

CIRCULATES EVERYWHERE IN CANADA

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

# THE CANADIAN GROCER

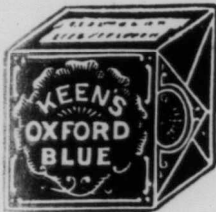
A Weekly Newspaper Devoted to the Grocery, Fruit, Provision,  
Canned Goods and Foodstuffs Trades of Canada.

Office of Publication 10 Front Street East, Toronto

Vol. XXII.

MONTREAL, TORONTO, WINNIPEG, MARCH 20, 1908.

NO. 12.



## It's getting towards Spring

One of the leading lines grocers look  
after in the Spring and Summer is

# Keen's Oxford Blue

The leading laundry blue of this and all white  
goods countries. Every jobber sells it.

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

Agents for the Dominion,

MONTREAL



## Just the most seasonable line now

# "Crown" Brand Table Syrup (Made from Corn)

The remarkable increase in the consumption of table syrup  
is largely due to "Crown" Brand—More grocers every day are  
handling it—It is well advertised and this helps you to sell it—  
Order from your jobber.

## DWARDSBURG STARCH CO., LIMITED

Front St. East, TORONTO, Ont.

ESTABLISHED 1858

Works, CARDINAL, Ont.

164 St. James St. MONTREAL



# Macaroni Vermicelli Spaghetti

The peculiarly desirable qualities of Taganrog (Russia) wheat impart to the Macaroni, Vermicelli, Spaghetti and fancy

pastes made by Codou of France, a delicacy and flavor unlike any others—the quality is superb.

Added to that is the dependency of expert workmanship furthered by the aid of a model factory. With the definite purpose of securing the "BEST" insist upon having "Codou's."

## Look for the Name "CODOU"

on the package—it assures and guarantees satisfaction. It is the stamp of reliability—the seal of goodness—the real and genuine. With it in your stock you are certain to avoid complaints. "Codou"—that is the name to think of.

**Arthur P. Tippet  
& Co. Agts.**

8 Place Royale Montreal,  
84 Victoria St., Toronto.

# Made in France



# MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

**EDMONTON.**

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

**HALIFAX, N.S.**

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

**HAMILTON.**

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

**MONTREAL**

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

**FOR SALE**

Cheap for cash, Fruit Cleaning Plant with Date Press. In good running order.

**J. T. ADAMSON & CO.**

Customs Brokers  
and Warehousemen

27 St. Sacrament Street, Montreal  
TEL. MAIN 778 BOND 28

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

**MOOSE JAW**

**BUNNELL & LINDSAY**  
MOOSE JAW

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

**ELSON & WHITLOCK**  
MOOSE JAW, SASK.

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

**THE MOOSE JAW FRUIT AND PRODUCE CO.**

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

**NEWFOUNDLAND**

**T. A. MACNAB & CO.**  
MANUFACTURERS' AGENTS  
and COMMISSION MERCHANTS  
Importers and exporters. Prompt and careful attention to all business. Highest Canadian and foreign references. Cable address: "Macnab," St. John's.  
Codes: A, B, C, 5th edition, and private.

**REGINA.**

**G. C. WARREN**

Box 1036, - REGINA

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

**TORONTO.**

**EVAPORATED APPLES**

**W. H. MILLMAN & SONS**

Grocery Brokers  
TORONTO

**PEANUTS**

Best Virginias  
"Superb" Jumbos  
"Belle of Wakefield"  
"Peerless"

Prices on application.

**Anderson, Powis & Co.**

Agents  
15 Wellington Street East, 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

**Many Good Lines Lie Dormant**

On Grocers' Shelves

Keep Yours on the Move

by appointing a

**Working Resident Salesman and Advertiser**

**JNO. J. WATT**

Manufacturers' Agent  
Good References TORONTO, ONT.  
Special Attention to Advertising

(Continued on page 4.)

# A GREAT COMBINATION

AND ESPECIALLY GOOD SELLERS JUST NOW

**"PICKANINNY"**

**PANCAKE and  
BUCKWHEAT**

**FLOUR** Sells at—  
**2 for 25c.**

**"ANCHOR"**

brand  
**MAPLE FLAVOR  
—SYRUP—**

WINE MEASURE TINS  
PINTS, QUARTS, HALF-GALS., GALLONS  
IMPERIAL MEASURE, 5-GAL TINS

## EBY-BLAIN, LIMITED

WHOLESALE  
GROCCERS

TORONTO

# Popular and Profitable

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

# Blue Ribbon Tea

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

THE BLUE RIBBON TEA CO.  
Montreal and Toronto

Manufacturers' Agents—Continued.

