Packers' Association elected the following officers: President, George G. Bailey, Rome, N.Y.; vice-president, C. S. Crary, Illinois; secretary and treasurer, F. E. Gorrell, Maryland; executive, W. R. Roach, Michigan; J. S. Hughes, Minnesota; R. I. Bently, California.

**Model Canning Factory.**

On Tuesday evening the model canning factory was put into operation for the benefit of members only. The goods processed were beans and these were put through from the snipper to the labelled can. The operation and working of the improved machinery was highly commended by the hundreds of packers present at the demonstration.

Will it be Boston or Denver for the 1908 convention? Hearty invitations were received from both these points. After discussion the question was left to the executive committee.

Max Ams, the Mt. Vernon, N.Y., machinery man, had a large exhibit of sanitary can systems machinery. A hard worker and known to almost everyone in the trade, Mr. Ams did not have a spare moment. With all he was pleasant and never put out. A large business was done by himself and staff.

Slaysman & Co., Baltimore, Md., reported splendid business with their automatic side steam locking machine. Mr. Slaysman was personally present and attentive to visitors and buyers.

The Trade Baltimore Canned Goods Packers' Organ of the United States, had a booth in the forward part of the centre aisle in the armouries. Mr. Judge, proprietor, with an assistant, was kept busy—everybody seemed to want to talk to Judge about something. This was so also at the Iroquois, headquarters of the convention. It was "Judge, Mr. Judge," by the call boys.

The entertainment tendered by the American Can Co. at the Lyric Theatre, would have been more satisfactory to a

lot of delegates had "the gods" been cut off altogether. It was no place to send delegates with their wives. A number of recipients of gallery tickets just—didn't go.

Wellington Boulter, Pieton, that pioneer of Canadian canners, was present for a few days. Some of the improvements in canning machinery since he first began putting up goods for the Canadian trade must have impressed him strikingly. Miss Nellie Boulter accompanied Mr. Boulter.

One of the most striking and novel booths and exhibits was that of the United States Printing Co. in the main aisle of the armouries. The company had erected a large Dutch wind mill, on the four blades of which appropriate mottos were printed. The interior of the mill proper was arranged as a sample room, showing designs of different labels prepared by them. The mill was surrounded by a five-foot wall and altogether the effect was novel and striking. Mr. W. A. Daniels, the general manager, with a number of representatives were attentive to visitors and customers alike, many of whom carried away handsome paper-weight souvenirs.

The booth of the Worcester Salt Co. was a haven of rest for their patrons. The Grocer learned that a large number of canners and packers in Canada were regular and large buyers of this salt.

The rendering by the band of "The Maple Leaf" was a feature appreciated by the Canadians present at the reception and banquet on Wednesday. They all sang it with vim and enthusiasm.

E. W. Branch, of the Marengo Canning Co., Marengo, Iowa, is a forcible speaker and his views on the elimination of the future corn quotations were convincingly expressed. The western packers almost to a unit were behind Mr. Branch in his contentions, "Quality, not quantity, means better paying business and profits for packers and dealers alike."

That potato peeling machine is a wonder, two bushels of potatoes peeled in less than three minutes, and no waste. Hotels, restaurants and boarding houses should rejoice.

There wasn't a Union Jack in evidence at the fair. In a similar exhibition in Canada the Star Spangled Banner would have been entwined with the old "thousand years" banner.

The exhibit of the Dodge Metallic Cap Co., Montclair, N.J., received the constant and close attention of packers. Their display of the hermetic seal cap in connection with fruits, preserves, etc., in glass, was large, and the demonstration of the simplicity of application of this sanitary and simple cap interesting. The Grocer was particularly interested as it was a feature that appealed to him from every point, simplicity, neatness, quickness of securing, and closeness of sealing, etc.

The Canadian trade press was represented by R. J. Slater, of "Le Prix Courant," Montreal, and W. H. Seyler, Canadian Grocer.

The Ayars Machine Co., Salem, N.J., has several machines in operation, displaying rotary pea fillers, continuous cappers, etc. A number of sales were made to Canadian canners, and their

business on this side of the line is good, steady and growing. Brown, Boggs Co., Ltd., Hamilton, Ont., are Canadian agents for this company.

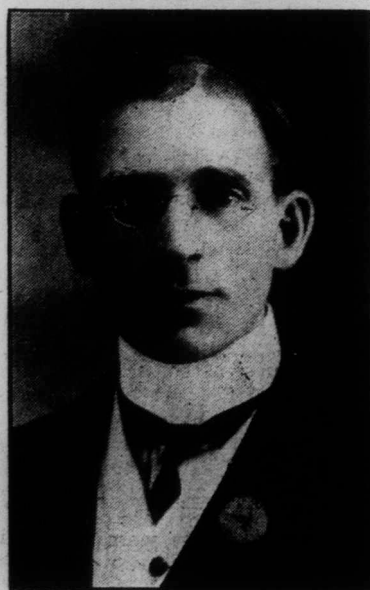
One of the busiest and most looked for men at the convention and the Arm-

ories was J. Russell Shearman of the Shearman Mercantile Co., Indianapolis, Ind. Mr. Shearman's firm are extensive brokers and commission merchants and their interests and dealing with the canners and packers are very heavy.

## ADVANCE OF THE WEST REFLECTED IN A GROCERY



It cannot be long now before the people of Eastern Canada will have to make unconditional surrender of the idea that the west is in a pioneer state of development. Look at the accom-



J. T. McCAMMON, MOOSE JAW.

panying photograph of a grocery interior. It shows J. T. McCammon's store in Moose Jaw. In any city in Canada this store would not only do credit to its proprietor, but would rank considerably above the average of grocery stores in its vicinity. We are

sorry we cannot show a picture of the windows, for it is almost certain that so handsome an interior presents a good exterior. The little office at the back of the store is suggestive. It suggests that Mr. McCammon has adopted a system of account keeping which if it is in line with the rest of the business and is as good as the rest of the store looks, is a chart by which the careful navigator of the troubled sea of trade may direct his course aright. It will show him the business he did yesterday and that he did a week, a month, or a year ago. It will show the cost of doing business and that knowledge alone goes a long way towards informing a grocer whether or not his business is profitable.

### DELEGATION TO QUEBEC.

A delegation, composed of Albert Hebert, L. E. Geoffrion, L. A. Wilson, and L. A. Lapointe, with J. A. Beaudry, representing the Montreal Retail Grocers' Association, formed a delegation that waited on Premier Gouin in Quebec last week regarding the changes desired by the Montreal wholesale trade in the liquor law. The principal matter discussed was a proposal to amend the present law in such a way that a wholesale dealer might be allowed to sell assorted liquors in small lots of two gallons.

### LUCERNA SWISS MILK CHOCOLATE

The MacLaren Imperial Cheese Co. have been appointed sole agents for Ontario for the Lucerna Swiss Milk Chocolate.

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Of the men in Canada than the kind lending and cut is appropriate. A general "What with his also my Well, gone, linger bookkeeper were er ple wer them. vicious harmon It w knights the ma

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FROM GROCER CORRESPONDENTS

KINGSTON.

Of the glory and honor of business men in public life no city of its size in Canada is more deserving of mention than the good old city of Kingston, and the kindness of The Canadian Grocer in lending its pages for biography in brief and cuts of business men in public life is appreciated and Kingston will send its quota and do its pages honor.

A gentleman once said to Mark Twain "What a fine coterie you have." Mark with his usual quick wit added, "and also my vestry and pantry."

Well, St. Valentine's day is past and gone, but memories of ugly valentines linger in the minds of bosses, clerks, bookkeepers and drivers. Some of them were cruel hits and many innocent people were accused wrongfully of sending them. All's well that ends well and the vicious looks will soon pass away and harmony will be restored.

It was too cold for many of the knights of the tin scoop to assemble on the market square, but still there was a

men, you grocers are responsible for the health of the community, financial and physical. We as citizens are at your mercy. If we buy a bag of potatoes we depend on your giving us 90 lbs. and so on, and we expect you to see that we get good and pure, wholesome goods to eat. Gentlemen," continued the druggist, "I admire the pluck and courage of the grocers who, finding the ear of canned goods shipped to them were not as represented order the factory to send and take them off their premises, but I regret that they were left in our city to be disposed of. If our board of health had a man of the Kitchener type, the goods would be analyzed before being offered for sale. The best prices of the tomatoes was 115 less 10 f trade & 2 per cent. and they were sold for 75c. Do you think any factory would do this if they were all right? The Government should put a stop to new labels being put on old canned goods which, I am told, is getting to be a common occurrence. Verily a false label is a barefaced libel."



I sometimes wonder if tis right to write so much about the 'Grocer' sort. I guess it is: it does them good sometimes to make them rear and snort.

quorum and after buying up all the fowls and chickens before ten o'clock Jim the grocer said, "Boys, don't you think it is fair for a canning factory to sell in small lots to a commission man here after placing several carloads with the regular army of men of commerce?"

A car condemned by those who bought as not being fit for human consumption was sold again at a big reduction and the jobbers got a snap, tomatoes 75. Resold to a few retailers at 90c. and advertised and run off at 3 for 25c. This injures legitimate trade. The board of health should have looked after these goods as they were certainly put up too ripe and even the cans seemed to be made of a cheap, lead lacquered tin. The doctors will likely be kept busy in March and a druggist who stood looking at a group on the square said, "Boys, I've had a big run on stomach pumps and ipecac lately. I don't blame you for declaring a 'casus belli' against adulterations of all kinds, for, gentle-

G. H. Williams is trying to sell out his stock and grocery on cor. Princess and University Avenues. He does a good grocery and meat trade, but has the western fever. He has been out west several times and owns a large farm.

Grant Pyke of Wolfe Island, one of the greatest growers of mammoth strawberries in Canada, is taking a trip out west. He draws some very discouraging pictures of western life. He is now at Vancouver and things are more congenial and to his liking, but he said it must be hard for farmers to clear land around it when stumps were from four to six feet across.

Several grocers have put in the rotary cutters for slicing bacon. They cost about \$100 and are made in Chicago. Will some of those who have tried them give their ideas regarding them. A traveler told me several large firms in Toronto threw them to one side. I would like to see some of these discarded ma-

chines, scales, cash registers, cheese cutters etc. advertised in The Grocer. What one firm doesn't like would be a benefit to another and would be picked up quickly at a reduced price. There is a lot of money wrapped up in unused fixtures that could be disposed of in the manner I speak of.

Tommy Wilson, who has severed his connection with Eby Blain & Co., was in town representing Doyle & Jackson, tea merchants of Montreal. Tommy is happy and has no use for anything but tea. He is an artist at drawing and makes beautiful pictures of the fine cup qualities of his Ceylons and Indians and his victims the grocers, hypnotized by his paintings, gracefully bow and say, put me down for 5 Hfc., anyway, Tommy, 3 per cent. off 60 days. Good-bye. Hope you will succeed and follow in your father's steps," etc. In future he will be known as T. Wilson, not Tees Wilson & Co., but he may get there yet, like his dad. His popularity will win. His sales will carry him through, and when he enters his boat at the great divide he will have his fond samples at his side, and as he draws his long, last breath and sails for the promised land, he will say "Good-bye, my dear old grip; goob-bye my samples of golden tip; I go where all the good travelers are going, to enjoy the harvest of honest sowing, I go, I go, I go-O."

PETERBOROUGH.

With the rapid growth and extension of the city little groceries are developing into large business places. Geo. A. Goheen who has for the past eight years conducted a small store in the south end, has recently moved into handsome new premises. He has since he first started, endeavored to meet the wants of the people and the people recognized his efforts to such an extent that his old stand was far too small. Last summer he purchased a corner lot and erected a substantial brick block two stories high. The front portion is used as the grocery. It is 40 feet square, well lighted and conveniently arranged. Three large plate windows furnish the light and ample space for attractive window display. Adjoining the grocery is a well equipped butcher shop, while the upstairs is used by the proprietor as a dwelling.

Andrew Graham, for several years with Jas. R. Bell, recently started in business for himself and has a fine store in the residential section. He carries a splendid line of groceries and reports business very good. The stores in the outlying districts are securing a large share of the grocery business. This is due wholly to the development of the city and not to any fault of the downtown stores, which have all the trade they can comfortably handle.

It will be of interest to the grocery trade generally to know that the Peterborough Cereal Company will shortly put on the market a new cereal food. The makers of Canada Flakes have met with such success that they have no hesitancy in branching out. The new cereal will be known as Corn Flakes, which takes the place of Corn Crisp which the company formerly made. Corn Flakes is very similar to Sanitas, which is made in Battle Creek, Mich., and it will be on the market about the middle of March. It is made from white

WAS GENERAL MERCHANT  
AND LIEUTENANT GOVERNOR

(By Canadian Grocer Special Correspondent.)

corn and is put through a different process from any other cereal. The corn is first made into hominy and then cooked and flavored, after which it is put through very large, heavy rollers which turn out the flakes as thin as paper and flat. In color they are a delicate brown and are very appetizing. Corn Flakes will not replace Canada Flakes as it will serve a different class of consumers. It should sell well with the heavier cereals. The large rollers which roll the flakes for the Peterborough Cereal Co. are the first of their kind made in Canada and have only been secured after the greatest difficulty.

James Connal, of P. Connal & Son, one of the pioneer grocery firms in the city, was skip for the winning rink in the four day bonspiel last week. Mr. Connal has for several years been an enthusiastic curler and is one of the best skips in the club. The prize was a pair of valuable stones.

T. Kinnear & Co., wholesale grocers, have applied to the council for the privilege of running a siding from the C.P. R. into their new warehouse. The route they wish to take is not satisfactory to the city, and Mayor McWilliams has a scheme in hand which will overcome the difficulty and will also open up a stretch of property large enough to accommodate half a dozen or more wholesale houses. This property is right in the centre of the city and only a block or two from the large retail stores. The wholesalers should encourage the mayor in his scheme as it will only be a couple of years when several more houses will be looking for sites in the city and they could not find a more convenient property.

A. Rountree, retail grocer and liquor merchant, has decided to dispose of his grocery stock, and conduct a wholly liquor business. Mr. Rountree bought the business two years ago from Ed. Brown, but owing to the change in the liquor license law the two lines of trade cannot be carried on as one business. Stocktaking was completed this week and the probability is that one of the larger grocers will take the stock and sell it off. Mr. Rountree will, about the middle of April, move to his own building on Water Street. This is the last of the combined grocery and liquor businesses in the city, and in future the two lines will be separated.

HAMILTON.

Jos. Kirkpatrick, an old Hamilton grocer, and a leading member of the Grocers' Association, is now an alderman, and is placed on all of the best civic committees. Mr. Kirkpatrick is an able man, fearless and honest, and no doubt will reflect credit not only on himself, but the people whom he represents.

A new club, composed of business men here, is asking for incorporation. Among the names of the provisional directors I see that of one grocer and two undertakers. Kind of looker like feeding the living and taking care of the dead. However, I hope it won't prove a "dead 'un."

Grocers complain very much about the poor quality and the high price of labor. Good clerks are very scarce, one grocer going so far as to say there were not ten good counter hands in the city, although good salaries are given both to senior and junior hands.

The people throughout the entire province of New Brunswick were deeply stirred to hear of the sudden death of Lieutenant-Governor Snowball, which occurred on Sunday evening last as he was on his way to attend divine service at the cathedral in Fredericton. He had left his room at the Queen Hotel a few minutes before and had only gone a few blocks when he complained of feeling unwell and turned about to return to the hotel. He had only gone a few steps when he collapsed in the arms of his attendant, Frederick McKenzie, and expired about five minutes later. Death is attributed to heart disease, brought on by an attack of la grippe.

His honor was popular with all classes, and the news of his sudden taking-off, following so closely upon that of Hon. A. G. Blair, under similar circumstances, naturally called forth many expressions of surprise and regret.

Lieut.-Governor Snowball on Feb. 5 completed his regular five year term as lieutenant-governor of New Brunswick. His commission of office was dated Jan. 30, 1902, and he was sworn in in the assembly chambers, Fredericton, at 3.10 p.m. on Wednesday, Feb. 5, 1902.

He commenced his long and successful career by entering into partnership with John McDougall, of Chatham, in a general store. This branch of business he never abandoned, and all other enterprises grew around it, that of lumbering assuming the most importance.

Although only a mere boy when he left Newfoundland, he fully grasped the importance of the fishing industries of the ancient colony. He afterwards applied his knowledge to the development of the fisheries of Miramichi, dealing in salmon, herring, lobsters, etc. To-day the company, of which Gov. Snowball was president, has lobster factories along the whole gulf coasts of New Brunswick.

He was at the head of a very extensive lumber business and had also engaged in railway enterprises. During his active years he was a great worker and his success was commanded by aggressive application, courage and good judgment.

EXAMPLE OF MAIL ORDER  
METHODS IN THE WEST.

Editor Canadian Grocer.—I beg to call attention to a condition of things at present existing in the western provinces of Manitoba, Saskatchewan, Alberta, and British Columbia. A certain supply house in the city of Winnipeg posing as a mail order house, is at present flooding the country with a price list, and from it I beg herewith to quote a few staple lines as per list dated Winnipeg, Feb. 1st, viz., King Oscar sardines ½s, 13c.; silver prunes, 7½c.; D. S. F. Mustard ½s, 9c.; ¼s, 17c. per tin; Royal Crown soap, per 1 lb bar, 7c.; cartoons, 22c.; Sunlight soap, 4½ per bar; Canada Laundry starch, 5c. per lb.; St. Lawrence starch, 4 lb. pkg., 26c.; best granulated sugar, \$4.95; tobacco brier per lb., 70c.

These prices are taken indiscriminately and I further beg to say that the above prices are quoted delivered to any

point in Manitoba, Saskatchewan or Alberta, together with a discount of 2½ per cent. with a \$15 order. I may further say that this house used a price list copied from a western wholesale house almost exclusively.

This is the most disgusting proposition ever placed in competition with the retail trade because, as will be readily seen, the above quotations are the regular wholesale price of those articles in the west at Winnipeg, and yet this supply house pays freight and 2½ per cent. discount as well, on all orders of \$15 or over. The writer, together with a well known representative of an eastern wholesale grocery, had a personal interview with this house and we found that the total stock which this house pretends to carry, in our estimation, does not exceed six to eight hundred dollars. In the estimation of the writer, some note of warning should be given to the public, as it is at once apparent that no business can last on such a basis. Further, this house claims to be doing now \$300 per day business cash in advance, not a large amount, we admit. The following is a sample of an order going out: 2 sacks gran. sugar, \$4.95; sack yellow, \$4.75; 3 tins syrup, 10s, at 50c. per tin; total \$16.15, delivered, freight paid, Hanley, Saskatchewan. Under separate cover I beg to enclose copy of price list as published by this house for the benefit of any reader of The Grocer who may doubt the authenticity of the prices quoted.

Yours truly,  
H. E. MAYCOCK,  
Melita, Man.

WINNIPEG PURE FOOD SHOW

Under the auspices of the Retail Merchants' Association of Western Canada a big pure food and grocers' exhibition is to be held in the auditorium rink, Winnipeg, July 1st to 13th. The committee in charge are, E. B. Nixon, Winnipeg; W. G. McLaren, Souris, Man.; and W. A. Coulson, Winnipeg. This is the first exhibition of its kind ever held in Western Canada, and not only the trade, but the general public as well are manifesting a keen interest in the early announcements. A number of the leading manufacturers have already reserved space for their exhibits and everything points to a big success next July.

QUALITY AND A NAME.

T. H. Estabrooks in his advertisement in this week's issue discusses his selection of the name "Red Rose" for his tea. What he says is interesting. He says in brief, "The name has proved a good one, but to get the goodness out of it I must keep the quality of the tea where it will not be a misnomer."

BOAR'S HEAD HIGHER.

Owing to the continued high price of oils, compound lard has again been advanced. Boar's head prices now read: Tierces, 10c.; half barrels, 10½c.; tubs, 10½c.; pails, 20-lb., wood, \$2.10; pails, 20-lb. tin, \$2; cases, 3's, 11c.; cases, 5's, 10½c.; cases, 10's, 10½c.

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GROCERY TRADE NEWS  
IN NEW BRUNSWICK

(By Canadian Grocer's Special Correspondent.)

St. John, N.B., Feb. 25, 1907.

Very few changes have taken place in the local markets during the past week. Eggs are reported scarce and high, and butter, though coming in quite plentifully, is holding its own. Fresh fish of all kinds are very scarce. In staples there is practically no change since last reports.

Flour, meal and sugar have shown no change since last reports. Pork products are firmer. New Barbadoes molasses is coming in small shipments, while stocks of old goods are still quite heavy.

St. John has been called upon this winter to mourn the loss of several of its most prominent business men. On Monday, February 18th, the death occurred of James Shaw, of the firm of J. & W. Shaw, bakers. Death resulted from a complication of heart and liver troubles. He was 74 years of age.

Mr. Shaw was the senior partner of his firm of which his only surviving brother, William, ex-M.P.P., is the other member. He was born on a farm about seven miles from the city. His father, William Shaw, was a north of Ireland man. James was the eldest son and left home when fourteen years of age to serve his time as a baker. In 1859 he went to California but was gone only a year when he came back and again entered the baking business. In 1869 he entered into partnership with his brother and they established a business of their own, first in the country, and removing later to St. John.

Mr. Shaw was one of the oldest members of St. David's church and before the first organ was installed acted as choir leader. He was also one of the oldest members of the Thistle Curling Club and took great delight in the game. Just a few weeks before his death when he heard that members of the Thistle Club had won the cup in the Montreal centenary bonspiel he sent word that he wished to see the prize and it was taken to his bedroom, where he manifested keen pleasure at the sight of it.

The funeral was held from his late residence, on Wednesday afternoon, 20th inst., and was very largely attended.

An important change in the management of the Maritime Dairy Company of Sussex, took place on the 18th inst., when J. F. Tilley of Woodstock, was made the general manager and secretary-treasurer of the company, in place of J. D. Frier, who has held the position since the incorporation of the company.

It is the intention of the company, under the new management, to greatly extend the business which they now have, which means the introduction of several new features which will make the Maritime Dairy Company a leader in the dairy industry. They now have branch stores in Sydney, Halifax, and St. John, the latter branch also being a manufacturing one.

Mr. Tilley has brought with him the entire business of the Sharples Separator Company in the Maritime Provinces, he having just returned from Toronto, where he was successful in completing final arrangements for the

transfer of this business. It is the intention of the company to vigorously push the sale of Sharples Separators, believing that with the organization held by the Sharples Company, coupled with their own, a very large business can be done.

Mr. Tilley has engaged H. A. McArthur of J. A. McArthur & Co., of Sussex, to act as traveling salesman for this branch of the business. Mr. Tilley is one of the members of the firm of C. L. Tilley & Son, of Woodstock, was one of the pioneer dairymen of New Brunswick. He was afterward, for ten years, one of the dairy superintendents of the province, leaving that position, about two years ago, to assume the management of the maritime provinces of the Sharples Cream Separator Company. While engaged in this latter business, Mr. Tilley took hold of the Carleton Creamery Co., at Woodstock, which had become defunct under previous management and has in that time built up a large and profitable creamery. This company now comes in with the Maritime Dairy Co. Mr. Tilley will take up his residence in Sussex.

A report from Chatham says the smelt fishing season closed on the 15th inst., and altogether was a very profitable one for the fishermen. One man cleared over \$700 in about three weeks. Lately the catches have been heavier than earlier in the season, averaging about a ton to a net. Large quantities have been stored away in icehouses for future consumption.

The local market has been practically bare of haddock and finnan haddies. Very few lobsters are offered and no gaspercaux have as yet been taken from the harbor. What few there are have been caught in the Kennebecasis.

The will of Henry R. Fairweather, of Hall & Fairweather, has been admitted to probate and letters testamentary granted to Frank R. Fairweather and Walter L. Doherty, the executors. The estate is valued at \$16,300 personal property.

In the estate of the late Thomas A. Rankine, of T. Rankine & Sons, biscuit manufacturers, letters of administration were granted in the probate court to his widow, Mrs. Mary E. Rankine. The estate is valued at \$134,000, of which \$17,000 is real estate and \$117,000 personalty.

The community was greatly shocked on Saturday night, the 23rd inst., to hear of the tragic death of Mrs. John H. Cose, wife of the favorably known Waterloo Street grocer. Mrs. Cose was terribly burned in her home on Waterloo Street, while alone in the house, and when discovered life was extinct. While it will probably never be known just what caused the fatality, it is presumed that Mrs. Cose, who was a sufferer from heart trouble, overturned a lamp while taken with a weak attack, and was burned before anyone knew of the occurrence.

The funeral was held on Monday and was very largely attended. Mr. Cose has the sincere sympathy of a very large circle of friends in his sad bereavement. He is the only survivor.

Charles Damery, for many years pro-

prietor of the Park Hotel, King Square, has sold the hotel business to his clerk, Ernest Howes, who will take control on March 1. Mr. and Mrs. Damery will leave shortly for Boston, where they will reside.

The St. Croix Courier (St. Stephen, N.B.) in its issue of Feb. 21, says:

"Rumors are current that a new candy factory is to be erected on King Street on land adjoining the Milltown branch of the C.P.R., the business to be under the management of W. St. J. Murray, until recently in charge of Gannon Bros.' office staff.

The delegation which went to Ottawa last week to arrange with the Government for harbor development has returned home and they report having had a very satisfactory trip. The Government has promised to do the necessary dredging for increased wharfage facilities and also at the harbor entrance. They also arranged for a public meeting on Friday last at which Hon. Mr. Emmerson, Minister of Railways, was present, and as a result of that meeting a committee of five citizens is to be appointed to act with the Deputy Minister of Railways, Mr. Butler, in preparing a statement of the future needs of the port, which will be presented to the Government by Mr. Emmerson. It is expected that an arrangement will be considered at once, instead of waiting for the larger question of the nationalization of all Canadian ports. The probability is that the management and control of the harbor will be vested in the proposed committee of five.

The winter port trade is still on the increase. Freight is now coming more freely from the west as the transportation companies are gradually recovering from the recent tie-up on account of the heavy storms. Up to Saturday the 23rd inst., the value of exports through this port amounted to \$10,975,835, of which \$7,426,485 was Canadian goods and \$3,549,350 was from the United States. Seventy-one steamers have arrived this season with a net tonnage of 280,520, against sixty-one steamers with a tonnage of 203,449 last year.

Following are some of the products which have gone forward:

Wheat (bushels) .....	1,351,517
Oats (bushels) .....	790,395
Barley (bushels) .....	531,968
Cheese (boxes) .....	73,329
Cattle (head) .....	17,981

LESS CODFISH HELD.

T. C. Macnabb & Co., manufacturers' agents and commission agents, St. John's, Nfld., in a letter to The Canadian Grocer, under date of Feb. 18, say: "At the moment the codfish market is quiet but the quantity held here is only half as much as was held this time last year. A large number of new vessels are being added to the fleet of fishing schooners which will prosecute the cod fishery this year."

DOMINION GUILD'S ANNUAL.

The Dominion Wholesalers' Guild will hold their annual meeting in Toronto next week, Tuesday, March 5. There will be business sessions morning, afternoon and evening, and delegates will be present from all over Canada.

PETERBOROUGH RETAILER  
COMPLAINS OF WHOLESALERS

(Special Correspondence of The Canadian Grocer)

The retail grocers in Peterboro claim to be feeling the pinch of the wholesale grocers and Grocers' Guild. As a result some feeling is being worked up against that organization. The wholesalers, the retailers allege, are not content with charging the retailers the very highest price and demanding prompt, almost immediate, payment, but they are seriously cutting in on the retail trade.

Speaking on this subject to the representative of The Canadian Grocer, E. F. Mason, of E. F. Mason & Co., the largest retail grocers in the city, stated that the wholesale grocers and the Grocers' Guild had secured such control of the grocery trade that they were like a lot of autocrats.

In the first place the Guild had persuaded the manufacturers to sell only through them. All manufactured goods which were sold in a grocery store had to go through the jobbers' hands first, or the jobbers would refuse to handle the goods at all. Wholesale men had also fixed the prices, not only among themselves, but for the manufacturers. The manufacturers dared not sell to a retailer under any consideration unless the wholesalers' price was charged and the wholesalers got their commission.

Take for instance, said Mr. Mason, the sugar business. The wholesaler made from \$40 a car upward, and he never touched the car, and seldom, if ever, saw it. The retailer in Peterboro, through keen competition, was compelled to sell at cost or even less. In order to get any show at all he must buy by the carload. Even then the wholesaler only allowed him 5c. per hundred off, no matter whether he bought one, two or a dozen carloads.

In cereals the same thing existed. The wholesale houses demanded that they sell the whole output. They made a profit of 20c. a case, at least it would average that, and did not touch the goods. It was handed over to the retailer and the best he could do was to make about the same as the wholesaler, and he had to give credit and take chances on not getting paid at all, and do all the work of distribution.

Some lines of tobaccos were handled in the same way. Competition was so keen that the retail merchant had to sell at cost and even less. The wholesalers also had the entire canned goods business under their thumbs until a number of new factories were started. An arrangement of prices was soon made with these factories and now the wholesalers were eating up all the profit. In fact, nearly every line of groceries that could be at all was being handled by the wholesalers in the same way.

That, however, Mr. Mason declared, was not the chief reason for complaint the retail men of Peterboro had. The wholesalers were not satisfied with taking practically all the profit and do practically none of the work, but they were reaching out and grasping the retail trade. The travelers came around and after doing the stores and getting all they could there, went to the hotels and sold to them in quantities at the same price as they did to the retail merchants. The wholesalers were not satisfied with taking the hotel trade, but they were taking the restaurant and

boarding house business. In fact, any person or any house which bought a quantity the wholesale house was after and sold to them at the same prices the retail grocer had to pay.

Another serious and unfair practice was that the wholesale men had carried the grocery business of the lumber camps. They took the order for the season's supply at the lowest possible price and deprived the retail men of the business. Not only did they take the lumbermen's large order, but the wholesalers actually supplied the shareholders of the lumber companies with their groceries in small quantities, too.

It would be plainly seen the proposition the retail grocers of Peterboro were up against. Held down by the wholesalers to the very smallest profit; compelled to pay promptly, usually in ten days, and then the wholesalers depriving them of their largest cash trade. Any person who would pay cash the wholesaler was after. The retailer might have all the credit customers.

One of the largest wholesale houses in Montreal actually advertised in a local paper a number of small articles, teas and coffees, in one and two-pound lots, with a total cash value of \$2.80, sent free upon receipt of cash. That was pretty nearly the last straw. The retail grocers here were afraid that if the unfair practices of the wholesale men were not stopped, the retail grocery business would be a thing of the past. As it is, the business is reduced to a second-class trade.

BRITISH COLUMBIA TRADE.

Vancouver, B.C., Feb. 21, 1907.

There is a ripple of excitement among business men and fishermen of New Westminster over the report that a delegation of cannerymen was on the way to Ottawa to support the recommendation in the Fisheries Commission's report that the Fraser river be closed for the year 1908 and that fishing on the river above New Westminster bridge be closed for all time. Joint meetings of city council, Board of Trade and a citizens' committee have been held and a strong deputation will be sent to Ottawa, armed with a big petition setting forth the views of the residents of New Westminster and the settlers along the banks of the Fraser river.

Not only is there a large class of fishermen permanently located at New Westminster, who fish in the river, but a great many of the farmers and ranchers for miles up the river, add to their income by fishing during the season. This source of revenue has aided many of them in the past, in making a living from means right at their doors. The business men of the Royal City have their own interests to look after in looking to the welfare of these two large classes of their patrons.

The cannerymen have all along contended that the fishing in the river for such a distance above the mouth has to a great extent defeated all measures for the preservation of the fish, and especially so in the weekly close hours, which are intended to allow a proportion of the fish to continue to the spawning grounds at the headwaters of the river. It has also

been urged that the quality of the fish after being so long in the fresh water is very much deteriorated as compared with those caught in the salt waters of the gulf.

Wholesale grocers are still finding it hard to replenish stocks in some lines, though freight traffic on the railways has returned to some semblance of regularity. Not only have stocks been held up indefinitely on the way from sources, but shipments to up-country points have not been going forward. Shortages in many lines have left many outside points without a supply of staples, such as coal oil, tobacco, and even flour in some of the mining districts. Nothing in the nature of serious privation has occurred, however, and the trade is rapidly getting into shape. The experience of having goods not yet in customers' hands when a traveler repeats his visit, is one of the chief annoyances, and it has frequently occurred.

One of the lines most needed has been condensed milk. Of some twelve or fourteen brands ordinarily on the market there is practically nothing left at the moment in Vancouver wholesalers' hands but a stock of American milk, Eagle brand. As this sells at \$6.40 a case, which is \$1.20 to \$1.30 over the average of other brands, it is an expensive article. But every mining town in the interior, every saw-mill town and logging camp in the province is practically dependent on the "miner's tin cow," so it is a staple that is much missed.

One dealer speaks of a consignment of dried fruits from Spain, which was to have reached here in time for the Christmas trade but which has not yet been traced. The bills of lading showing the ship on which the goods were sent, came in, but that is the last report. The house now expects the consignment for next Christmas' trade.

In the markets there is little to report in the way of change. California dried fruits have not risen from last quotations, but cots. are practically off the market. No stocks remain in first hands, and the only goods which can be secured, and that in limited way, will be from jobbers in San Francisco.

Canned goods are moving very slowly as yet. Prices are maintained at recent quotations, and no cutting under association figures is reported. Shipments north will not commence before April 1st, when movements in both canned goods and dried fruits will be more active.

In produce lines, stocks of butter are becoming better, local supplies coming in more freely, with milder weather, while Australian and New Zealand shipments have continued. The SS. Moowera arriving last week brought in over 1,000 boxes of 56 lbs. The next Australian steamer brings some 1,500 boxes. That will likely close the season of importation from the Antipodes. Local butter off grass will be in the market by the end of March and in the meantime California butter is likely to come within the range of this market. None from California has yet been received, the price there being still too high, though production is now nearly its maximum.

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# 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, Newfoundland and abroad.

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**TRADING STAMP LAW.**

At the last meeting of the Montreal Retail Grocers' Association there was a good deal of discussion of the law regarding trading stamps. Many of the members thought they knew how the law stood but were not absolutely certain. For the benefit of the trade generally The Canadian Grocer gives here the law as it stands to-day in this matter. It will be seen that trading stamps are dealt with under four sections: Issuing of trading stamps, giving of trading stamps by a merchant to a purchaser, executive officers offending, and purchasers receiving trading stamps.

Chapter 146 of the new revised statutes, criminal code, sections 505 to 508, inclusive, deal with trading stamps:

Section 505—Everyone is guilty of an indictable offence and liable to one year's imprisonment, and to a fine not exceeding five hundred dollars, who, by himself, or his employe or agent, directly or indirectly, issues, gives, sells or otherwise disposes of, or offers to issue, give, sell or otherwise dispose of,

trading stamps to a merchant or dealer in goods for use in his business.

Section 506—Everyone is guilty of an indictable offence and liable to six months' imprisonment, and to a fine not exceeding two hundred dollars, who, being a merchant or dealer in goods, by himself, or his employe or agent, directly or indirectly, gives, or in any way disposes of trading stamps to a purchaser from him of any such goods.

Section 507—Any executive officer of a corporation or company guilty of an offence under the two last preceding sections, who in any way aids or abets in, or counsels, or procures the commission of such offence, is guilty of an indictable offence, and liable to the punishment stated in the said sections, respectively.

Section 508—Everyone is guilty of an offence, and liable on summary conviction, to a fine not exceeding twenty dollars, who, being a purchaser of goods from a merchant or dealer in goods, directly or indirectly, receives or takes trading stamps from the vendor of such goods, or his employe or agent.

**COBALT SPECULATION.**

The Canadian Grocer is informed that quite a number of grocers throughout Ontario have invested in Cobalt mining stocks, and in consequence are experiencing difficulty in meeting their accounts. It is a fact that about ninety per cent. of the mining companies, so-called, are nothing but stock-selling propositions, frauds, if ever there was a fraud. Mining is a highly specialized form of industry. The grocer of training and experience who knows the pitfalls and difficulties of the business, thinks the man a fool who dashes into it as a cat might under pressure of a dog-hunt take to the water. But it is much easier for the uninformed to make money in groceries than in mining; for the man who knows it is infinitely easier.

If the grocers who have put money into Cobalt had kept it in their business and had taken as much interest in it as they have in the mining market their aggregate profits would have been immensely larger. Not only would their profits have been larger, but their businesses would have been worth more.

There are grocers with money to invest that they do not need in their business. If they are in doubt what to do with it let them ask their banker or a reputable broker. But they should avoid the mining market as they would contagion. Even in the few cases where the mining proposition is a legitimate undertaking, as soon as the public have put in enough and there appears to be a possibility of dividends, a few sharp speculators who know the game are likely to form a combination, "buy" the

market and dispossess the rest of the shareholders of all interest in the property, save an unpleasant recollection. A man's business is the place for his money. If he has more than his business requires, there are fields of legitimate investment where his money can browse in safety and not keep him awake at nights or take his attention from his business. Next week we will publish from The Financial Post a statement showing the comparative money earning capacity of various lines of investment.

**AN EDITOR WITH BACKBONE.**

It isn't always that a daily paper has the courage to stand up against a big advertiser and insist that he must not attempt to interfere with the news and editorial departments of the paper. In fact it is charged, and the charge seems to have substantial foundation, that a considerable part of the daily press in the big Canadian cities dare not publish news items or make editorial comments which are distasteful to the management of the big departmental stores. However that may be there is at least one editor of a big paper who refuses to submit to dictation from an advertiser.

It was some months ago when one day shortly before the evening edition of a certain city daily went to press the telephone rang and a reporter answered it.

"This is Mr. Dash, of Blank's, speaking. We have had an accident in our building and a couple of men are badly hurt. Now we don't want one line of this to appear in the paper."

The reporter was a new man and he didn't want to take any responsibility, especially as he knew that Dash was the manager of the big department store. So he brought the "main guy" to the telephone.

Mr. Dash repeated his demand to the editor-in-chief.

"What's this?" replied the editor. "You know we are running a newspaper don't you?"

"I don't care about that," was the reply. "This is Mr. Dash, of Blank's, speaking, and I insist that I don't want a line in your paper about this accident."

"We are running a newspaper and this accident is news," was the reply. "We are going to publish it of course. If you have any suggestions to make as to the way you want the story told, we'll be glad to hear them, but we're going to publish the story."

"Look here, young man," was the irate reply. "I don't know who you are, but I want you to know that I am Mr. Dash, of Blank's, and if one line of this accident goes in the paper your people will hear about it when they come around for a renewal of their advertising contract."

"I don't care whether it is Mr. Dash, of Blank's, that's speaking, or the Emperor William of Germany," was the reply. "We are publishing a newspaper and we are going to print the story. What's more, when the time comes to renew the advertising you will find that Blank's will need their advertisement in this paper more than this paper will need Blank's advertising."

That was all. The story was published and the advertising was not cancelled.

# Markets and Market Notes

## QUEBEC MARKETS

Pointers:  
 Fish—Revised.  
 Evaporated Apples—Very firm.  
 Beans—Strong.  
 Teas—Strong feeling.  
 Montreal, Thursday, Feb. 28, 1907.

Money is tight in some districts, but otherwise the situation in groceries is satisfactory to everybody at present. In the country, some jobbers find it difficult to collect their accounts, the city being a better field in this respect. It is not expected that this rather strained situation will last long, as improvement is already in sight.

Business is never very brisk at this time of year, but orders being filled are of fairly large volume. Trade is of a hand-to-mouth character, with all this implies. No radical changes have taken place in prices since last report. Evaporated apples are very strong at 11c. to 12c., and are likely to command more than this in the near future. All tendency in prices. Sugar is steady at teas are firm and there is an upward figures quoted. No change is expected from present indications. Dried fruits are moving out slowly. Wholesalers report quite a demand for various lines of canned goods. Syrups are still selling very freely. Reports on molasses from the primary market show that quotations are going higher. Beans are strong at \$1.50.

**SUGAR.**—Prices were advanced unexpectedly 10c. on Wednesday. Only a fair business has been doing but a considerable movement is expected early in March.

Granulated, bbls	\$4 30
" 1-bbls	4 45
" bags	4 25
Paris lump, barrels	4 95
" half-barrels	4 85
" boxes, 100 lbs	4 95
" boxes, 50 lbs	4 70
Extra ground, bbls	4 80
" 50-lb. boxes	4 90
" 25-lb. boxes	4 50
Powdered, bbls	4 70
" 5-lb. boxes	4 30
Phoenix	4 10
Bright coffee	4 15
" yellow	4 15
No. 3 yellow	4 00
No. 2 "	3 90
No. 1 " bbls	3 90
No. 1 " bags	3 85

**SYRUPS AND MOLASSES.**—Reports from the Barbadoes show that prices have been advanced since last week, 18c. now being the nominal quotation for choice. Nothing is being done on Canada account, but Newfoundland is doing some trading, causing a slight feeling of excitement. Syrups continue to sell.