**THOS. B. GREENING & CO.**  
TORONTO  
Consignees direct from primary markets, and distributors of  
**GREEN COFFEE**  
Our samples will invariably indicate current market value.

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

VANCOUVER

**F. G. EVANS & CO.**  
Grocery Brokers and Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

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

**GROCERY BROKERS**  
WINNIPEG, MAN.  
**GARMAN-ESCOTT CO., Est. 1887**  
Office and Warehouse: 141 Bannatyne Ave.  
Correspondence Solicited.

**EXPORT TRADE DEPARTMENT.**  
Firms Abroad Open for Canadian Business.

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

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

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

**M. B. STEELE**  
Wholesale Commission Merchant and Broker  
WINNIPEG, MAN.  
Correspondence Solicited Highest References

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

**S. C. RICHARDS**  
Wholesale Commission Merchant and Broker  
34 Arthur St., WINNIPEG, Man.  
Correspondence Solicited

Are you interested in any of the lines that are advertised?  
A Post Card will bring you price list and full information.  
Don't forget to mention Canadian Grocer.

**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.

...ESTABLISHED 1849...

**BRADSTREET'S**

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

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

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

—OFFICES IN CANADA—

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

HAMILTON, ONT.  
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VANCOUVER, B.C.

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

MONTREAL, QUE.  
TORONTO, ONT.

THOS. G. LIVING. Gen. Man. Western Canada. Toronto.

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

**BASKETS**

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

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

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

**TEA;**  
Its History and Mystery

BY  
**JOSEPH M. WALSH**  
A Great Tea Expert

This is a practical, exhaustive work containing valuable information about Tea. It should be in the hands of every enterprising Grocer and Tea Dealer in the country.

**CONTENTS**

1. Early History.
2. Geographical Distribution.
3. Botanical Characteristics and Form.
4. Cultivation and Preparation.
5. Classification and Description.
6. Adulteration and Detection.
7. Testing, Blending and Preparing.
8. Chemical, Medical and Dietetic Properties.
9. World's Production and Consumption.
10. Tea Culture, a Probable American Industry.

Mailed to any address on receipt of  
**Price \$2.00 Postpaid**  
12mo. Bound in Cloth

**TECHNICAL BOOK DEPARTMENT**  
**The Maclean Publishing Co.**  
10 Front St. East, - - TORONTO, CAN.

**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.

Chatham, Ont., Feb. 13, '08

Messrs. Canadian Cannery, Limited  
Hamilton, Ont.

Dear Sirs :

I sold some of the **Hygeian** goods to a lady from London who was visiting here. It was the **Beets** in particular which induced her to order them. **She said that she had not seen anything like it in London.** I presume that this is a mistake, and that your goods are in London also.

We find here that we cannot sell anything in cans outside of the regular lines, unless we open a can and show the contents in a glass jar.

We thought it best to mention this as **it seems a pity that the London people should not know how nice these goods are.**

Yours truly,  
H. MALCOLMSON,  
Grocer.

**Hygeian Beets** are positively the finest ever put up either in **tin or glass.**

**Packed in hygienic cans, under a new process, superior to glass, a most attractive package.**

PACKED ONLY BY

**Canadian Cannery, Limited**

## Why Is It

more profitable for you to sell Old Homestead Brand than any other brand of canned goods on the market?

## Because It Is

a fact, that, in these days, people whose trade is worth going after, are mighty particular about what they eat.

## Old Homestead Brand

satisfies the quality demand. It appeals to the customer who is particular on the points of purity, cleanliness and flavor. And it is a well known and easily demonstrable fact that no brand of canned goods on the market is the superior of Old Homestead on these points, while most brands fall far below it.

# OLD HOMESTEAD BRAND

## Is The Profitable Brand

because people want purity, and delicious flavor — and Old Homestead Brand supplies the want.

Ask Your Jobber for Old Homestead

and see that you get it.

The Old Homestead Canning Co.

PICTON, - ONTARIO



# THE DEALER WHO MAKES MONEY

is always he who deals in the best goods. Look around your own town for evidence of this fact. Suppose a customer orders a well known brand of Tomatoes or Salmon. What she wants is that particular brand. She does not want to be told of another brand "just as good at less money" but suppose you do induce her to try the cheaper one, look at the risk you are taking. If it proves inferior, or **EVEN IF SHE THINKS IT IS** you may lose a good customer. Anyway you are liable to offend her, and what can you possibly gain in any case? **ABSOLUTELY NOTHING.**

When a customer asks you for

# "SALADA"

it will pay to hand it out for there is more **REAL PROFIT** in handling and **PUSHING** goods already well known for **QUALITY** and **READY SALE** than there is in selling any unknown goods with the attendant risks.