Barbadoes, in puncheons	0 30
" in barrels	0 32
" in half-barrels	0 33
New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
" 1-bbls	0 03
" 3/4 lb pails	1 40
" 25 lb pails	1 00
Cases, 2 lb tins, 2 doz per case	1 95
" 5-lb. " 1 doz	2 40
" 10-lb. " 1 doz	2 35
" 20-lb. " 1 doz	2 25

**TEA.**—Continued firm feeling characterizes the tea market. Prices on nearly all grades continue strong with an upward tendency in many lines. On Ceylon and India greens and blacks

prices are up 1c. to 1 1/2c. Sales of these teas are not numerous, the market being rather bare. Such conditions in the Ceylon and Indian markets are resulting in a firming up tendency in Japans.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 15	0 18
Common	0 15	0 17
Ceylon—Broken Orange Pekoe	0 20	0 38
Pekoe	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon greens—Young Hysons	0 19	0 22
Hysons	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " pea leaf	0 19	0 22
" " pinhead	0 30	0 35

**COFFEE.**—Sorting orders are being received by the trade, but there is not much activity outside of this. Manufacturers are very busy. Prices do not show any change.

Jamaica	0 12	0 20
Java	0 18	0 30
Wocha	0 19	0 25
Rio No. 7	0 09	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13

**FOREIGN DRIED FRUITS.**—Business in dried fruits is at present more of a hand-to-mouth character than it has been for some time. A fair con-

**LAST MINUTE PROVISION MARKETS.**

Montreal, Thursday, Feb. 28, 1907.

**BUTTER**—No change in situation.

**CHEESE**—Market firm but featureless.

**EGGS**—Firm market at higher prices. As much as 34c. for new laid now asked.

**PROVISIONS**—Demand fair. No changes in prices.

sumptive demand for all lines is reported. Advices from California state that the market is firm there. Prunes are selling more freely. There has been no material change in the nut situation.

Valencia Raisins—	
Fine off-stalk, per lb.	0 08 1/2 0 09
Selected, per lb	0 09 0 10
Layers,	0 10 0 10
Dates—	
Halloweas, per lb	0 04 1/2 0 05
California Evaporated Fruits—	
Apricots, per lb	0 21 0 23
Peaches,	0 18
Pears,	0 16
Malaga Raisins—	
London layers	2 25
"Connoisseur Clusters"	3 00
" 1-box	1 10
Royal Buckingham Clusters," 1-boxes	1 37 1/2
" boxes	4 50
"Excelsior Window Clusters"	5 50
" 1/2's	1 50
Californian Raisins—	
Fancy seeded, 1-lb. pkgs	0 11
Choice seeded, 1-lb. pkgs	0 10 1/2
Loose Muscats 3 crown	0 09 1/2
" 4 crown	0 10
Prunes—	per lb.
30-40s	0 09 1/2
40-50s	0 09
50-60s	0 08 1/2
60-70s	0 08
70-80s	0 07 1/2
80-90s	0 07
90-100s	0 06 1/2
Oregon prunes (Italian style), 40-50s	0 08 1/2
" 60-80s	0 07 1/2
Oregon prunes (French style), 60-70s	0 07
" 90-100s	0 06
" 100-120s	0 05 1/2

Ourrants—	
Filiatras, uncleaned, barrels	0 07 1/2 0 08 1/2
Fine Filiatras, per lb., in cases	0 08
" cleaned	0 08
" in 1-lb cartons	0 09
Finest Vostizzas "	0 09
Amalias "	0 07 1/2 0 07
Sultana Raisins—	
Sultana raisins, per lb.	0 13 1/2 0 15
" 1-lb carton	0 15
Elem Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 13 0 15
Four crown, fancy, 10-lb. boxes	0 09 0 10
Three crown	0 04
Glove boxes, fine quality, per box	0 10
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " box	0 25 0 30

**EVAPORATED APPLES.**—Jobbers are now asking 11c., and no lots can be secured under this figure, in fact, some are asking as high as 12c. for good stock.

**SPICES.**—Cloves are very firm, but otherwise the market remains as last week.

Peppers, black	Per lb.
white	0 16 0 20
Ginger, whole	0 25 0 30
" Cochin	0 16 0 10
Cloves, whole	0 17 0 20
Cream of tartar	0 20 0 30
Allspice	0 25 0 32
Nutmegs	0 12 0 18
	0 30 0 55

**BEANS.**—The market rules firm at prices quoted.

Choice prime beans	1 5
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**MAPLE PRODUCTS.**—Business is very good. All lines are selling, demand for maple syrup being especially good.

Pure maple syrup, bulk, per lb.	0 03 0 09
Compound maple syrup, per lb.	0 04 1/2 0 05 1/2
Pure Townships sugar, per lb.	0 08 1/2 0 09 1/2
Pure Beacon County, per lb.	0 09 0 10

**PEELS.**—Prices are firmly maintained, but there is not much demand for peels. The scarcity of good stock for the manufacture of candied peels may result in an advance in the near future.

Citron peel, per lb.	0 20 0 21
Lemon peel, per lb	0 11 0 12
Orange peel, per lb.	0 12

**RICE AND TAPIOCA.**—Orders are now being taken for rice to be delivered at the opening of navigation. The market is steady at figures quoted. Tapioca is very firm, more jobbers selling at 7 1/2c. and 7c.

B rice, in 10 bag lots	3 05
R rice, less than 10 bags	3 15
C rice, in 10 bag lots	2 95
C C rice in less than 10 bag lots	3 05
Tapioca, medium pearl	0 07 0 07 1/2

**RAW FURS.**—Prices continue without change. Dealers say that consignments are not coming forward as freely as they would wish this year, due, no doubt, to the scarcity of all furs in the trapping districts.

Bear, black	4 00 12 00
Raccoon	0 50 1 50
Fisher, dark	5 00 7 00
Otter, dark and fine	15 00 25 00
Marten, dark	8 00 15 00
" brown	3 00 8 00
Mink, dark	2 25 5 00
Fox, red	1 75 4 50
Lynx	4 50 5 50
Weasels	0 10 0 50
Skunk	0 10 0 50

## SOAPS ALL FIRM.

Higher prices are expected in most soaps. The raw markets are all firm and upward in tendency. Castile soap is likely to advance any day.





"Mr. Grocer,—Do you know that SAVOY BRAND is the only high-grade Baked Bean packed in Canada?"

"Do you realize how important it is in these days of Pure Food agitation that you should offer your customers only the best?"

## Savoy Brand Pork and Beans

are prepared according to the original Boston recipe—of carefully selected, hand picked, Canadian Beans and tender Canadian pork. They are as different from other beans as day is from night.

### HERE'S WHERE YOU COME IN

We ask you to stock Savoy Pork and Beans for two reasons—

First. The excellence of this product will strengthen your reputation for handling the "highest quality" food products.

Second. YOU CAN MAKE MORE MONEY ON THEM THAN ON ANY OTHER BRAND. There is strong conviction in this argument. Think it over.

## TWO DOZEN TINS FREE

### EXTRA PROFIT IN ADVANCE

We will give you one case of 2 dozen No. 2 tins of Savoy Pork and Beans free with every five cases of No. 1, No. 2, or No. 3 purchased. This offer also applies to assorted orders for five case lots of these sizes.

Savoy Beans are packed in four sizes, No. ½, No. 1, No. 2, and No. 3, both plain and in Tomato Sauce.

Send your order to your jobber or direct to us. In the latter case, don't fail to mention the wholesaler through whom you prefer the goods to be shipped.

Send in a trial order for five cases. The Beans sell themselves.

"Made in Canada"

Canadian Factory,  
77 Front St. E.

By  
**ARMOUR LIMITED**  
Toronto

# Grocery Raws

You want a fine flavory golden yellow for baking purposes. Perhaps you may think you don't need any of these sugars, but perhaps you are mistaken. Some dealers make a rule of always keeping baking sugars in stock and they get a regular trade for these with a good profit, and so can you.

Trinidad golden yellow in barrels about 230 lbs., at **3<sup>3</sup>/<sub>4</sub>c.**

## Blueberries

Does anybody want Blueberries? Really one of the most delicious fruits that our country produces—They are scarce, but we can offer you

Loggies Brand, <b>2s,</b>	<b>\$1.00</b>
Meaford Preserved, <b>2s,</b>	<b>1.10</b>

## One of the 57

Heinz Tomato Soup, absolutely pure, made from selected ripe tomatoes, rich sweet cream (without meat or stock) blended with choice spices, and perfectly seasoned,

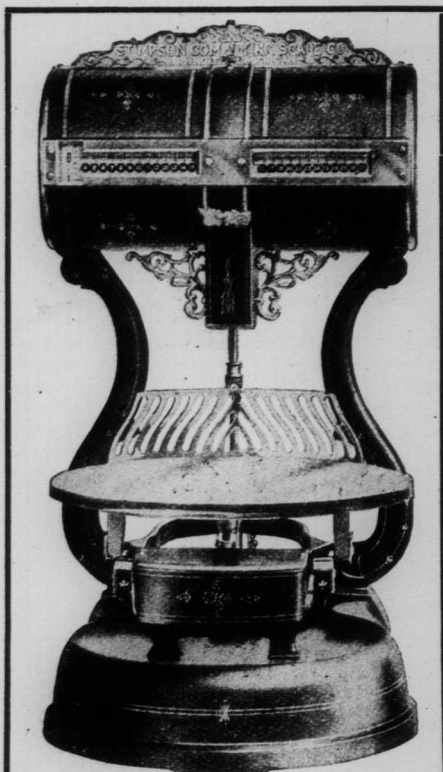
Put up in tins, at **\$2.35** doz., retail, **25c.** each.

## Teas

There's a very great difference between our teas and other teas. You who have tried our bulk blends, know that for quality they cannot be equalled at the prices. Dealers tell us that they have better satisfaction with our black teas than any others which they can buy. We can offer you exceptionally good value to-day. Let us send you samples.

# H. P. ECKARDT & CO.

WHOLESALE GROCERS  
TORONTO



**AUTOMATIC SCALES FOR BUTCHERS AND GROCERS**

95 per cent. of your capital is in your stock. If it pays you to have a cash register to take care of the 5 per cent. you have in cash it should pay you more to have an accurate scale.

Ask us about it.

**Stimpson Computing Scale Co.**

34 Arthur St. Cor. Notre Dame Ave.,

**WINNIPEG**

**COMMON SENSE**

**KILLS** { Roaches and Bed-Bugs  
Rats and Mice

All Dealers and 381 Queen St. W.  
TORONTO, ONT.

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

**Expert Bookkeeping**

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

**Davenport, Pickup & Co.**

622 McIntyre Block and 422 Ashdown Block

**WINNIPEG, MAN.**

**Square your accounts**

**It Pays the Grocer a Living Profit**

*Gold Standard*  
**BAKING POWDER**  
**"GUARANTEED-THE-BEST"**

The BEST materials—The BEST formulae—and—naturally—The BEST BAKING POWDER. Write for our special offer of one case free.

**The Codville-Georgeson Co., Limited, Winnipeg, Man.**

**BOY WANTED**

ANY BOY in every town and village in Canada can earn many dollars by selling our publications among his neighbors and relatives and business men.



YOU can begin at once. No money needed to start. We will provide you with capital. A watch to the boy who does good work, as special prize.

Write at once to

**THE MACLEAN PUBLISHING CO.**

10 Front St. E., TORONTO

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



**Capstan Brand**

PURE JAVA AND MOCHA GROUND

**COFFEE**

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

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

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

Before buying

**SALT**

Write us for quotations and we can save you money

**Mason & Hickey**

108 Princess Street, WINNIPEG, Man.



**CONDENSED OR "WANT" ADVERTISEMENTS**

Advertisements under this heading, i.e. a word each insertion.

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

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

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

**REPRESENTATIVES WANTED**

**AGENCY**—Well connected representatives in Eastern, Western and Central Canada are required by large firm of malt vinegar brewers, in England, with special facilities for meeting the requirements of the Canadian trade. Write fully, stating territory covered, and giving references. Box 101, THE CANADIAN GROCER, 88 Fleet St. E.C., London, England. (tf.)

**FOR SALE.**

**FOR SALE**—Nearly new McLaughlin Niagara "B" Soda Fountain, fitted to use with or without waterworks, also Mott carbonator, revolving bottle and straw-holder, extra bottles and glass-washer and all fittings; two years in use; cost \$414.00, will sell for \$200.00 spot cash; reason for selling, closing out of soda water department. The Barnsdale Trading Co., Stratford.

**FOR SALE**—Cash register, grocer's computing scale, butcher's computing scale, under half price. Apply S. C. Marson, 478 Temple Bldg., Montreal.

**FOR SALE**—Stock of groceries and hardware in live village in central Ontario—stock in first-class condition; situation best in village; reason for selling ill-health. Box 138, CANADIAN GROCER, Toronto.

**SITUATION VACANT.**

**BRIGHT**, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

**SITUATION WANTED**

**ADVERTISER**—7 years' experience in provision and wholesale grocery trade seeks position inside or out. Box 139.

**BUSINESS CHANCES.**

**FOR SALE**—Grocery business; oldest stand in a thriving country town and railway centre on St. Lawrence; good summer trade. Address Box 135, CANADIAN GROCER.

**GROCERY and Provision Business for Sale**—Dwelling and stable connected; large cash trade, capable of expansion; will lease premises. Box 136, CANADIAN GROCER, Toronto.

**WANTED**—TEA MIXER—Capacity 500 lbs.; also tea packer. Apply Box 137, GROCER.

**TRAVELLER WANTED**

**WANTED**—By a leading wholesale house in Calgary, an experienced grocery traveller; only those who are capable of earning a good salary need apply; references required. Address Box Z, Calgary.

**FOR SALE**

That valuable business stand and property situate at New Mills in the County of Restigouche and Province of New Brunswick, known as the J. T. Windsor property.

This property consists of a lot of land containing about 400 acres, having thereon a large two-story store containing a full and well assorted stock of general merchandise, a comfortable and commodious dwelling, warehouse, lobster factory, and a number of smaller buildings. The New Mills Intercolonial Railway Station stands on this lot within 150 yards from the store.

This property also possesses a good deep water harbor, is pleasantly situated on the southern side of the Bay Chaleur and is one of most convenient and desirable stands along the Bay Chaleur, having been one of the principal business stands in Northern New Brunswick during the last fifty years.

For further particulars apply to E. Bertram Windsor, New Mills, N. B., or John McAllister, Barrister, Campbellton, N. B.

**MAPLE SYRUP**



Small's Selected delivered is worth per case of 24 1/2s \$7.70.—12 1/2s \$7.25—6-1s \$7.00. Every grocer should have some continually in stock. It gives tone to the shop. Packed in kiln dried boxes. Each Tin wrapped in tissue.

**PRODUCT CANADA MAPLE EXCHANGE**

**At All Jobbers**



**CRE-MO** should be in all shops.



IT IS PRACTICAL

**The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE**

Acknowledged Sauce of

the Premier the World



**Holbrooks Limited**

Canadian Branch: 25 FRONT ST. E., TORONTO  
Canadian Manager, - H. GILBERT NOBBS

# Our English Brawn

Put in 5 lb. packages.  
Twelve to the Case.

**Undoubtedly Wins Trade and Holds it**

You will find this a splendid seller. Price reasonable and results satisfactory.

Let us Express you a Sample Case.

**THE PARK, BLACKWELL CO.**  
PORK AND BEEF PACKERS LIMITED  
**TORONTO**

# BUTTER

Demand is good, and supplies just about enough to meet it. We would advise buying before bad roads come. We can sell you No. 1 Fresh Creamery in pound blocks or solids (56 pounds to the box) at very reasonable prices. Also Choice Dairy, in pound prints or rolls.

If you have Butter or Eggs to dispose of, write us for prices.

**F. W. FEARMAN CO.,**  
HAMILTON LIMITED



## CORONA

Kettle Rendered Leaf Lard

in

**1 POUND BLOCKS**

(50 pounds in box)

"The Cook's delight — and the Epoure satisfied with its use"

**The Montreal Packing Co.**

LIMITED

MONTREAL, P.Q.

SEND FOR TRIAL ORDER

You're Looking  
For Results



All grocers are. The demand of the people for the Ryan brand of provisions is as insistent as it is reasonable. They — the people — know that our

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

are best quality first, last and all the time.  
Now's a good time to send along that order.



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

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

# Dairy Produce and Provisions

## CHEESE AND BUTTER BULLETIN.

The season for cheese is virtually over. For all that will be done until the new make arrives it might be said that the market will until April be a dead one. Stocks held in Montreal are exceedingly small, perhaps not more than one thousand boxes, or, to be safe, one might say between one and two thousand boxes. Last week a large sale was made, a greater quantity changing hands than for some time past and this transaction brought stocks down to practically nothing. Holdings now are not sufficient to make a market on this side. For this reason the few lots held here will sell at prices which will be fixed in England.

Despite all prophecies and expectations, 14c. was not made in an export way up to the time of writing. That figure was asked a good many times, but when it came to making an offer under this amount the cheese were generally sold. Sales have been made at 13½c. and possibly some have made ¾, but 14c. was not received. Locally, in lots of 25 boxes, as much as 14c. was paid, but this trade is entirely separate from the export business.

Advices from England are somewhat contradictory. One reliable firm writes saying that they look for a falling-off in the demand. At the time of writing they were asking 66s. for a fair sized lot of good quality Canadian cheese, but had not yet obtained it. They were going to hold out for this price a little longer but if it was impossible to obtain it within a short time they were going to accept 65s. because they did not like the look of the market. On the other hand the London Grocery for February, speaking of the situation in cheese, says:

"It is many years since the cheese position was so strong statistically as it is at present, and has been for some months, yet the retailer of cheese will not consider the desirability of bringing his counter prices into line with the wholesale figures, so as to show him a profit. There is hardly a shop in London which is not doing a sevenpenny line. The high prices which have ruled all through the season have been justified by the position, and the public are quite willing to pay 8d. for their cheese. The cheese position is strong enough to maintain the present prices on its own account, but when, in addition to the great shortage, you consider that people here will not look at American canned goods, it is no use blinking at the facts a great injury has been done to the American tinned meat department, and those who consumed these goods are devoting their attention to cheese."

From this it would seem that the market was firm.

Butter is better all round. Last week there was mentioned an improvement in the situation and this week the market is even better.

Quite a lot of business is being done at very good prices. At the moment quotations are steady enough, but high-

er figures would not greatly surprise the trade. Receipts of fresh made creamery have not been large. What there is on the market is in good demand. Returned creamery is still acting as a damper on the market here. A great deal of what is being brought in is being sold speculatively. The trend of the market has not been closely followed by all those bringing in creamery, and in some cases these parties have sold a good bit under what they might obtain without

any difficulty. There is not much dairy tub butter arriving, but receipts of large rolls are quite heavy.

It is not expected that there will be much new made butter on the market before April 1 at the earliest. The consumption of milk and cream in large centres seems to have increased, and for this reason fresh made goods are in light supply. Board of Trade returns show that 805 packages of butter arrived week ending February 23. Total receipts of butter since May 1, 1906, to that date: 607,052 packages.

## PROVISION SITUATION

The situation in the Old Country is but very firm, with a slightly increased domestic demand from the west. Live hogs are the same as last week, \$6.65, and deliveries promise to be a little larger this week. The killings last week totalled 21,000 to 22,000. This week they may be two or three thousand more.

The situation in the Old Country is practically unchanged. Tuesday's cables stated that the accumulations of Danish and low prices had captured the trade of Canadian bacon buyers, and there were no indications of an immediate change. Canadian is selling at 55s. and costing anywhere from 58s. to 60s., and this rotten market condition has continued two months almost, an unprecedented length of time for things to be all going one way. There appears to be a lack of demand, with heavy shipments of Danish. With Danish at 56s. to 57s. and Canadian at 54s. to 56s., the Danish gets the preference. The packers here don't pretend to understand why the English market conducts itself thus and so. They say the market is a sentimental; that February is traditionally bad, and the British are strong on preserving traditions.

Despite the untoward conditions a larger share of the Canadian killings are designed for export because packers are pretty well stocked with domestic cuts.

Continuing the story of the American meat trust's operations in Smithfield market, London, the Daily Telegraph says:

The growth of the trust's operations in England is not looked upon with unconcern by British salesmen, and some express the hope that the facilities for business enjoyed by the American concerns will not be easily extended. The Yankee firms obtained a footing in the market more than ten years ago. The market committee of the corporation do not look with too friendly an eye upon the acquisition by large concerns of a number of shops. It is not in their power to impose a prohibitive rent, for the statute has fixed a maximum. The method adopted by the trust has generally been to acquire the goodwill of a salesman about to retire from business, and, although the tenancy is a weekly one, they have given as much as £15,000 for the goodwill attaching to the business of a single shop. The corporation are jealous of their rights, and enquiries are always made before an old tenant's agreement is transferred to his

nominee, and the committee insist on seeing the books of a salesman to ascertain whether there is really a goodwill to be sold. There is, thus, little danger of a traffic in the tenancies. The trust firms have, however, obtained an important footing. They are, of course, in agreement as to the conduct of their businesses. It is said that the price at which they will dispose of their produce is fixed each morning, and as they hold every pound of the United States meat and control a certain proportion of the Argentine supply, their quotations rule the market so far as American meat is concerned. A butcher requiring a couple of sides of United States beef is given the price at one stall, and he knows he must either accept it or go away without his order being fulfilled, because no other salesmen can supply him at a lower figure. The trust regulates the supply to such a nicety that they never have a glut. It must be admitted that the American meat is of good quality. The fact that it commands practically the same price as English (not Scotch) beef is sufficient to show that the animals despatched to this country are well bred and fat. The Argentine stock hitherto has fetched a low price, but it is within the knowledge of all that South American breeders are laying out fabulous sums to secure the best stock obtainable in Great Britain to improve their herds, and little doubt is entertained at Smithfield that within a short period River Platte meat of high quality will obtain top prices.

The home producer is at a disadvantage in one respect with his foreign opponent, in that he cannot get concessions from railway companies. The trust has secured such rebates on rates for carriage of their beef that no man consigning Scotch meat to London can compete in Smithfield with beef brought from the United States. It costs more to send ten tons of beef from Aberdeen to London than from Boston to Smithfield, including the railway charges from Liverpool. The trust will not use the admirably-equipped new abattoirs at Southampton because the South-Western Railway refuse to give them an advantage of 8s. a ton over the British farmer. To secure ourselves against a big rise in the price of meat in war time it is necessary that we should have many sources of supply, and a gratifying feature of the oversea meat trade is the increase in the amounts shipped from the Argentine and Australia.

**BUTTER, CHEESE, EGGS**

If you have Butter, Cheese or Eggs to sell, write me. I am always in the market to buy. If you want to buy Eggs, Butter or Cheese, write or wire for prices.

**B. H. POWER**

218 ARGYLE STREET, HALIFAX, N.S.

**WINDSOR SALT**

TABLE, DAIRY and CHEESE SALT  
FINE and COARSE SALT

Write for prices

**Toronto Salt Works**

Agents for

**WINDSOR SALT**

**BUTTER and EGGS**

—WE ARE—

**BUYERS and SELLERS**

Correspondence solicited from ONTARIO,  
MANITOBA and LOWER PROVINCES.

**Rutherford, Marshall & Co.**

Wholesale Produce Merchants,

**TORONTO.**

ORDER NOW

**Butter  
Tubs**

**Boxes and Paper**

Best Goods, Prompt Shipment

Prices Right

**WALTER WOODS & CO.**  
Hamilton and Winnipeg

**The "Just-As-Good" Habit**

The Grocer is compelled to say "it's just as good" if he succeeds in inducing a customer to take other than

**Clark's Pork and Beans in Chili Sauce**

That phrase "just as good" is a dangerous one for a Grocer to get into the habit of using. To acquire the reputation of being a "just-as-good" Grocer is the best thing in the world—for your competitor.

**PROVISION AND DAIRY MARKETS.**

**MONTREAL MARKETS.**

PROVISIONS.—A featureless market rules this week. Prices are fluctuating more or less, up one day and down another, but no material change is noticeable, except in compound lard which is this week higher. Some firms are selling at lower figures than are here quoted for this article, but these are the ruling prices. Some few job orders in meats are being booked, but otherwise the market is rather quiet.

Lard, pure tierces	0 11 1/2	0 12 1/2
" tubs	56-lb. tubs 0 12 1/2	0 12 1/2
" 20-lb. pails, wood	0 12 1/2	0 12 1/2
" cases, 10-lb. tins, 60 lbs. in case	0 12 1/2	0 12 1/2
" 5-lb.	0 12 1/2	0 12 1/2
" 3-lb.	0 12 1/2	0 12 1/2
Lard, compound tierces, per lb.	0 09 1/2	0 10 1/2
" tubs	0 10	0 11 1/4
" 20-lb. pails, wood	2 05	2 10
" 20-lb. pails, tin	1 95	2 00
" cases, 10-lb. tins, 60 lbs. in case	0 10 1/2	0 11 1/2
" 5-lb.	0 10 1/2	0 10 1/2
" 3-lb.	0 10 1/2	0 11
Wood net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	22 50
American short cut clear	23 00	24 50
American fat back	24 25	24 75
Breakfast bacon, per lb	0 15 1/2	0 16 1/2
Hams	0 13	0 16 1/2
Extra plate beef, per bbl.	12 50	13 00

BUTTER.—Prices are very steady and business being transacted amounts to a fair volume. If anything, dealers are asking slightly more for their goods this week. Receipts are not very heavy especially in large rolls, for which demand is strong. Creamery is in good supply, and grocers are buying in fairly large quantities.

Choicest creamery, salt, 56 lb. boxes	0 25	0 26
medium creamery	0 23	0 25 1/2
Western dairy	0 19	0 21
Large rolls	0 22	0 22 1/2
Dairy tubs	0 19	0 21

CHEESE.—Prices hold very firm, although there has been no actual advance since last report. Export prices are very near 14c. but stocks held in the city do not amount to anything. For the retail trade there is a supply which will last until the new make arrives, although there is every chance of there being higher prices than now rule.

Ontario, September make	0 14 1/2
late make	0 13 1/2

EGGS.—Held eggs are practically off the market, what few lots are left selling at 28c. to 30c. Fresh laid are selling at all prices, some holders asking as much as 35c. Good eggs are obtainable at 30c. to 32c.

Storage, doz.	0 28	0 31
New laid, doz.	0 30	0 32

HONEY.—Very little trade is being transacted in honey. Stocks in store here are light and receipts are not at all heavy. Prices remain without change.

White clover comb honey	0 13	0 15 1/2
White clover, extracted tins.	0 09	0 10
Buckwheat	0 07	0 07 1/2

**TORONTO.**

PROVISIONS.—Demand for pork products, except lard, is very limited and prices are consequently unchanged. There will be a boost, though, just as soon as business revives with the opening of navigation. Lamb is higher.

Long clear bacon, per lb.	0 11 1/2	0 11 1/2
Smoked breakfast bacon, per lb.	0 15 1/2	0 16
Roll bacon, per lb.	0 11	0 11 1/2
Small hams, per lb.	0 15 1/2	0 16
Medium hams, per lb.	0 12 1/2	0 12 1/2
Large hams, per lb.	0 14	0 15
Shoulder hams, per lb.	0 11	0 11 1/2
Backs, plain, per lb.	0 16	0 16 1/2
" pes meal.	0 17	0 18
Heavy mess pork, per bbl.	22 50	24 00
Short cut, per bbl.	22 50	24 00
Lard, tierces, per lb.	0 12 1/2	0 12 1/2
" tubs	0 12 1/2	0 12 1/2
" pails	0 12 1/2	0 12 1/2
" compounds, per lb.	0 10 1/2	0 10 1/2
Plate beef, per 200-lb. bbl.	11 00	12 00
Beef, hind quarters	8 10	9 00
" front quarters	5 00	6 00
" choice carcasses	6 50	7 50
" common	4 00	5 00
Mutton	0 08	0 10
Lamb	0 11 1/2	0 13 1/2
Hogs, street lots	9 00	9 50
Veal	0 09	0 11 1/2

BUTTER.—The market is considerably stronger, partly because of increased demand and to some extent reduces supplies. Held stocks of dairy are working down, and this also is toning things up. One large commission house claims to be getting as high as 28c. for choice dairy prints, but most houses declare that 25c. is the limit. This same house quoted 24c. for choice rolls, but else-

**EXPORT TRADE DEPARTMENT**

Firms Abroad Open for Canadian Business

**JAMES METHVEN, SON & CO.**

St. George's House  
EASTOHRAP, LONDON, ENG.

Large connection amongst best Wholesale Grocers and Bakers in Great Britain. We also ship several British lines to United States and Canada. Correspondence invited.

**A. C. DOUGHTY & CO.**

Head Office, 22 Eastcheap, LONDON.

PROVISION IMPORTERS  
Invite consignments of Bacon, Hams, Butter, Cheese and Poultry. Telegraphic Address: Avouching, LONDON. Codes: A.B.C. 4th and 5th editions, A1, Western Union. Highest References.

**HENRY COLBECK**

NEWCASTLE-UPON-TYNE.

Invite consignments of green and dried fruits. Newcastle is the centre of one of the largest mining and industrial districts in the United Kingdom, with a population of upwards of 2,000,000 within a 20-mile radius.

**DAVID SCOTT & CO.**

Established 1878. 10 North John St.

LEVERPOOL, ENGLAND.

Splendid connections and references. Try us with a shipment of CANNED GOODS.

T. A.—Scottish, Liverpool.

**JAMES MARSHALL**

ABERDEEN, SCOTLAND.

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

**W. C. GREGSON & CO.,**

PROVISIONS

CEREALS

POULTRY

LIVERPOOL, Produce Exchange Bldg



SEND IN YOUR ORDER EARLY FOR

# LEA and PERRINS' SAUCE



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

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

## FIRE NOTICE

We beg to notify our numerous customers and friends that the fire adjoining our premises on the night of FEBRUARY 20th, did not do us any serious damage and that business is being conducted as usual.

Soliciting your continued patronage and promising prompt attention to all orders,  
 Yours truly,

**M. QUINTAL & FILS, Ltd.**

Wholesale Grocers and Liquor Merchants  
 MONTREAL

## TO MANUFACTURERS' AGENTS:

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

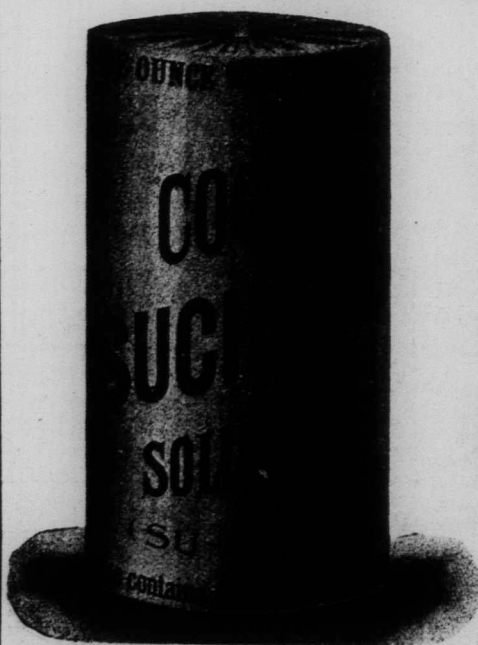
Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager  
**CANADIAN GROCER**  
 Montreal and Toronto.

## Money in Your Pocket

as the result of handling ABSOLUTELY THE BEST Cocoa on the market - **Suchard's**



It's the best because:

It's Soluble

It's Pure

It Sells

It's Profitable

For particulars:  
**FRANK L. BENEDICT & CO.**  
 MONTREAL

DON'T IT LOOK GOOD?

## EDMONTON

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

### Edmonton's Building Record

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

### Clearing House Returns

give Edmonton 13th place. It is rapidly climbing up

### DO YOU WANT TO SHARE THIS TRADE?

Premises to Let—Consignments Received for Storage and Distribution

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

**F. T. FISHER**

Drawer 14

**Edmonton, Alberta**

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## SCOTCHMAN'S OPPOSITION TO CANADIAN CHEESE AND WHY

5 Comiston Gardens,  
Edinburgh, Scotland.

To the Editor "The Canadian Grocer."

Sir.—Some time ago, "The Canadian Grocer" commented on a "United States Consular Report" issued from Washington, D.C., in which reference was made to some "Canadian Methods" of cheese manufacture which had received prominence among our folks in the United Kingdom.

The matter had its origin in certain remarks uttered by Professor Harcourt of the Guelph (Ontario) Agricultural College during the proceedings of the British Medical Congress at Toronto in August last.

These remarks were embodied in an article which appeared in the "Agricultural column" of our leading daily, "The Scotsman" in its issue for September 7th, 1906.

In the issue of "The Scotsman" for December 14th, 1906, further allusion is made to the same subject, mention being made of the fact of the "Scotsman's" article receiving notice in the United States Consular Report referred to. And, apparently, "The Canadian Grocer" in its search for information had to appeal to the United States authorities, and also to Professor Harcourt, according to the report in the "Scotsman" for December 14th, 1906.

What Professor Harcourt said, as stated in the "Scotsman" of September 7th and utilized by the United States Consular Department in their "Report" was certainly very detrimental to the reputation of Canadian cheese and of the conditions and methods of its production.

Indeed, the report quoted Professor Harcourt as stating that the conditions of the production of cheese in Ontario were worse than those believed to exist in Chicago meat canning factories.

The writer visited Canada and the States for about six months in 1905 and so far as "Canadian methods" are concerned in many matters (I have no knowledge of your reputed "Cheese Methods") I was really profoundly disappointed. Your folks generally have a lot to learn and to unlearn in many things, and perhaps there is no place more needing reform than Ontario, and its particularly conceited, bigoted and ill-governed "Queen City." At least the writer was permitted to carry away many impressions which left a very nasty taste.

I venture to enclose for the benefit of "The Canadian Grocer" an extract from our press here dealing with the report for 1906 of the Dominion Government's "Dairy Commissioner" (Mr. J. A. Ruddick) in which a marked and well deserved compliment is paid to our Scottish methods of cheesemaking, so that in the opinion of your own Government's "Commissioner" your folks have something to learn from us over here.

It is as follows from the Edinburgh Evening Despatch:

"The report of the Dairy Commissioner for the Dominion of Canada (Mr. J. A. Ruddick) for 1906 has just come to hand from Ottawa, and is a very interesting publication.

"A large portion of the report is taken up with notes on a visit which

Mr. Ruddick paid to this country, and during which he investigated several features of our dairying system, and amongst other matters cheesemaking in Scotland. On this the writer says that a visit among the sturdy farmers of Wigton, Kirkcudbright, and Ayrshire must always be a pleasure as well as a source of instruction to anyone interested in agriculture, for it is here that some of the finest Cheddar cheese is made. After visiting some fifteen or twenty dairies during the first week in August and making a thorough inspection of the cheese in hand, Mr. Ruddick says, it is easy to understand why some of these cheeses sell for as much as 5s. per cwt. more than the best Canadian. The secret of their success lies not so much in superior skill in the manufacture of cheese as in the care which is exercised in the production of the milk and its delivery to the cheese vat in as nearly perfect condition as possible."

This is quite refreshing and examples similar might be multiplied in general application.

In your issue of Oct. 20, 1905, (P.P.

### MONTHLY COMPETITION.

Window dressing, we believe, is one of the most important parts of the grocery business. It needs encouragement in Canada. For that reason The Canadian Grocer is holding a monthly window dressing competition. Three prizes of \$5, \$3 and \$2 will be awarded each month. Those wishing to enter the competition will send photographs of their windows to THE CANADIAN GROCER, 10 Front St. East, Toronto, accompanied by a written description.

This is a chance for the clerk. No department of the grocery trade offers larger opportunities for advancement than window dressing. If you don't know what you can do, try. If you don't surprise yourself the effort will be a great advantage in any case. No grocer is up to his business if he cannot dress a window. Get into the competition.

21 and 27) which I have beside me, I observe your journal deals with Canadian butter and "Careless Canning." Well, I will just say your folks may not get so good a share of the British market in future unless you mend your ways in many matters of "methods, men, morals, and manners."

I consider Canadians a very selfish race and the treatment meted out to some "Old Country" visitors to your domain very discreditible. I know I received more courtesy in the States.

Personally, I never visited a more selfish and inhospitable country.

Your folks forget what they owe to the "Mother Country." Let all that forced emigration from here cease and it would make a big difference to Canadians.

Canada, without "British prestige" and "capital" would be another story.

Only ignorant, bigoted, conceited and selfish Canadians won't admit such a view, and, unfortunately, they are apparently in the majority.

Remember, we have other wide sources of supply for our food than Canada. Personally, I actively discourage "Made in Canada" goods for very good reasons—for "value received."

Now, your folks admire "candour." I trust you can appreciate this virtue also? I think Mr. Mayor Coatsworth, and some others, including Lt.-Colonel Denison and Mr. H. J. P. Good, 11 Ann St. (Toronto Exhibition) know my candid opinions too. I am, sir,

Yours very truly,

J. CHRISTOPHER McRITCHIE.

### PACIFIC COAST BROKERS.

The Standard Brokerage Company, Limited, of Vancouver, B.C., is a new concern, capitalized at \$50,000, formed to take over and extend the brokerage business, carried on by Arthur Nelson in Vancouver. Mr. Melson, who remains as managing director, has been closely connected with the brokerage business during the whole of his business career, and is well and favorably known to all the wholesale and retail merchants throughout British Columbia.

The company, whose travelers will cover the entire province, already have some very valuable agencies, and are prepared to represent any reliable manufacturer desiring to place their goods on the B.C. market.

British Columbia, which is the largest province in the Dominion, was never more prosperous than it is at the present time, and with the rapid growth of population, manufacturers will do well to turn their attention in that direction, and they could not place their interests in safer hands than those of the Standard Brokerage Co.

As is intimated in the company's advertisement, which appears on page 15 of this issue, they recognize that to build up a successful business as brokers, they must not only be able to sell goods, but must actually take the place of the manufacturer, and as his representative, look after his interests in every respect, (a fact many brokers overlook). The Standard Brokerage Co. claim to be the only firm of brokers at the coast who call upon both wholesale and retail trades, regularly, throughout the province.

### SWEDISH BUTTER IN ENGLAND.

Sweden's export of butter to England is decreasing, owing to increased domestic consumption. The Swedish dairy agent in Great Britain states that during the three first quarters of 1906 the exports amounted to only 26,321,177 pounds, against 30,983,116 pounds during the first nine months of 1905, a decrease of 4,661,939 pounds. At the same time the production of the Swedish creameries is increasing, besides the butter made by the farmers, many of whom now have cream separators and modern churns. The present retail price of butter in Gottenborg ranges from 25 to 29 cents per pound, according to quality.

N. B. Howden, general merchant, Watford, Ont., is dead.

E. J. Wills has joined the traveling staff of G. F. & J. Galt, Winnipeg.

Manager J. K. Black, of the St. Catharines canning factory, attended the canners' convention at Buffalo last week.

Frank Hart, of Hart & Tuckwell, the fruit people, Montreal, is back in the trade again after a two weeks' siege of la grippe.

## SHUTTING OFF CREDIT IN CARTWRIGHT

R. F. Moore, Cartwright, Man., president of Merchants', Limited, the new retail consolidation to which extended reference was made in a recent issue of this paper, was in Winnipeg last week and in the course of an interview gave an interesting account of the first week's experiences. It will be remembered that the dealers in Cartwright have formed a joint stock company in order that by united action they may combat the credit evil and the competition of the mail order houses.

"How did you come to think of this scheme?" asked The Canadian Grocer.

"I have had it in mind for two or three years," was the reply. "One Friday night a month or so ago, we merchants in Cartwright met to pass a resolution on the parcels post matter. From that we naturally drifted into a discussion of the credit troubles and the competition of the mail order houses. I put my propositions before the others in rough form and the next Monday night we met and decided definitely to go on with the deal."

"How did the public receive the news?"

"Not very favorably at first. Most of the farmers shouted 'combine' and said they would send to other towns and to Eatons; some talked of starting another store. But we have met and are meeting all these arguments and I think most people are disposed now to give us a fair trial. I don't think there will be any trouble when people see that we are not enhancing prices."

"I put it to them this way: You will have no kick if you get your goods as cheap as you are getting them now, will you? To that they must answer 'no.' Well then, I add, we expect to be able to sell cheaper to you than we are selling to you now for the reason that we can buy in large quantities."

"You are introducing the coupon system of giving credit, are you not?"

"Yes, we are introducing coupons, both for cash and credit sales. In the first place a customer has to settle all amounts owing before we give him credit at all and in this way we are getting in our accounts. Then credit is given only by the sale of coupon books for which the customer gives his note. This note doesn't bear interest until after a date in the fall when the farmers should have plenty of ready cash."

"How is the scheme working?"

"Very well, but of course there is trouble at the start. One of the wealthiest men in our town sent up the first day for a gallon of coal oil. The messenger had no money with him. We refused to let him take the oil without paying for it by cash or coupon. Of course the account was perfectly safe but we had to maintain our system."

"The man came to the store, very much annoyed, but soon saw the justice of our position."

"You mentioned cash coupon books, Mr. Moore."

"Oh yes, we are selling cash coupon

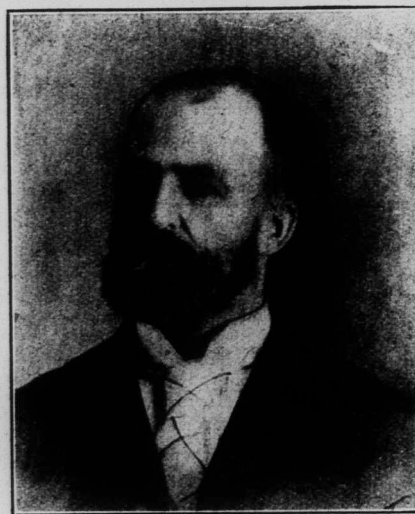
books as well as credit coupons. On a \$10 book we allow 2 per cent. discount, on a \$25 book 3 per cent. discount, and on a \$50 book 5 per cent. discount."

"It is early yet to speak of our experiment," concluded Mr. Moore, "as we have been running now only one week, but so far I am more than pleased with the results. Our cash sales the first week were very satisfactory and our credit sales were a smaller proportion than usual of the total amount."

## ROMANCE OF THE NAVAL ORANGE

LaSalle A. Maynard tells "The Story of the Seedless Orange" in the World To-day for January. Mrs. Luther C. Tibbits of California obtained in 1872 four orange shoots from the Agricultural Department at Washington, sent there by William F. Judson, American Consul at Bahia, Brazil. They were presented to him by a native, who had several shoots of a seedless orange tree growing in a swamp on the Amazon.

Mrs. Tibbits brought the infant trees carefully home and her husband planted



D. J. PURDY, M.P.P.

them in the garden. One died, another was chewed up by a predatory cow, but two lived, and five years later produced sixteen oranges. These sixteen golden globes and their immediate successors produced results comparable only in value to the famous discovery of another kind of gold in Sutter's millrace, and brought fame and no small fortune to their lucky owner.

The new orange could be produced only by budding, and the first buds sold at \$1 each and later at \$5 a dozen. One box of navel oranges was grown in 1880; since then the annual product has risen to ten million boxes, and "the two trees which the cow did not chew have multiplied to over four million." The original parent tree living in 1903 was transferred to the courtyard of the Glenwood Hotel at Riverside, Cal., President Roosevelt aiding in the ceremony of transplantation. Last year the tree bore two bushels of choice fruit, which, of course, were expressed to the White House. In Southern California alone \$100,000,000 is invested in citrus fruit culture, chiefly of oranges, and in related industries.

## BUSINESS MEN IN PUBLIC LIFE

No. 12

D. J. PURDY, M.P.P.

Daniel Jarvis Purdy, M.P.P. for St. John county, N.B., is one of St. John's most prosperous merchants. In addition to conducting a large grocery and provision business on Main street, north end, he is interested in many sailing vessels and river steamers. Mr. Purdy is just now recovering from a very serious attack of pneumonia, which has confined him to his home for some weeks.

Mr. Purdy was born at Jemseg, Queen's county, N.B., on the 24th of May, 1841. He is a son of Frederick J. and Ann Purdy. His early training was received partially at his native place and partially in St. John.

At an early age he entered the employ of James Watson, who did business in a small store on Main street, where Mr. Purdy's store and residence are now located; and in the following year, 1866, bought out Mr. Watson and started on his own account. He has successfully carried on the business since that time.

For many years—almost since he started business, he has been largely interested in shipping, and at present holds controlling interests in eight schooners, all of which are engaged in the coasting trade. Mr. Purdy is also interested in other industries in the city and elsewhere. He does an extensive business as a lime burner, and is a director in the Portland Rolling Mills, Maritime Nail Works, Thompson Manufacturing Co., Dominion Antimony Mines of Nova Scotia, and in the coal mines in Newcastle, N.B. He is also president of the People's Line Steamship Co., and is interested in the steamer Springfield. Mr. Purdy was for five years councillor for the old town of Portland, previous to its union with St. John, and was for four years alderman-at-large for the city. In 1899 he was elected at the general election to a seat in the Provincial Legislature, and re-elected in 1903. As a representative of St. John in the Legislature he proposed the appropriation of a portion of the old St. John fire fund for the benefit of the sufferers by the Indiantown fire. In this he had the entire house against him, but after a determined effort came out victorious. He is a Liberal in politics, a strong advocate of temperance and a member of the Baptist church.

John Coltart, general merchant, of Winnipeg, has sold his stock of boots and shoes to F. X. Addleman.

Metcalfe & Co., Berlin, have moved into their new store. It is one of the nicest grocery premises in the town and indeed in Western Ontario.

The Salada Tea Co. report that their business increased last year in all its branches in the United States and Canada over twenty-three per cent. over 1905 and for the first six weeks of this year their business increased over twenty per cent. over the corresponding six weeks of 1906.



If you desire to handle High Class English Specialties,  
then order from your wholesaler,

# GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.  
AND

# GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.



HIS MAJESTY THE KING

Sole Proprietors:

## GILLARD & CO., LIMITED

London England

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers. write to our representative in your territory.



Unsweetened



## JERSEY Sterilized CREAM

is pure Milk condensed to the consistency of cream and thoroughly sterilized.

Nothing is removed from the Milk but water and nothing whatever is added to it.

Preserved by Sterilization  
**PURE MILK**

Truro Condensed Milk Co., Limited, Truro, N.S.

THE

## Manitoba Canning Co. Ltd. GRANDE POINTE, MAN.

NEW PLANT means BETTER GOODS.

We are now working with the LATEST Canning Machinery, with the BEST WESTERN CATTLE coming daily into our yards.

TRY our Corned Beef and Roast Beef.

When accustomed to the brand you will NEVER be without it.

EVERY TIN GUARANTEED

## NICHOLSON & BAIN, WINNIPEG AND CALGARY



REFINERS NOT PLEASED.

With New Sugar Tariff Amendment,  
But Will Wait to See.

The Government's new sugar tariff amendment providing that to secure the preference raws must be imported direct by ship to agent in Canada from any British country does not appeal to the refiners. But they are not prepared to discuss the subject at length. Seen by The Canadian Grocer, the Montreal refiners said they preferred to wait for a while to see how the new arrangements would work out.

B. McNally, secretary-treasurer of the St. Lawrence Sugar Refining Co., speaking to The Grocer said:

"The new arrangement is certainly unfavorable to Montreal refiners. To me there appears to have been no special reason for this action on the part of the Government. Why should the refiners be compelled to bring their raw sugar into the country via St. John's or Halifax in the winter instead of by way of New York if they wish to benefit by the preferential tariff? It is all very well to talk of building up trade between Canada and the West Indies, but before reaching out for new victories in commerce we must be sure that we are protecting our present industries. We have been getting sugar in via New York for years, and the arrangement is most satisfactory to us. We can obtain supplies on short notice, and we are never short in the case of an emergency. Were we to be dependent upon arrivals by St. John's or Halifax very often in the winter serious trouble would be caused by delayed trains and other such causes which we cannot foresee. In time past we have brought raw sugar in by the Maritime ports, but the arrangement was anything but satisfactory."

FIRE IN MONTREAL.

Through a serious fire occurring in the premises of Daoust, Lalonde & Co., Montreal, Wednesday night of last week, several concerns in the neighborhood suffered considerable loss. N. Quintal & Fils, Ltd., one of the largest wholesale grocery and liquor firms in Montreal, were caused some inconvenience owing to damage by water and smoke. With commendable promptitude, however, they had repairs made and are now, through their energetic measures, once more in a position to carry on business as usual with a fresh stock.

W. P. Wilkins, manager of the Hailey-bury Supply Co., is in Montreal.

advertising departments, which have greatly strengthened both departments and made it possible to materially increase the sale of our specialties. We are so much encouraged over these immediate results that we feel confident a much larger sale awaits us in 1907.

"Our foreign trade, which is of very large proportions, shows good growth and is in a healthy condition. We are sending out more experienced men into countries where our trade has been moderate, but where the increase justifies the belief that careful and thorough work would be amply rewarded." President Crowell claimed that the company's brand of goods was registered and its products sold in more countries in the world than any other brand of goods of any character.

The total assets of the company are given as \$17,044,443.

Hon. Geo. A. Cox, who recently resigned the presidency of the Canadian Bank of Commerce, and is giving up other positions of financial responsibility in order to take life a little easier, retired from the directorate and his place was taken by John Stuart, the able administrator of the company's business in Canada.

Thos. Lougheed, grocer and baker, Barrie, has assigned to T. McCarthy.

R. J. Reynolds, Burlington, baker and confectioner, has assigned to C. S. Scott.

48 Highest Awards In Europe and America

WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA



Registered,  
U. S. Pat. Off.

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

Walter Baker & Co., Limited

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.

MONTREAL, CANADA

Cultivate your Biscuit trade by ordering

McLAUCHLAN'S

Cream Soda Biscuits

McLAUCHLAN & SONS CO. Limited, Manufacturers, OWEN SOUND, Canada

THERE IS A DIFFERENCE—  
A BIG DIFFERENCE

between

Perfection Cream  
Sodas

and all other biscuits. It is generally granted by all practical men that we have reduced baking to an exact science. It is true that we lead as bakers. But the difference does not lie so much in baking because we are convinced that most reputable bakers conduct their business along cleanly and progressive lines. The difference lies in this fact:—



hold all their original goodness—their Quality is lasting because they are packed in air-tight tins after being wrapped in water-proof and dust-proof packing.

Do you wonder that shrewd grocers feature

Perfection Sodas

all the time.

That's another difference.

They mean a good margin of profit and more trade.

THE Mooney  
Biscuit & Candy  
Company,  
LIMITED.

Stratford, - Canada

YOUR CUSTOMER



May not know that

COX'S  
GELATINE

has been on the market for sixty years. If you tell her this, and add that

STRENGTH and PURITY have always been its leading qualities, she will applaud your recommendation of a good article.

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

# Cailler's

GENUINE  
SWISS MILK  
CHOCOLATE

(Pronounced Ka-lay)

Once the Canadian consumer realizes the absolute perfection and delicious purity of **Cailler's Chocolate** he or she will always insist upon getting it.

As a grocer, your duty is to sell the BEST. In the Swiss Milk Chocolate line it's Cailler's.

General Agent for Canada

**William H. Dunn, - MONTREAL**

394-396 St. Paul Street

We beg to advise the Grocers of the Dominion that we are making the finest

## Milk Chocolate

produced in the world, and are using pure Canadian Milk.

## Cowan's Cocoa (Maple Leaf Label)

Absolutely Pure.

**THE COWAN CO., Limited**  
**TORONTO**

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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

CANADA:  
No better  
Country



MOTT'S:  
No better  
Chocolate

It is your customers who must be satisfied—in the use of chocolate for eating and cooking purposes it is

## MOTT'S

"DIAMOND" and  
"ELITE" brands

that will always please them.

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:

J. A. Taylor  
Montreal

R. S. McIndoe  
Toronto

Jos. E. Huxley  
Winnipeg

Arthur Nelson  
Vancouver



### It's Just This Way

You have or you have not what the people want. Since the people insist on having

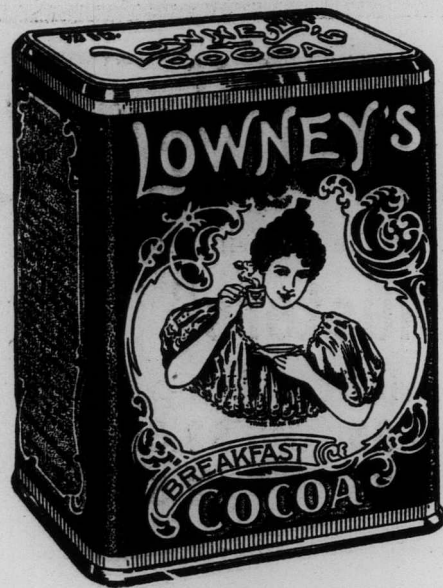
### Nicholson's Mince Meat

it certainly pays all grocers to stock it.

We also recommend

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

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



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulterants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

**THE WALTER M. LOWNEY CO. of Canada, Limited**  
165 William St., - - - MONTREAL, CAN.

## CANADA FLAKES



### 25 Cent Household Package

Each package contains a beautiful china plate or dish.

Every article in this china selection is worth at least 10c.

This free china is part of our advertising expenditure. We thus pay your customers, Mr. Grocer, to talk Canada Flakes. And we frankly state that this method pays us far better than putting the same amount of money into newspapers. The Housewife is the buyer. She receives the full value of the food and the advertising expense as well. She is so pleased that she will buy again.

Try a case of Household Canada Flakes and note the result.

## WHEN YOU WANT A SUPREME TEST

of high-grade Patent Flour, ask yourself these questions—Is it superior for Bakers' and Household use? Is it dependable in the Baking?

Judged by these tests

## PURITY FLOUR

which is produced by the latest improved methods in modern milling from the choicest Manitoba Hard Wheat, stands unequalled for Bakers' Trade and general Household use.

**Western Canada Flour Mills Co., LIMITED**



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office:

Long Distance Phone Main 6060

Phone in your Orders at our expense.

## A WOMAN'S LOGIC

"John Smith's grocery carries poor flour, and I'm afraid of it for other lines. A store that carries poor flour is apt to stock poor coffee."

That's the way the ladies argue, Mr. Grocer, and there's just one way to meet the argument—carry good flour. Our brands are made in a modern mill from best Manitoba wheat.

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

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

Order direct or from our nearest agent.

**THE ALEXANDER MILLING CO. LIMITED**  
**BRANDON, MAN.**

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

# Take Advantage of the Offer Now

We have just revised our stock and find we can offer the following lines:—

## Malaga Raisins "Clusters"

"Countess" Brand in boxes, 5½ lbs. and 22 lbs.

We were selling in Dec. at **0.85**      **\$3.00**

Our price to-day is      -      **0.75**      **2.50**

"Duchess" Brand in boxes, 5½ lbs. and 22 lbs.

We were selling in Dec. at **\$1.20**      **\$4.00**

Our price to-day is      -      **1.00**      **3.50**

## Grenoble Walnuts (Pure Mayettes)

Which were selling in Dec. at **0.12½**

Our price to-day is      -      -      **0.10½**

We are the only firm having **Valencia Raisins** in 100-lbs. Bags.  
This Raisin is the finest Valencia imported in Canada without exception.  
We will sell in 5 bag lots, at **0.06½** per lb.

Our stock of Canned Goods is very complete—nothing but the best known brands.  
Now is the time to buy as the prices will surely advance before long.

We have a lot of fine Red Salmon which we can sell, at **\$1.50** per doz., also a small lot of very good Salmon, at **\$1.00** per doz. Guaranteed in every way.

**TEA** Although the market in **TEAS** is firm, we are prepared to offer **TEA** at special prices in order to reduce our stock.

WRITE, WIRE OR TELEPHONE

**Laporte, Martin & Cie., Limited**  
Wholesale Grocers  
**MONTREAL**

# JAMS, JELLIES, MARMALADES

**Alex. Cairns & Sons, Paisley, Scotland**

This name on a jar, glass or pot of Jam, Jelly or Marmalade means that you are supplying your customers with the best that money and experience can produce. A trial order will convince you.

<b>JAMS</b>	<b>JELLIES</b>	<b>MARMALADES</b>
1-lb. Patent Glass Jars Cases, 2 doz.	1-lb. Porcelain Pots Cases, 4 doz.	1-lb. Patent Glass Jars Cases, 2 doz.
Plum . . . . \$1 80	Apple . . . . 2 00	Scotch Orange . . . . 1 70
Blackberries . . . . 2 10	Gooseberry . . . . 1 90	Home Made Orange . . . . 2 20
Damson . . . . 2 10	Plum . . . . 1 90	Tangerine . . . . 2 30
Gooseberry . . . . 1 90	BRAMBLE . . . . 2 00	Apricot . . . . 2 30
Apricot . . . . 2 10	DAMSON . . . . 2 20	Fig and Lemon . . . . 2 40
Assorted . . . . 2 10		Ginger . . . . 2 40
Red Currant . . . . 2 10	1-lb. Patent Glass Jars Cases, 2 doz.	Ginger and Pineapple . . . . 2 40
Strawberry . . . . 2 20	Black Currant . . . . 2 90	Green Fig . . . . 2 40
Greengage . . . . 2 10	Red Currant . . . . 2 90	Green Fig and Ginger . . . . 2 40
Raspberry and Red Currant . . . . 2 20		Pineapple . . . . 2 40
Black Currant . . . . 2 30		Scotch Orange, in 7-lb. tins, 12 tins in case . . . . 7 20
Raspberry . . . . 2 20		
Strawberry, cases, 12/7-lb. tins . . . . 11 00		
Raspberry, cases, 12/7-lb. tins . . . . 11 00		
Assorted, cases, 12/7-lb. tins . . . . 10 50		

Pure Cows' Feet Table Jelly—1 lb. square glass, patent air tight caps, in flavors, Orange, Lemon, Vanilla and plain . . . . \$2.10  
 Pure Cows' Feet Table Jelly—2 lb. size, same style . . . . 3.75

**F.O.B. Montreal. Net within 30 days. No discount.**

**In lots of Five Cases or more, 5 per cent. off above prices.**

## HUDON, HEBERT & CO.

AGENTS

Limited

**MONTREAL**

**The Most Liberally Managed Firm in Canada**

FRUITS, VEGETABLES AND FISH

Cold Weather Lessens Consumption of Green Fruits—Another Season of High Prices for Lemons is Anticipated — Fish in Good Demand.

The cold weather has put a damper on the fruit business by materially limiting demand. It makes transportation difficult and risky. This is felt especially in unseasonable goods such as strawberries and green vegetables. Oranges and lemons are in fair demand and oranges are a bit firmer. Fruit men are anticipating another season of high prices for lemons. They advanced a shilling in Sicily this week.

The cold weather has, however, stimulated the fish trade and if it holds available stocks, it is said, will be quite cleaned up.

Potatoes have advanced and are scarce everywhere. More Ontario potatoes are coming to market, however. They are better quality than last year and the eastern potatoes, being not so good, the difference is not so marked.

MONTREAL.

GREEN FRUITS.—Fruits are selling in very limited quantities. Prices do not show any changes this week for the reason that there has not been market enough to make any new figures. Lemons and oranges are in fair demand, while bananas are selling perhaps as well as any fruit. Prices are higher in New York for these, but locally remain without change.

New dates, per lb	0 05	0 07
Bananas, fine stalk	1 50	
"    "    jumbos	2 25	
Cocoanuta, per bag	3 75	
Pineapples, crate	4 75	
Tangerines, half box	3 10	3 25
Apples, bbl.	3 00	4 75
Lemons	3 00	3 25
Mexican oranges, box	2 40	
California oranges, new navels	3 10	3 25
Jamaica oranges, per bbl	4 75	
Jamaica oranges, per box	2 65	
Florida oranges, box	3 25	4 00
New figs, per lb	0 08	0 12
Cranberries, Cape Cod, per bbl	8 00	11 00
"    Canadian, bbl	7 50	5 5
"    frozen, bbl	4 01	5 00
Florida grape fruit, box	3 75	4 00
Jamaica grape fruit, box	3 00	3 25
Almeria grapes, per bbl	10 00	10 50

VEGETABLES.—Without doubt the most interesting line in the vegetable market to-day is potatoes. Prices are way up and stocks held in Montreal are very low. As high as \$1.10 is asked for Green Mountains, while other grades are going at \$1. The high prices will no doubt result in large lots being forwarded to the market. Many holders have not been able to sell at the ruling prices without losing money, but with present figures they will be able to cover themselves and will loosen up. Mostly Quebec potatoes are changing hands, few New Brunswick arriving. Cabbage is in fair demand, while considerable trade is being done in imported tomatoes. California celery is also selling freely.

Parley, per doz. bunches	0 75	
Sage, per doz.	0 60	
Savory, per doz.	0 60	
Montreal cabbage, per doz.	0 50	0 75
American Cabbage, bbl	1 75	
Florida tomatoes, crate	4 50	
Turnips, bag	0 75	
Water cress, large bun head, per doz	0 75	
Lettuce, per doz.	0 40	0 50
Boston lettuce, per doz.	1 00	1 50
California celery, crate	6 50	
Radi hes, doz	0 50	
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	2 75
Celery, per bag	0 25	0 30
Potatoes, per bag	1 00	1 10
New potatoes, lb	0 07	
"    "    bbl	9 50	

Jersey sweet potatoes, basket	2 5	
Spanish onions, crate	2 50	
"    "    56 lb cases	0 95	
Red onions, bbl	4 10	
"    "    bag	1 75	
B ets bag	0 75	
Carrots, bag	0 80	1 00
Mushrooms, lb	0 90	1 00
Horseradish, lb	0 15	
Rhubarb, doz. bunches	0 75	
New Orleans shallots, doz	0 60	

FISH.—It is a long time since fish merchants have experienced such activity as now prevails. The trouble lies not in the securing of orders, but in filling them. Lenten demand has been larger than for years, and record sales are being made. As a result many lines are practically off the market, or are at least extremely scarce. Frozen haddock and finnan haddies are out of the market. New tomcods are lower this week, as are also grass pike and flounders. Boiled lobsters are higher, 20c. now being asked. Malpeque shell oysters in the barrel are off the market.

Fresh and Frozen Fish.		
Halibut, express, per lb	0 08	0 09
Fresh express haddock	"	0 06
Grass pike, express	0 05	0 06
Mackerel, large	"	0 10
Dore	0 08	0 09
Cod fish	0 04	0 05
Small sturgeon	0 07	0 08
Flounders, per lb	0 14	0 04
B. O salmon	0 08	0 09
Qual a salmon	0 07	0 08
Smelts	"	0 08
New tomcods, bbl.	2 00	
Frozen herring, large, bbls., 300 fish, per 100 fish	2 10	
"    "    less than bbls., per 100 fish	2 20	
"    "    medium, per 100 fish	1 40	1 50
Smoked and Salted Fish.		
St. John blosters	1 20	
Kippered herring, half boxes	1 20	
Smoked herring, per lb.	0 10	
Yarmouth blosters box	1 20	
Skinless cod, 100 lb. cases	5 50	
Boneless cod, 20 lb. boxes	0 06	
Boneless fish, 20-lb. boxes, bricks	0 05	
Boneless fish, 25-lb., boxes, per lb.	0 08	0 09
Pure boneless cod, per lb.	0 08	0 09
Dry cod in bundles	6 50	
Oysters—		
Standards, bulk, per imp. gal	1 40	
Selects, bulk, per gal.	1 80	
Oyster shells, pinta, per 100	1 00	
"    "    quarts	1 25	
Boiled lobsters, medium, per lb	0 30	
Pickled fish—		
No. 1 Labrador herring, per bbl	5 50	
"    "    per half bbl.	3 25	
No. 1 N.S. herring bbl.	5 00	
"    "    half bbls.	3 40	
No. 1 Lake Trout, 100 lb. kegs	5 00	
No. 1 Sea trout, bbls.	10 50	
No. 1 Sea trout, half bbl.	5 75	
Labrador salmon—		
"    "    in bbls.	12 01	
"    "    in 1/2 bbls.	6 50	
Large green cod, 200 lb. bbls.	9 00	
No. 1 green cod, in bbls. of 200 lbs.	8 00	
Small	5 70	
No. 1 Haddock, bbls. 500 lbs	6 50	

TORONTO.

FRUIT.—Owing to the severity of the weather the fruit business has suffered considerably. Bananas have dropped somewhat in price with little demand. Strawberries remain the same in price, with little or no demand. The fruit business belongs to oranges and lemons this week. Pineapples have strengthened in price considerably.

Oranges, Jamaicas, per bbl	4 50	
"    "    per box	3 50	
"    "    Florida, 12 1/2-21 1/2	2 75	3 00
"    "    Mexican, 12 1/2-21 1/2	2 01	2 25
"    "    Tangerines, half box	3 25	
"    "    Valencias, 420's and 711's	3 25	5 50
"    "    navels, 9's, 250's	2 65	3 25
"    "    marmalade, 160's, 200's, 210's, per box	2 25	2 50
Grape fruit, 46's 50's	3 25	4 00
Lemons, Californias, boxes	3 50	
"    "    Messinas, 30's-36's	2 50	3 00
Pineapples, Florida and Cuban, 30's and 24's	4 25	5 00
Apples, snows	2 00	3 00
"    "    Spies	3 25	4 25
"    "    Baldwins	3 00	2 50
"    "    Greenings	2 00	2 50
"    "    Kings	3 10	3 00

**McWILLIAM**

## Mc. AND E.

EVERIST

23-27 Church St., TORONTO

are unloading this week

**Five Cars California Navels**

consisting of the following brands:

Golden Flower, Chinook Rose,  
Golden Gate, Arch and  
Clover

**Two Cars Messina Lemons**

(St. Nicholas and Kicker Brand)

**One Car Valencia Oranges**

**Two Cars Valencia Onions**

**One Car Grape Fruit**

**One Car Bahama Oranges**

also California Celery, Pine Apples,  
Bananas, etc.

# 3

**Brands**

## California Navels

that you can bank on are

Extra Fancy

GOLDEN FLOWER

Fancy

GOLDEN FRUIT

Extra Choice

GOLDEN GATE

Grown and packed by

**REDLANDS GOLDEN ORANGE ASSN.**

Redlands, California

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Bananas, per bunch.....	1 15	3 00
Red bananas, per bunch.....		3 50
Cranberries, per barrel.....	8 70	9 50
" " crate.....	3 10	3 25
Strawberries, per qt.....	0 55	0 60

VEGETABLES.—The vegetable trade is also suffering from the severity of the weather. Trade is quiet with the exception of potatoes, the price of which has advanced 20c. Boston lettuce has dropped 10c.

Potatoes, Delawares, per bag.....	1 10	1 20
" Ontario.....		0 75
Sweet potatoes, per hamper.....	2 00	2 75
Onions, Spanish, per large case.....	3 25	3 50
" " small case.....		1 25
" Yellow Danvers, bags.....		1 40
" Canadian, per bag.....		1 75
Cabbage, new Canadian, per bbl.....	1 50	2 00
Beets, new, per bushel.....	0 40	0 50
Carrots, Canadian, per bushel.....	0 40	0 50
Lettuce, per doz. bunches.....	0 35	0 40
Lettuce, Boston, large, per doz. heads.....		1 40
Green onions, per doz.....	0 15	0 30
Radishes, Canadian round, per doz.....	2 25	2 50
Cucumbers, hot house, per doz.....		1 00
Mushrooms, imported, 1 lb. boxes, per lb.....		1 40
Beans, white, prime, bush.....		1 50
" " hand-picked, bush.....		0 06
" Lima, per lb.....	0 06	0 06 1/2
Watercress, per doz. bunches.....		0 25
Tomatoes, Cuba, per 6 basket crate.....		5 00
Tomatoes Florida, per 5-lb. basket.....		1 00
Peppers, per basket.....		0 25
Parsley, per doz.....	0 20	0 25
Parsley, Jumbo bunches, per doz.....		0 75
Turnips, per bag.....		0 35
Mint, per doz.....	0 15	0 20
Celery.....	0 40	0 50
" California, per case, 5 to 8 doz.....		5 75
Squash per doz.....	1 00	1 25
Leeks, per doz.....		0 25
Pumpkins, per doz.....	0 75	1 00
Paranips per bush.....		0 50
Sage, savory, thyme, etc, per doz bunches.....		0 10
Fancy Baltimore spinach, per hamper.....		1 25
Oyster plant, per doz bunches.....		0 40
Artichokes, per bag.....	1 00	1 50
Rhubarb, per doz. bunches.....	1 25	1 40

FISH.—The fish trade remains firm with few changes in price. Fresh had-dock are now 6c. This week frozen sea herring are to be had at \$2.25 per barrel.

Fresh halibut.....	0 18
Haddock, fresh caught, per lb.....	0 06
Fresh cod, per lb.....	0 07 0 08
Fresh lobsters, boiled, per lb.....	0 20 0 25
Shrimps per gal.....	1 20 1 25
Whitefish, per lb.....	0 10 0 12
Salmon trout, per lb.....	0 19 0 10
Ciscoes, per basket.....	1 25
Striped bass, per lb.....	0 15
Blue fish, per lb.....	0 10
Frozen mackerel.....	0 10
Home cured blosters, per basket.....	1 25
Eastern salmon, per lb.....	0 20
Finnan haddie, per lb.....	0 08 0 09
Oysters, per gal.....	1 70 1 90
Labrador herring, per half bbl.....	3 10 3 25
" bbl.....	5 50 6 00
Frozen Halibut, per lb.....	0 10
Pink Salmon, per lb.....	0 10
Red ".....	0 10
Fancy Manitoba white fish, per lb.....	0 10 0 11
Smelts, No. 1, per lb.....	0 10
" extra, per lb.....	0 15
Lake Superior herrings, per lb.....	0 07 1/2 0 04
Pike, per lb.....	0 0 1/2
Yellow perch, per lb.....	0 8
Kipperd herrings.....	1 25
Sea herrings, per 100 count.....	2 25
Goldeyes, per lb.....	0 05 1/2 0 06

FRUIT FROM AFRICA.

A Montreal firm, Hart & Tuckwell, recently imported from Cape Colony, South Africa, a direct shipment of plums and peaches, which arrived in first-class order. The fruit was good looking and had suffered no ill effects in transport. Prices are very high for this sort of fruit, averaging \$3 a box of 28 in the case of plums.

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO. INGERSOLL

ESTABLISHED 1886

Mr. Grocer

In addition to our large FRUIT AND FISH business we have a special department for handling BUTTER, EGGS and general Farm Produce. A special staff of trained men will look after your interests.

THE EGG AND BUTTER MARKETS ARE VERY STRONG AT PRESENT

High prices assured by shipping at once

Send for our Weekly Market News

WHITE & CO., Limited TORONTO

Branch at Hamilton

Phone Main 4106

Lemon Quality Race

From Fruiter's Special Correspondent.

Feb. 26th, 2.30 p.m.—Skipper Tracuzzi's "St. Nicholas" leading by 23 lengths. Gaining steadily. Conditions fair.

B. L. O. E.

WE ARE HAVING FREQUENT ARRIVALS OF

Oranges, Lemons, Bananas, Onions, Strawberries, Spinach and other goods.

YOUR ORDERS WILL HAVE ATTENTION.

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES  
Extra Fancy and Extra Choice.  
Car Finest VALENCIA ORANGES  
Regular and Large 420 size.

Car SEVILLE (MARMALADE) ORANGES  
Car FANCY BANANAS  
Jumbo Bunches.

Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.

HUGH WALKER & SON GUELPH, ONT.

SIGNAL BRAND ORANGES

Extra fancy California Navel Oranges, Signal Brand, 150's, 176's, 200's,	\$3.00
" choice " " " 96's, 126's,	2.85
Finest Indian River Florida Oranges, all sizes, various brands,	2.75
" " " " Grape Fruit, 64's, 80's,	2.75
" Jersey Cranberries per bbl.	3.00
	7.00

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

BANANAS

exclusively the year around. Best fruit Properly crated Lowest prices

JOSEPH BROWN & SONS  
29 and 31 Youville Square  
Montreal



Money Getters

Peanut, Popcorn and Combination Machines. Great variety on easy terms Catalog free.

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

# BASKETS

We make them in all shapes and sizes. We have

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

In fact, all kinds; besides being very neat in appearance, they are strong and durable. Send your orders to

THE . . .

**Oakville Basket Co.**  
Oakville, Ont.

## PROFIT AND GOODNESS

That's exactly what you get, Mr. Grocer, by featuring our

### Jams and Jellies

There's a direct profit in them and their genuine goodness assures an indirect profit as well. Our

### Pure Apple Juice

is still the prime favorite. Send for particulars.

The Belleville Fruit and Vinegar Co., Ltd.  
Belleville, Ont.

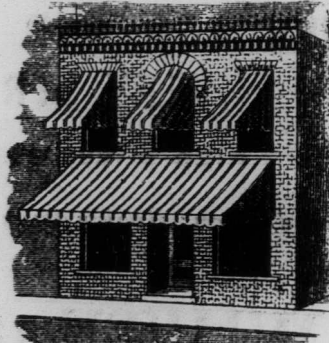
Persons addressing advertisers will kindly mention having seen their advertisement in The Canadian Grocer.

The GRAY, YOUNG & SPARLING CO., Limited

## SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871



If you want an Awning, why not try The Tobin Tent & Awning Co., Ottawa? It's worth considering.

## JUST ARRIVED

Special direct shipment of

- No. 1 Labrador Herring
- No. 1 Newfoundland Herring
- No. 1 Caspe Herring

Quality the very best. Prices are right. Order before supply is exhausted.

### J. & R. McLEA

Wholesale Fish Dealers  
23 Common St. MONTREAL

## OUR BUSINESS

IS

## Fruit and Nuts

Our 34 years' experience in the City of London is at your disposal. Our warehouses are in the centre of the hub of the Universe.

## We Are Fully Alive

to the great possibilities of your vast Dominion, and we want to get in touch with a few only well connected firms in the chief Canadian centres of commerce.

## We Are Reaching Out

for a share of your prosperity, as we are certain we can supply you with lines that will please you and increase your trade.

**Fruits, Green and Dried, and Nuts are our Specialties.**

**Oranges, Lemons, Grapes, Figs, Nuts, Almonds, Shelled Walnuts, etc.**

C. & F. prices given for car lots.

## FRED<sup>K</sup>. FISHER & SONS

St. Magnus House, Monument St.  
LONDON, ENGLAND

## SHIP TO US

We pay highest market prices for

## DRIED APPLES

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

### THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,  
HAMILTON

### W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

We are now booking orders for Frozen Smelts, Mackerel, Atlantic Salmon, Flounders, Herring, and can make shipment as soon as weather is suitable.

IF IT IS

# SALT

you require, we have it.

Full assortment of the best brands.

## VERRET, STEWART & CO.

MONTREAL

Limited

# HALIFAX QUOTATION SHORE CODFISH

February 7th

Ex Store.

\$8.00 per 100 lb.

Supply Limited

## SCOTIA BRAND

In 2-lb. boxes  
In 1-lb. tablets

\$9.00 per 100 lb.  
8.00 per 100 lb.

Average weight Skin and Bones of a Codfish 30 per cent. of total.

Balance in favor of Scotia Brand.

In 2-lb. boxes  
In 1-lb. tablets

\$2.50 per 100 lb.  
3.50 per 100 lb.

plus all the labor of preparing for table.

Do you see the point, and is it not worth while to explain to your customers ?

MONTREAL—A. A. Perry, 6 St. Sacrament St.  
HAMILTON—Alfred Powls.

TORONTO—Anderson Powls & Co.

LONDON—Wm. G. Coles & Co.

OTTAWA—Frank Grierson.

Or write us direct. We can interest you

# HALIFAX FISH CO.

LIMITED

1907

FISH

FISH

FISH

The Lenten Season is at hand, and you will need a supply of the famous "Brunswick Brand" of canned

**SARDINE S**  
**KIPPERED HERRING**  
**FINNAN HADDIES**  
**PURE BONELESS FISH**  
**PURE BONELESS COD**

also Fresh Frozen Herrings, Cod, Haddock, Hake and Pollock in their season.

Correspondence cheerfully and promptly acknowledged

**Connors Bros., Limited**

Black's Harbour, N. B.

## 6 Reasons for Buying and Selling King Oscar Sardines

- 1 KING OSCAR SARDINES are packed from the choicest fish.
- 2 KING OSCAR SARDINES are packed in the purest virgin Olive Oil.
- 3 KING OSCAR SARDINES are packed in patented whole-pressed tins and are practically solderless.
- 4 KING OSCAR SARDINES are boneless and scaleless
- 5 KING OSCAR SARDINES are supplied in the most clean and attractive tin in the market.
- 6 H. M. KING OSCAR has granted us permission to use H. M. name and picture on the King Oscar Sardines which is a guarantee for superior quality.

For Sale by all Wholesale Grocers

**John W. Bickle & Greening**

(J. A. HENDERSON)  
Canadian Agents, HAMILTON

# E. D. SMITH'S

## Jams, Jellies and Preserves

GUARANTEED PURE



The above is a reproduction from a Photograph of a Window taken in Winnipeg showing

# E. D. SMITH'S

## Pure Jams, Jellies and Preserves

Sold by all the Best Grocers

Manufacturers 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.

## SUPPLIES FOR LENT

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**New Skinless Dressed Cod**, in 100-lb. cases.  
**Pure Boneless Cod**, in 1-lb. and 2-lb. bricks.  
**Labrador Herrings**, in brls. and half brls.  
**Labrador Salmon**, in brls. and half brls.  
**Labrador Sea Trout**, in brls and half brls.

*Fresh Frozen Pike, Pickerel, Salmon, Mackerel, Halibut,  
Cod, Sea Herrings, Smelts and Tomcods.*

**Bulk Oysters by the Gallon**  
"Standards" and "Selects."

*All kinds of Fresh, Frozen, Smoked, Dried, Salted, Pickled  
and Prepared Fish in Season.*

Mail Orders Solicited.

Branches:  
ST. JOHN, N.B.  
GRAND RIVER  
GASPE

**LEONARD BROS.**

Wholesale Fish Dealers  
20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

LONG DISTANCE  
TELEPHONES

## STOCK UP NOW

**GREENBANK LYE**, 1-lb. tin solid.

**RED HEART LYE**, 8-oz., 12-oz. and 10-lb. tins.

**CHLORIDE OF LIME**, tins  $\frac{1}{8}$ s,  $\frac{1}{2}$ s.

**THE PUREST—THE BEST**

Manufactured by

**The United Alkali Co., Liverpool, England**

**L. Chaput Fils & Cie.,** DISTRIBUTORS

WHOLESALE IMPORTERS

2, 4, 6, 8 De Bresoles Street, MONTREAL

## CIGAR GOODNESS

Some grocers overlook that point—although there isn't a grocer in Canada who can afford to do so. The quality of your goods originates more trade than almost anything else, while it is absolutely certain that quality goods can alone retain trade. You must cater to the tastes of your customers, and—judging by the orders arriving from grocers in all parts of Canada—the

# PHARAOH and PEBBLE

Cigars must be mighty popular. There are reasons for their popularity.

**Pharaoh** is a carefully made Cigar—I personally select and supervise the maturing of every leaf of tobacco used in my factory—and easily worth fifteen cents but retails for ten.

**Pebble** is the five cent head liner. Smokers marvel at its goodness and some grocers sell it for ten.

**N.B.—The Payne Plan of doing business says more for the sterling quality of my Cigars than all the words we could print. Do you know that plan?**

**J. BRUCE PAYNE, Limited, GRANBY, QUEBEC**

## Good Business

The kind of business that pays depends largely on the brands of tobacco you carry. There was a time when tobacco had little to do with the grocery business; but that's so long ago that we do not remember it. There's a multitude of men sitting in smoking jackets and here's about the way Mr. Smoker talks: "You might make it a point to order your groceries at Smith's. Smith carries a good stock of

# T. & B.

the best tobacco placed on the market to-day. The Grocer who is wise enough to appreciate tobacco quality and its influence is wise enough to appreciate quality in every article he sells. Go to Smith's, and, by-the-way, you might bring a couple of packages marked **T. & B.** with you." Enough said for the shrewd grocer to think over.

**T. & B. Tobacco sells more than Tobacco.**

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

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**ATTRACTIVE FOOD STUFF SHOW AT CARSLY'S  
IN MONTREAL**

Exhibitors were numerous at the International Food Fair held at Carsley's departmental store, Montreal, during the past month.

Booths were attractively dressed and every day young ladies were kept busy demonstrating the merits of the food-stuffs contained therein.

Alex. Forman, manager of the grocery department of the store went around with a broad smile on his face most of the time and was here, there and everywhere with a good word to help things along.

**Edwardsburg Starch Co.**

At all food fairs one may be certain that if the Edwardsburg Starch Company is one of the exhibiting firms it has a neat and showy booth. They had at Carsley's. It was opposite one of the elevators, and was dressed most tastily, being a double one. The company's different syrups were there for the public to taste and economies on Crown Brand table syrup were numerous. Benson's Prepared Corn Starch, Silver Gloss Starch and Edwardsburg No. 1 White were the starches displayed.

**Something Good in Cream.**

St. Charles Evaporated Cream was there, too. So were Ewing's Club and Price of Wales coffees. And those who tasted the dainty little sample cups of coffee, in which St. Charles cream was used, went away thinking that these articles were certainly the real thing.

**Small's Specialties**

Cremo, maple dust, Small's maple creams, and Small's pure maple syrup were the lines shown in the booth of the Canada Maple Exchange. The decorative scheme was nicely carried out, and the goods shown were in keeping with the decorations as most everyone knows they would be.

**Lowney's Goods.**

The Walter M. Lowney Company, of Canada, had work cut out for themselves in keeping up with the demand for their excellent cocoa and chocolates. All day there was a crowd before their booth.

**Seal Brand Coffee.**

It is hardly necessary to say anything about Chase & Sanborn's Seal Brand Coffee. The grocers all know it and appreciate it. Evidently the public did too, from remarks heard around the booth.

**The Chocolate Girl.**

Walter Baker & Co. is a firm that was very much in evidence throughout the fair. Their chocolate girl, a young lady attired in costume after the style of their trade mark, a lady serving chocolate, attracted much attention.

**Canada Flakes.**

A dainty dish of breakfast food was that served to all those desirous of tasting Canada Flakes. This food touches the right spot.

**Cowan's Goods.**

Everybody seemed to like Cowan's Perfection Cocoa, and Cowan's chocolates. Milk and plain chocolate, as well as cream bars, croquettes, wafers, icing and a variety of other specialties were shown by the Cowan Co.

**A New Food.**

Dr. Price's Food is a new cereal on the Canadian market. Composed of wheat and celery, it is something out of the usual style.

**Drysalters Exhibit.**

Soap in the making was shown in the booth of the Drysalters people. An amusing incident occurred one day when a lady mistaking a central pile of soap chips for breakfast food, which it much resembled, tasted the article before she was seen by the demonstrator. Mother's favorite, liberty, lilac, heliotrope, viol odorata, jockey club, sandal wood, were the different brands of soap shown.

**Ozo There, As Usual.**

One of the most attractive booths at the fair was that of the Ozo people. Those wanting to hear something about an excellent pickle went to this booth, where they were given samples of the company's products. Jams were also shown here. Favorable remarks upon the quality of all their goods could be heard any day in that part of the store. T. R. Butt, a city traveler, was in charge.

**White Moss Coconut.**

The Canadian Coconut Company had on display their White Moss Brand Coconut, which was eagerly sampled by shoppers. Mr. McLean was always ready and willing to explain the process by which the article was manufactured.

**SWEET  
CAPORAL**



**CIGARETTES**

**STANDARD  
OF THE  
WORLD**

old by all the Wholesale trade

**CLAY PIPES**

A perfect article. Sell it.  
Insist upon having McDougall's.

**D. McDOUGALL & CO., Glasgow, Scot.**

Merchants from all parts of the  
Dominion are welcome at

**JOS. COTE'S**

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco  
Biscuits. Confectionery  
Moderate Prices. Prompt Delivery  
Office and Sample Room, 188 St. Paul St.  
Warehouse, 119 St. Andrew Street  
Phone 1272  
Branch: 179 St. Joseph St.  
Phone 2097  
**QUEBEC**

**All First-Class Grocers**

**Handle**

**OLD CHUM**

**Cut Plug Smoking Tobacco**

**It's a Trade Bringer.**

**Shredded Wheat.**

A small hand-shredding machine attracted the attention of visitors to the booth occupied by the Shredded Wheat Company. Shredded wheat and triscuit were demonstrated during the month, and more fame was attained by both lines.

**Vita and Lipton's Teas.**

Laporte Martin & Co. were represented by two lines known by the majority. These are Lipton's teas and vita. The latter is a fluid beef which is rapidly gaining favor.

**Popular Soap.**

Comfort Soap had a nice stand where were shown as well as Comfort Brand Soap, Handy Ammonia, Diamond Dye and Dingman's Ideal Blue.

**Ogilvie's Flour.**

Royal Household Flour was to be seen in the booth of the Ogilvie Flour Mills Co., occupying a prominent place.

**Sunlight Soap.**

Mr. Probert was in charge of the Sunlight Soap booth. Several brands of soap were to be seen as well as vim, a cleanser which is gaining popularity.

**Bovril's Showing.**

"And Still They Want More Bovril." So did the people who visited and sampled that fluid beef. Bovril was in demand during the cold weather of the fair.

Displays were made also by Universal Breadmaker people, Thos. Davidson Manufacturing Co., Noyes Ontario Grape Juice, Perrier Water, Shirreff Manufacturing Co.

**CONDITIONS IN CUBA.**

H. Simon, of H. Simon & Sons, cigar manufacturers, Montreal, has just returned from a combined business and pleasure trip to Cuba. Speaking to The Canadian Grocer about conditions on the island, he said that the planters expected to have this year a fair average crop. For a long time they were afraid there was going to be trouble owing to the lack of rain, none having fallen between October, 1906, and January last. The week before Mr. Simon arrived rain came and there have been two or three showers since, so that growers are again

optimistic. The trouble with rebellious natives made the planting season come a little later this year, but this will have no worse effect than the making late of the season for picking the tobacco.

**CAUSES OF FAILURE.**

Bradstreets of January 22, analyzes the failures of 1906 in the Dominion of Canada and Newfoundland, as follows:

Failures due to	No.	Assets.
Incompetence	203	\$ 878,185
Inexperience	41	250,238
Lack of capital	626	2,266,775
Unwise credits	13	190,100
Failures of others	14	101,200
Extravagance	9	52,175
Neglect	41	52,064
Competition	9	12,213
Specific conditions	168	392,766
Speculation	7	26,600
Fraud	108	182,760

Totals ... .. 1,239 \$4,305,076

Hanna & Co., general merchants, Wingham, have dissolved, Geo. C. Hanna retiring.

T. G. Healy and G. H. Victors, Vancouver, have severed their connection with the Edgett "Store of Plenty" and will go into business on their own account.



**REFRIGERATORS**  
FOR BUTCHERS AND GROCERS.  
**EUREKA REFRIGERATOR CO., Ltd., TORONTO, CAN.**

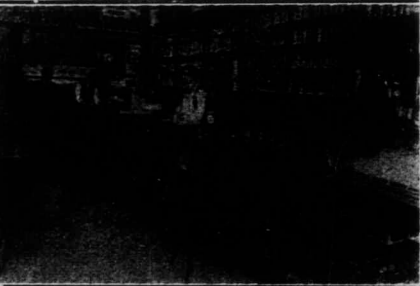
**Walker Bin Fixtures**

combine the greatest utility with an attractiveness that makes for business building.

They are labor saving, and convenient to the user and they create an impression on the customer by their attractiveness and the cleanliness of their display.

**They improve the character, quality and volume of business.**

They pay for themselves quickly in increased sales.



**Write for Illustrated Catalogue—  
"Modern Grocery Fixtures."**

The  
**WALKER BIN & STORE FIXTURE CO.**  
Ltd., BERLIN, ONT.

Representatives:  
WINNIPEG, Man.—  
STUART WATSON & CO.  
REGINA, Sask.:  
THE H. W. LAIRD CO., LTD.

**Ten Cents**

**Royal Sport**

**Five Cents**

**Hogen-Mogen**

Two lines that please every time.

If your tobacco department does not pay it's because you do not carry paying lines. Just give these two lines a fair trial and you will be surprised at the returns you will receive. You will be interested in learning of our special plan to help our customers. Drop us a line.

**The SHERBROOKE CIGAR CO.**  
SHERBROOKE, QUE.





Keep

## **BOECKH'S BROOMS**

to the **front**, and you will never get **behind** in your trade.

Boeckh's Brooms are made to please the housewife, that is why they are the favorite.

You require no stronger argument with your jobber to insist upon getting **BOECKH'S BROOMS**.

**UNITED FACTORIES, LIMITED**

TORONTO, CANADA

## **"UNISYSTEMS"**

You may buy biscuits at seven cents a pound and sell them at twelve and think you are making five cents profit, but do you know the cost of doing business, the cost of selling your goods? If not, ask us. Better do it now.

**UNIVERSAL SYSTEMS, LIMITED**

8-10 ADELAIDE STREET WEST  
**TORONTO**

14 BANK OF OTTAWA BLDG.  
**MONTREAL**

# "WELL, I GUESS"—

Means loss and failure in these days of swift business, good service and close profits.

You ought to *know*, not guess. Improving all the time? Some day you'll get an

"ENTERPRISE"

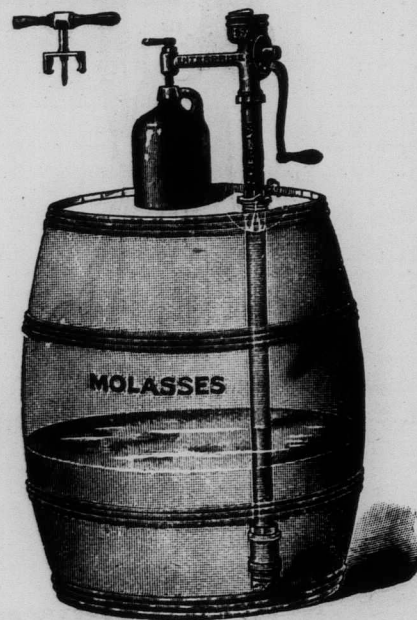
## Self-Priming and Measuring Pump

WITH NEW TOTAL REGISTERING DEVICE

Why not order it to-day? Pumps cost \$6.00; auger costs 75 cents. Measures accurately and shows when the supply is running low.

Another *Indispensable*, to largely increase sales of dried beef, the "ENTERPRISE" **SMOKED BEEF SHAVES**, Rotary or Pendulum. Write for prices and our catalogue of Enterprise Hardware Specialties.

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



### SAVE MONEY

You are quite anxious to do so—  
But the Grocer who has installed a

### Duplex Counter Check Book

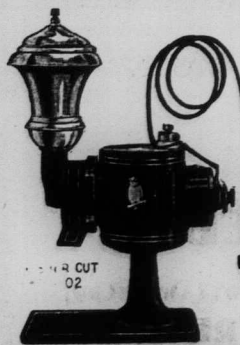
is actually doing so. Yes that book does save money because it does save time.

Let's send you particulars

The Carter-Crume Company, Limited  
Toronto and Montreal



### ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

## COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders  
Wear Longest

Grinding  
Capacity

Granulating 2 lbs.  
per minute.

### COLES MANUFACTURING CO.

No. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

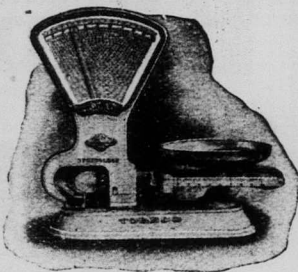
AGENTS:

Todhunter, Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

## TOLEDO COMPUTING SCALES

Automatic but Springless.  
 The "Toledo" is a money saver because it positively stops the giving of overweight.  
 A time saver because it is Automatic.  
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.  
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.  
 It is honest both to the merchant and customer.  
 The Toledo system costs you nothing because it is paid for with the money you are now losing.  
 For Catalogue and information apply,



**THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.**

**The Arctic Refrigerator**, made for all lines of business. We have **just what the grocer needs**. The best on the market. Write for our new catalog.  
**JOHN HILLOCK & CO., LIMITED** TORONTO, ONT

### TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

### "Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).  
 Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

## BLACK JACK

WILL BRING NEW CUSTOMERS TO YOUR STORE.



TRY IT

SOLD BY ALL  
 JOBBERS

3/4-lb. tins—8 doz. in case.

—BUY—

## Star Brand

COTTON CLOTHES LINES

—AND—

## COTTON TWINE

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

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

## Gain More Oil Customers

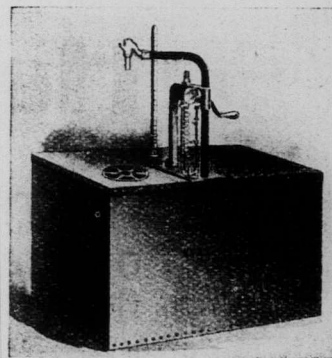
Bowser Self-Measuring Oil Tanks bring you more trade because customers appreciate the fact that the oil is drawn instantly, that the measure is always accurate, that the oil is pure, and that the store itself is so clean.

Besides bringing new customers, the Bowser increases the profits on all sales made, by preventing evaporation, leakage, waste, overflow and over-measurement.

The Bowser costs you nothing because it is paid for by the money you are now losing.

Write now for free booklet B explaining the many Bowser styles.

**S. F. BOWSER & CO., INC. 66-68 Fraser Ave., TORONTO**



Cut No. 19—Type B

One of 50 Styles

## Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

### 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.

# Beauce Brand Maple Syrup

Send your in orders in NOW—the sap will soon be running—it may be a big run—it may be only a small one. Take no chances—first come first served—let us have your order at once. Grocers who have handled our BEAUCE Brand for years past know better than we can tell them, that it is no experiment. In maple syrup it is the

## Greatest Value

obtainable, showing a

## Handsome Profit

The syrup obtained from the sap of the Beauce County maples is the finest in the world—ours is refined by special machinery and meets the requirements of the pure food laws.

**MACLAREN IMPERIAL CHEESE CO.**  
**Toronto**  
**LIMITED**

Qu  
Th  
respons  
Grocer,

Cook's Frie  
Size 1, in 2  
" 10, in 4  
" 2, in 6  
" 12, in 6  
" 2, in 4  
Pound tins,  
12-oz. tins,  
5-lb. "

Diamond-  
1-lb. tins, 2  
1-lb. tins, 3  
1-lb. tins, 4

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

Ocean Bakir  
" "  
Bora  
Corn  
Freig



BO  
Sices  
Royal-Dime  
" 1 lb..  
" 2 oz..  
" 1 lb..  
" 1 lb..  
" 1 lb..  
" 2 lb..  
" 5 lb..

arrels—Wh  
cent. disc  
OLEVE

Cleveland's—  
"  
"  
"  
"

Barrels—Wh  
cent. disc

Crown Brand  
1 lb. tins, 2 d  
1 lb. " 2  
1 lb. " 4

Keen's Oxfor  
In 10-box  
Beckitt's Squ  
Beckitt's Squ  
Gillett's Mam  
Nixey's "Oer  
"

accordi

## 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.

March 1, 1907.

**Baking Powder.**

Cook's Friend— Per doz.

Size 1, in 2 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 5, in 4 ".....	0 45
Found tins, 2 doz. in case.....	3 00
12-oz. tins, 2 doz. in case.....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

**Diamond—**

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-do. ....	10c.	\$0 85
3-do. ....	6-oz.	1 75
1-do. ....	12-oz.	3 50
3-do. ....	12-oz.	3 40
4-do. ....	2½lb.	10 50
1-do. ....	5lb.	19 75

OCEAN MILLS. Per doz.

Ocean Baking Powder, ½ lb., 4 doz....	\$0 45
" " " 1 lb., 5 doz....	0 90
" " " 1 lb., 3 doz....	1 25
Borax, ½ lb. packages, 4 doz....	0 40
Cornstarch, 40 pks. in a case.....	0 75

Freight paid 5 p.c. 30 days.

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz. ....	5c.	\$0 40
4 " "....	4-oz.	0 80
4 " "....	6 " "	0 75
4 " "....	8 " "	0 95
3 " "....	12 " "	1 40
2 " "....	12 " "	1 45
2 " "....	16 " "	1 65
1 " "....	16 " "	1 70
1 " "....	2½-lb.	4 10
1 " "....	5 " "	7 30
1 " "....	8-oz.	Per case
1 " "....	12 " "	\$4 55
1 " "....	16 " "	

ROYAL BAKING POWDER.

Sizes.	Per Dos.
Royal-Dime.....	\$0 85
½ lb. ....	1 40
6 oz. ....	1 95
1 lb. ....	2 55
12 oz. ....	3 85
1 lb. ....	4 90
3 lb. ....	13 60
5 lb. ....	23 35

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

CLEVELAND'S BAKING POWDER.

Sizes.	Per Dos.
Cleveland's-Dime.....	\$0 83
½ lb. ....	1 30
6 oz. ....	1 85
1 lb. ....	2 45
12 oz. ....	3 70
1 lb. ....	4 65
3 lb. ....	13 20
5 lb. ....	21 65

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

T. KINNEAR & CO.

Crown Brand—

1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 2 ".....	0 80
1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-box lots or case.....	0 17
Reckitt's Square Blue, 12-lb. box.....	0 16
Reckitt's Square Blue, 5 box lots.....	0 16
Gillet's Mammoth, 2 gross box.....	2 00
Nixey's "Cervus", in squares, per lb.....	0 16
" " " " " in bags, per gross.....	1 25
" " " " " in pepper boxes.....	0 20
" according to size.....	0 20

Black Lead.

Reckitt's, per box.....	\$1 15
Box contains either 1 gross, 1 oz. size; 2 gross, 2 oz. or 1 gross, 4 oz. Reckitt's Zebra paste, 2-gro. boxes.....	\$10.20 per gross.

JAMES' DOME BLACK LEAD.

Per gross.

5a size.....	\$2 40
2a size.....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	0 08



PETERBOROUGH CEREAL CO.

Canada Flakes English.....\$2 85

Canada Flakes H. household 24/25 s 5 00 2-cases lots 4 90

Freight prepaid on 5-case lots assorted.

Chocolates and Coconas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, 1-lb., per doz.....	\$2 40
" 1-lb. ".....	1 25
" 10c. size ".....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No 1.5 and 10-lb. tins, per lb.....	0 20
" No. 2. 5 and 10-lb. tins.....	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, 2's and 4's per lb.....	\$0 40
Vanilla, 2's.....	3 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 2's and 4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 2's, per lb.....	0 30
" " ".....	0 30
Flat cakes, per lb.....	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., per doz..... 0 90

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. boxes, per doz..... 1 75

Confections— Per doz.

Cream bars, 60 in box, per box.....	1 89
" 6 in box, per doz. boxes 2 35	
Chocolate ginger, per lb.....	0 30
" ½ lbs., per doz.....	2 25
Crystallized " " per doz. boxes 2 25	
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes 0 35	

FRY'S.

Chocolate— per lb.

Caracosa, 2's, 6-lb. boxes.....	\$0 42
Vanilla, 2's.....	0 42
"Gold Medal" sweet, 2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 2's, 14-lb. boxes.....	0 24

Cocoa— Per doz.

Concentrated, 2's, 1 doz. in box.....	2 40
" " ".....	4 50
" " ".....	8 25
Homoeopathic, 2's, 14-lb. boxes.....	.....
" " ".....	.....

EPPS'S.

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

In 2's and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
" " ".....	0 35
Smaller quantities.....	0 37

BENSDORP'S COCOA

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

1 lb tins, 4 doz. to case.....	per doz., \$ 90
" " " ".....	2 40
" " " ".....	4 75
" " " ".....	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.  
J. A. Taylor, Montreal.  
Jos. E. Huxley, Winnipeg.  
Standard Brokerage Co., Vancouver, B.C.



Per

Elite, 2's (for cooking).....	\$0 33
Prepared cocoa, 2's.....	0 30
Prepared ½'s.....	0 28
Mott's breakfast cocoa, 2's.....	0 40
" " ".....	0 38
" No. 1 chocolate, 2's.....	0 32
" Navy ".....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 2's.....	0 21
" confectioner's chocolate, 2's to 0 31	
" Sweet Chocolate liquors, 2's to 0 35	

WALTER BAKER & CO., LIMITED.

Per lb.

Premium No. 1 chocolate, 12-lb. boxes.....	\$0 37
Breakfast cocoa, 2's, 4's and 5-lb tins.....	0 43
German sweet chocolate, 2's and 4-lb. cakes, 6-lb. boxes.....	0 27
Caraosa sweet chocolate, 2-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6-lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 41
Cracked cocoa, 2-lb. pkgs., 5-lb. bags.....	0 34
Caraosa tablets, 100 bundles, tied 5 s, per box.....	3 00

The above quotations are F.O.B. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal.

Per lb.

Breakfast cocoa—	
5-lb. screw top cans, 10 cans in case, 36c.....	.....
12-lb. boxes, 6 boxes in case, 1-lb. tins. 78c.....	.....
6-lb. boxes, 12 boxes in case, 1-lb. tins. 38c.....	.....
6-lb. boxes, 12 boxes in case, ½-lb. tins. 38c.....	.....
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.....	.....

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	25c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 26c.....	.....
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.....	.....
6-lb. boxes, 12 boxes in case, ½-lb. tins. 28c.....	.....

Premium chocolate—

6-lb. boxes, 12 boxes in case, ½-lb. pkgs. 32c.....	.....
6-lb. boxes, 12 boxes in case, ½-lb. pkgs. 32c.....	.....

Milk chocolate—

6-lb. boxes, 12 boxes in case, ½-lb. pkgs. 28c.....	.....
100 2-cent pieces in box, each.....	\$1.25

Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.....	.....
6-lb. boxes, 12 boxes in case, ½-lb. tins. 26c.....	.....
6-lb. boxes, 12 boxes in case, ½-lb. pkgs. 26c.....	.....

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, ½-lb. pkgs. 22c.....	.....
19-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.....	.....
6-lb. " " " ".....	22c.

Gold Medal chocolate powder—

5 lb. tins, 10 tins in case.....	36c.
10 lb. tins, 10 tins in case.....	33c.

XXX chocolate powder

5-lb. tins, 10 tins in case.....	35c.
10-lb. tins, 10 tins " case.....	25c.

TOBLET'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " " ".....	2 43

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

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

Cases. Doz.

"Eagle" brand (4 doz.).....	\$6 00	\$1 50
"Gold Seal" brand (4 doz.).....	5 00	1 25
"Challenge" brand (4 doz.).....	4 00	1 00

Evaporated cream—

"Peerless" brand evap. cream.....	4 75	1 20
" " " " hotel size.....	4 90	2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....\$4 65  
"Reindeer" brand per case (4 doz.)..... 5.60



Coffees.

JAMES TURNER & CO. Per lb.

Mocca.....	\$0 33
Damasus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 12½

E. D. MARCEAU, Montreal.

Per lb.

"Old Crow" Java.....	\$0 25
" " Mocha.....	0 27½
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 80
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 33
100 lb. delivered in Ontario and Quebec.....	0 15
Rio No. 1.....	45c.
Condor I. 40-lb. boxes.....	45c.
" II, 40-lb. boxes.....	42½c.
" III, 80-lb. boxes.....	37½c.
" IV, 80-lb. boxes.....	25c.

Cheese.



Imperial—Large size jars..... per doz. \$3 25

Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
" " " " Medium size.....	17 00
" " " " Small size.....	12 00
Roquefort—Large size.....	1 40
" " " " Small size.....	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.

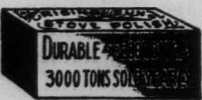
In lots of less than 100 books, 1 kind assorted.....	4c.	4½c.
100 to 500 books.....	3½c.	4c.
100 to 1,000 books.....	3c.	3½c.

Un-covered and num. bered. Coupons numbered

THE CANADIAN GROCER

ANOTHER.

**RISING  
SUN  
STOVE POLISH  
IN CAKES**



**&**



**SUN  
PASTE  
STOVE POLISH  
IN TINS**

The Retailer's Journal of Chicago reports a fatal burning accident in that city of January 27th in which Mrs. Patrick Rice lost her life and her sick husband barely escaped a similar fate, from the use of dangerous inflammable liquid stove polish on the kitchen stove. How much liability rests on the retailers who sell the explosive stuff? Push RISING SUN STOVE POLISH in Cakes and SUN PASTE STOVE POLISH in Tins. They always have been and are now absolutely safe. Besides—its pays you to do it.

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

# CANADA'S TERMINAL WAREHOUSE

**FIRE AND FROSTPROOF  
STORAGE**



**FREE OR IN BOND  
Custom's Bond No. 5  
Excise Bond Q.**

**LOWEST INSURANCE RATES**

**PERISHABLE GOODS** receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Prompt-**

**ly Delivered** to merchants throughout the city and suburbs.

**WE SOLICIT YOUR STORAGE ACCOUNT**

**TERMINAL WAREHOUSE & CARTAGE CO., LTD.**

**12-38 Grey Nun Street, MONTREAL**

*Why let your neighbor get the trade for Condensed Milk?*

You can get the best trade  
by selling



**BORDEN'S BRANDS**

—The highest awards for Perfection  
in Milk.

**"EAGLE" Brand  
Condensed Milk**

**"PEERLESS" Brand  
Evaporated Cream**

**WILLIAM H. DUNN, Montreal and Toronto**

Scott, Bathgate & Co., Winnipeg, Man.

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



(Unsweetened)

Alliso  
\$1 00 to \$3 00  
5 00 books .  
10 00 " .  
15 00 " .  
20 00 " .  
25 00 " .  
50 00 " .



The Davidson  
E:  
LAPORT  
"Vita" Pasteur  
Bottles 1-oz.  
" 2 "  
" 4 "  
" 20 "  
" 20 "

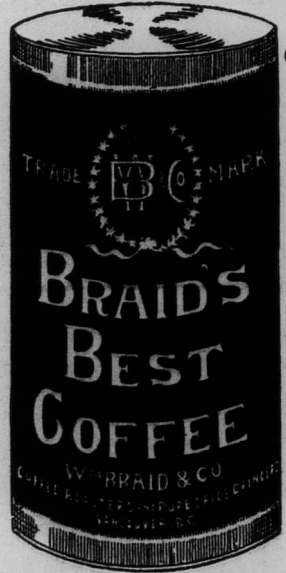
In  
R binson's pate  
" "  
" "

Jan  
sou:  
Frank l  
Orange marmal  
Clear jelly mar  
Strawberry W. I  
Raspberry "  
Apricot "  
Black currant  
Other jams....  
Red currant jelly

t.  
Compound Fruit  
12-oz. glass jars;  
2-lb. tins, 3 doz. 1  
5 and 7-lb. tin pa  
crate.....  
7 and 14-lb. woo  
30-lb. wood pails

# WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES

## THE GROCER



who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

### BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled. Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins ; also in fancy drums and barrels.

Tea in 1/2 and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

# WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.	
\$1 00 to \$3 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "



Wholesale Agent  
The Davidson & Hay, Limited, Toronto

#### Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.	Per case.
Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

#### Infants' Food.

Robinson's patent barley	1-lb. tins	\$1 25
"	1-lb. tins	2 25
"	groats	1 25
"	1-lb. tins	2 25

#### Jams and Jellies.

SOUTHWELL'S GOODS.	Per doz
Frank Magor & Co., Agents.	
Orange marmalade	\$1 50
Clear jelly marmalade	1 80
Strawberry W. F. jam	2 00
Raspberry	2 00
Apricot	1 75
Black currant	1 75
Other jams	\$1 55
Red currant jelly	1 90

#### T. UFTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 3 doz. in case, per doz.	\$1 00
2-lb. tins, 3 doz. in case	0 07 1/2
7 and 14-lb. tin pails, 3 and 9 pails in crate	0 07
5 and 10-lb. wood pails	0 07
30-lb. wood pails	0 06 1/2

#### Compound Fruit Jellies—

12-oz. glass jars, 3 doz. in case, per doz.	1 00
2-lb. tins, 3 doz. in case per lb.	0 07 1/2
7 and 14-lb. wood pails, 6 pails in crate	0 07
30-lb. wood pails	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 3 doz. in case	\$1 90
5, 7, 14 and 30-lb. pails, per lb.	0 09 1/2

#### Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 10
1-bbls.	0 10 1/2
Tubs, 60 lbs.	0 10 1/2
Pails	2 10
30-lb. tin pails.	2 00
Cases 3-lb.	0 11
" 5-lb.	0 10 1/2
" 10-lb.	0 10 1/2

#### Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper	per lb. \$0 40
Fancy boxes (36 or 50 sticks)	per box 1 25
" Ringed " 5-lb. boxes	per lb. 0 40
" Acme " pellets, 5-lb. cans	per can 2 00
" (fancy boxes 40)	per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans	per can 2 00
Licorice losenges, 5-lb. glass jars	1 75
" " 30 5-lb. cans	1 50
" Purify " licorice 10 sticks	1 42
" " 100 sticks	0 73
Dulse large cent sticks, 100 in box	....

#### Lye (Concentrated).

GILLET'S PERFUMED.	Per case.
1 case of 4 doz.	\$3 50
3 cases of 4 doz.	\$3 50
5 cases or more	3 40

#### Mince Meat.

Wethy's condensed, per gross net	...\$12 00
per case of doz. net	3 00

#### Mustard.

COLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins	per doz. \$1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar	per jar. 0 75
" 1-lb. jar	0 25
F.D., 1-lb. tins	per doz. 0 85
" 1-lb. tins	1 45

#### E. D. MARGEAU, Montreal.

"Condor" 12-lb. boxes—	
1-lb. tins	per lb. \$0 35
1-lb. tins	" 0 35
1-lb. tins	" 0 25 1/2
4-lb. jars	per jar 1 20
1-lb. jars	0 35
"Old Crow" 12-lb. boxes—	
1-lb. tins	per lb. . 25
1-lb. tins	0 25
1-lb. tins	0 25 1/2
4-lb. jars	per jar 0 70
1-lb. jars	0 25

#### Olive Oil.

LAPORTE, MARTIN & CIE, LTD	
Minerva Brand—	
Minerva, qts. 12's	\$5 75
" pta. 24's	6 50
" 1-pt. 24's	4 25

#### Orange Marmalade.

T. UFTON & CO.

12-oz. glass jars, 3 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, 3 doz. case,	per doz. 1 75

#### Sauces.

Worcestershire, Holbrook's, small,	per doz. \$2 15
Worcestershire, Holbrook's, large,	per doz. 3 00
Less than case lots, 10c. and 15c. doz. extra	

#### Soda.

COW BRAND.

Case of 1-lb. containing 60 packages per box, \$3 00.	
Case of 1-lb. (con taining 120 pkgs. per box, \$3 00.	
Case of 1-lb. and 1/2-lb. (containing 30 1-1/2 and 60 1/2-lb. pkgs.) per box, \$3 00.	
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.	



MAGIC BRAND.

No.	Per case.
No. 1, cases, 60 1-lb. packages	\$2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " (60 1-lb. " )	2 75

No. 5 Magic soda—cases 100—10-oz. pkg.	
1 case	2 85
5 cases	2 75

#### Soap and Washing Powders.

GUELPH SOAP CO.

	1 case.	5 case.
Royal City Soap (bar)	2 50	2 40
Peerless Soap (bar)	2 50	2 40
Standard Soap (cake)	2 40	2 30
Crystal Soap Chips, per lb. 5c.		

JOHN TAYLOR & COMPANY, TORONTO.



	1-case	5-case	10-case
Taylor's best borax soap	\$4 00	\$3 85	\$3 75

A. P. TIPPET & CO., Agents.

Maypole soap, colors	per gross \$10 20
" black	15 20
Oricla soap	15 20
Gloria soap	15 00
Straw hat polish	10 20

#### Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—	
No. 1 White or blue, 4-lb. carton	0 06 1/2
No. 1 " " 2-lb.	0 06 1/2
Canada laundry	0 05
Silver gloss, 6-lb. draw-lid boxes	0 07 1/2
Silver gloss, 6-lb. tin canisters	0 07 1/2
Edward's silver gloss, 1-lb. pkg.	0 07 1/2
Keen silver gloss, large crystal	0 06 1/2
Benson's satin, 1-lb. cartons	0 07 1/2
No. 1 white, blue, and rose	0 06 1/2
Canada White Gloss, 1-lb. pkg.	0 05 1/2
Benson's enamel	per box 1 25 to 1 50

Culinary Starch—

Benson & Co.'s Prepared Corn	0 07
Canada Pure Corn	0 06 1/2





# "BATGER'S" MARMALADES



4 Kinds

All of them High  
Grade Goods at  
Reasonable Prices.

**SEVILLE ORANGE**  
**LEMONA**  
**PINE APPLE**  
**LIME FRUIT**


Agents:

**Rose & Laflamme**  
Montreal - Toronto

## "GOODWILLIE'S"

### Fruits in Glass





**Always Good Sellers**

Their rich, luscious flavor of the  
fully ripened fruit, makes them  
appreciated by everybody.

### How is Your Stock?

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Agents  
**ROSE & LAFLAMME,**  
MONTREAL and TORONTO

When perfection in the manufacture  
of any line of goods has been reached  
as is the case with

## Our Matches

it is no experiment for the  
merchant to buy. We guar-  
antee every match we make.

We save you money in freight  
charges. Find out how much by  
dropping us a post card.

---

## The Improved Match Co.,

*Limited*

Head Office: **BOARD OF TRADE,  
MONTREAL.**

Factory: **DRUMMONDVILLE,  
P. Q.**

## BUSIER THAN—

We've been for years. Factory is  
going full capacity of **150,000  
cans a day.** Everybody is work-  
ing over-time. Staff has been in-  
creased, but still we're busy.

**IF**

you haven't placed your order for  
1907, we want to hear from you  
to-day. We're not filled up yet,  
but are the next thing to it.

**SO DON'T DELAY**

---

## Acme Can Works

**MONTREAL**

CLASSIFIED LIST OF ADVERTISEMENTS.

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Davenport, Pickup & Co., Winnipeg.

**Baking Powder.**  
Codville-Georgeson, Ltd., The, Winnipeg  
Gillett, E. W. Co., Toronto  
McLaren's, W. D., Montreal.

**Biscuits, Confectionery, Gum, &c.**  
Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
McLaughlan, Sons & Co., Owen Sound.  
Mooney Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms, Brushes and Woodware.**  
United Factories, Limited, Toronto.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**  
Balfour, Smye & Co., Hamilton.  
Canadian Cannery, Hamilton.  
Windsor, J. W., Montreal.  
Turner, James & Co., Hamilton, Ont.

**Cash Sales Books.**  
Carter-Crume Co., Toronto.

**Cheese Cabinets.**  
Walker Bin and Store Fixture Co., Berlin

**Cigars, Tobaccos, &c.**  
American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Payne, J. Bruce, Granby, Que.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clutch Nails.**  
Warrington, J. N., Montreal.

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Baker, Walter & Co., Dorchester, Mass.  
Bearn, John, Ltd., Winnipeg.  
Cailler's Chocolate, Montreal.  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Frame-Food Co., London, S. W.  
Lowney, Walter M., Co., Boston, Mass.  
Mott, John P., & Co., Halifax, N.S.  
Nestle's Chocolate, Montreal.

**Computing Scales.**  
Butt, Wm. J., Winnipeg.  
Computing Scale Co., Toronto.  
Toledo Computing Scale Co., Hamilton.

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Gillett, E. W., Co., Toronto.

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Borden's—Wm. H. Dunn, Montreal.  
Truro Condensed Milk Co., Truro, N.S.

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Carter-Crume Co., Toronto.

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Campbell's, R. Sons, Hamilton.

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Dawson Commission Co., Toronto.  
Fearman, F. W. Co., Hamilton.  
MacLaren Imperial Cheese Co., Toronto  
Montreal Packing Co., Montreal.  
Park, Blackwell Co., Toronto.  
Power, B. I., Halifax, N.S.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.  
Tanguay, Alf. T., & Co., Quebec.

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Abbott, H. G., & Co., London, Ont.

**Financial Institutions & Insurance**  
Bradstreet Co.

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Connors Bros., Black's Harbor N.B.

Halifax Fish Co., Halifax.  
Loggie, W. S. & Co., Chatham, N.B.  
McWilliam & Everist, Toronto.  
Millman, W. H. & Sons, Toronto.  
Todd, J. H., & Son, Vancouver, B.C.  
Windsor, J. W., Montreal.

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Capstan Mfg. Co., Toronto.  
Ozo Co., Montreal.

**Fluid Beef.**  
Bovril Limited.

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Doughty, A. C. & Co., London, Eng.  
Gregson, W. C. & Co., Liverpool, Eng.  
Methven, James London, Eng.  
Scott, David, & Co., Liverpool, Eng.

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Belleville Fruit & Vinegar Co., Belleville.  
Brown Bros. & Sons, Montreal.  
Chouillou, C. A., & Co., Montreal  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Fisher, Frederick, & Sons, London, Eng.  
Gibb, W. A., & Co., Hamilton.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Ozo, The Company, Montreal.  
Ratray, D., & Son, Montreal.  
Redlands Golden Orange Ass'n, Redlands, California.  
Robinson, O. E., Ingersoll.  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. P., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**  
Coz, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

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Alexander Milling Co., Ltd., Brandon.  
Greig, Robert, Co., Toronto.  
Kirruac, Nap. G., & Co., Quebec.  
Leitch Bros. Oak Lake, Man.  
Mackay, J. Co., Ltd., Bowmanville, Ont.  
Nicholson & Bain, Winnipeg.  
Nicholson & Brock, Toronto.  
Peterboro' Cereal Co., Peterboro', Ont.  
Tanguay, Alf. T., & Co., Quebec.  
Western Canada Flour Mills Co., Toronto  
Woodstock Cereal Co., Woodstock, Ont.

**Grocers—Wholesale.**  
Balfour, Smye & Co., Hamilton.  
Bourque, T. A., & Co., Sherbrooke, Que.  
Chouillou, C. A., & Co., Montreal.  
Ozo Co., Montreal.  
Codville-Georgeson Co., Winnipeg.  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Gillard, W. H., & Co., Hamilton.  
Kinnear, T., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Turner, James, & Co., Hamilton.  
Warren Bros. & Co., Toronto.

**Grocers—Grinding and Packing Machinery.**  
Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Fisher, A. D., Co., Toronto.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**  
Keen, Robinson & Co., London, Eng.

**Interior and Exterior Store Fittings.**  
Martell-Stewart Co., Ltd., Montreal.  
Walker Bin and Store Fixture Co., Berlin.

**Jams, Jellies, &c.**  
Batger's—Rose & Lafamme, Montreal.  
Windsor, J. W., Montreal.  
Goodwillie's—Rose & Lafamme, Montreal  
Smith, E. D., Winona, Ont.  
Ozo Co., Montreal.  
Southwell & Co.—Frank Magor & Co., Montreal.

Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.

**Manufacturers' Agents, Brokers and Commission Merchants.**  
Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Carman, Joseph, & Co., Montreal, Man.  
Dawson Commission Co., Toronto.  
Dunn, Wm. H., Montreal and Toronto.  
Gorham, J. W., & Co., Halifax N.S.  
Honeyman, Haultain & Co., Regina.  
Holmes, W. G., & Co., Calgary, Alta.  
Hughes, A. J., Montreal.  
Jarvis, C. E., & Co., Vancouver, B.C.  
Kyle & Hooper, Toronto.  
Lambe, W. G. A., & Co., Toronto.  
MacLaren Imperial Cheese Co., Toronto  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., Co., Toronto.  
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.  
Scott, Bathgate & Co., Winnipeg.  
Taylor, W. A., Winnipeg.  
Thomas, J. P., Quebec.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warr, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.

**Matches.**  
Improved Match Co., Montreal.

**Metallic Caps.**  
Dodge Metallic Cap Co., Montclair, N.J.

**Mince Meat.**  
Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W. Co., Montreal.  
Lytle, T. A., Co., Toronto.  
Nicholson & Brock, Toronto.  
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Wethey J. H., St. Catharines.

**Office Supplies.**  
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Copeland-Chatterson Co., Toronto.  
Crain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto.  
Universal Systems, Toronto.

**Patent Medicines.**  
Mathieu, J. L., Co., Sherbrooke, Que.

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Holbrook & Co., London, Eng.  
Ozo Co., Montreal.  
Hudson, Hebert & Oie, Montreal  
Lytle, T. A., Co., Toronto.

Mason, Geo., & Co., Ltd., London, Eng.  
Paterson's—Rose & Lafamme, Montreal  
**Poison, Rat.**  
Common Sense Mfg. Co., Toronto.  
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Oakley, John, & Sons, London, Eng.  
Ozo Co., Montreal.  
**Poishes—Stone.**  
Nickel Plate Polish Co., Chicago.  
Ozo Co., Montreal.  
James' Dome, W. G. A., Lambe & Co., Toronto.  
Morse Bros., Canton, Mass.

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Eureka Refrigerator Co., Toronto.  
Fabien, C. P., Montreal.  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**  
Canadian Salt Co., Windsor, Ont.  
Empire Salt Co., Sarnia, Ont.  
Gray, Young & Sparling, Wingham, Ont.  
Mason & Hickey, Winnipeg, Man.  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Shrubs, Trees, &c.**  
Brown Bros. Co., P.O. Brown's Nurseries, Ont.

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Darling & Brady, Montreal.  
Guelph Soap Co., Guelph, Ont.  
Lever Bros., Ltd., Toronto.  
Royal Crown Limited, Winnipeg, Man.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Taylor, John, & Co., Toronto.

**Soda—Baking.**  
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Edwardsburg Starch Co., Cardinal, Ont.  
St. Lawrence Starch Co., Port Credit.

**Sugars, Syrups and Molasses.**  
Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Ozo Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
"Sugars" Limited, Montreal.  
Tippet, A. P., & Co., Montreal.

**Teas, Coffees, and Spices.**  
Balfour, Smye & Co., Hamilton.  
Braid, Wm., & Co., Vancouver, B.C.  
Ceylon Tea Traders Ass'n.  
Codville-Georgeson Co., Winnipeg  
Ewing, S. B., & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Japan Tea Traders Ass'n.  
Minto Bros., Toronto.  
Paterson, E., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal.  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. O., Regina, Sask.  
Warren Bros., Toronto.  
Wood, Thos., & Co., Montreal.

**Vinegar and Cider.**  
Belleville Fruit and Vinegar Co., Belleville  
Purnell, Webb & Co., Bristol, Eng.  
Ozo Co., Montreal.  
White, Cottell & Co., London, S.E.

**Washing Compound.**  
Fairbank, N. K. Co., Montreal.  
Gillett, E. W. Co., Toronto.

**Wrapping Paper, Paper Bags, Twine, Wood Dishes, &c.**  
Canada Paper Co., Toronto.

**Yeast.**  
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Colson, E. C. & Son	inside front cover	Jones & Swan	4	Maple Tree Producers' Association	17		
Common Sense Mfg. Co.	38	Kingery Mfg. Co.	55	Marshall, James	41		
Connors Bros.	58	Kingston "Gleaver"	inside back cover	Mason, Geo. & Co., Ltd.	9		
Cote, Joseph	61	Kinnear, Thos., & Co.	14	Mathieu J. L., Co.	17		
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Coz, J. & G.	49	Lambe, W. G. A.	2	McLaren's Imperial Cheese Co.	2		
Davidson & Hay	10	Leitch Bros.	48	Magor, Frank	outside front cover		
Dawson Commission Co.	55	Leonard Bros.	69	Manitoba Canning Co.	47		
Darling & Brady	20	Lever Bros., Ltd.	6	Maple Tree Producers' Association	17		
Davenport, Pickup & Co.	58	Loggie, W. B., & Co.	66	Marshall, James	41		
Dodge Metallic Cap Co.	58	Lowney, Walter M., & Co.	61	Mason, Geo. & Co., Ltd.	9		
Dominion Molasses Co.	8			Mathieu J. L., Co.	17		

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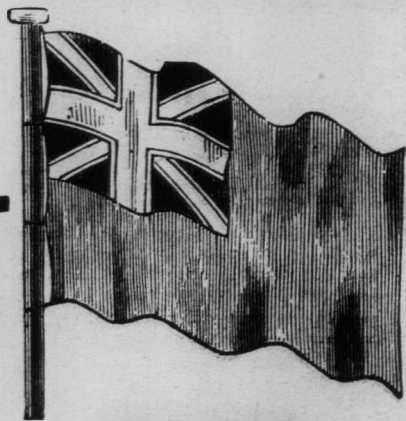
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