The "SALADA" Tea Co., Toronto or Montreal

# CAMP COFFEE


**The Golden Rule!**

...tried, always  
...ed—that is the  
...rule that governs  
...ales of "CAMP"  
...ce. Through all  
...ers and all seasons  
...delicious, easily

made and economical coffee steadily grows in favour with all coffee drinkers. "CAMP" Coffee yields excellent profits and also adds to your reputation for selling only the very best of everything. Stock it freely. Stock it now.

**AGENTS:**  
**Rose & Laflamme**  
**Montreal**

Manufacturers—  
Paterson & Sons,  
Specialists, Glasgow




"Sun Burst"

"Non-Pareil"

**Kentucky Edible Oils** Winter Pressed

Highly recommended by the **Leading Chefs and Bakers.**

**Guaranteed under the Pure Food Act.**  
On sale at all **up-to-date wholesale grocers.**

Stock carried at Montreal.  
Prices and Samples on application.

Phone M. 6785

**J. M. BRAYLEY,**

MANAGER KENTUCKY REFINING CO., Incorporated

55 ST. PAUL ST.,

MONTREAL



## National Licorice Co.

Brooklyn, N.Y.

Toronto Depot, 120 Church Street.

R. S. McINDOE, Agent.

Montreal Depot, 55 St. Paul St.

J. M. BRAYLEY, Agent.

Ashley & Lightoap, Agents, Winnipeg, Man.

H. S. Daly, Agent, St John, N. B.

J. F. Mowat & Co., Agents, Vancouver, B. C.

Canadian orders filled at our Montreal factory which will be in operation about May 1st.

### Molasses

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

### Molasses

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

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

#### Gingerbread Brand Molasses—

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

#### Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

#### Agents

C. E. Paradis.	Quebec.	William Forbes.	Ontario.
C. DeCartel.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Greening.	Hamilton.	G. H. Gillespie,	London.
Carman Escott Co.,	Winnipeg.	R. G. Bedington & Co.,	Calgary.
Tees & Pearse,	Edmonton.	Wilson & McIntosh,	Vancouver.

## Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia



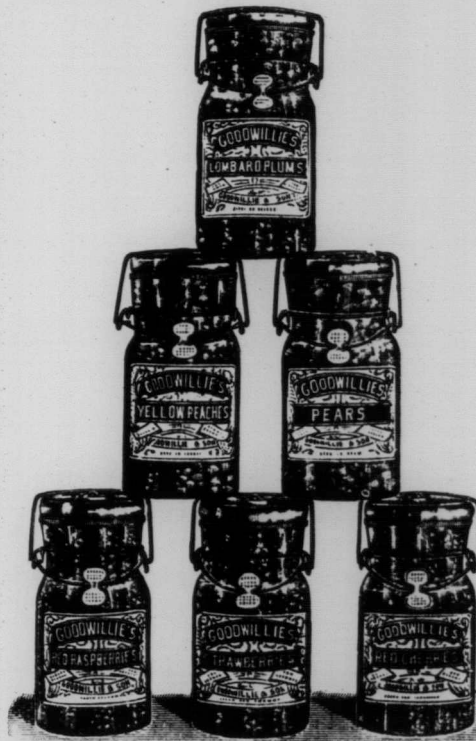
## ECONOMY

is successfully combined  
with high quality in

## PATERSON'S WORCESTER SAUCE

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

ROSE & LAFLAMME,  
Agents, Montreal and Toronto.



The  
Fresh  
Fruits  
are  
care-  
fully  
selected

♦♦♦♦  
Their  
deli-  
ous  
flavor  
appeals  
to  
every-  
body

You should have them in stock

Agents :  
ROSE & LAFLAMME, - MONTREAL

# Facts and Figures

We have just completed our Inventory. We take stock on February 1st, but it takes a **full month** to figure out and extend every item of it.

Yes, it is a huge piece of work, this inventory of ours, and it proves the truth of our contention that we carry

## The Largest Stock

Now, just think, we have at present in our various warehouses a stock of goods amounting to

**\$572,043.58**

Do you realize what these figures mean? What a vast aggregation of products from all parts of the world, we hold at your disposal, thus justifying our ad.

## The Greatest Variety

Nor is this mammoth stock allowed to remain on our hands, very long. We sell out and replenish about **six times** a year! How's this for

## Quick Turn Over and Big Business

A trial order from you will be much appreciated. Just test

**Our Reliability,**

**Best Equipment,**

**Competent Staff**

**and Perfect Organization**

**Hudon, Hebert & Co. Limited**  
**Montreal**

—The most liberally managed firm in Canada.—

# LEA'S

The Pickle with the Home-made Flavor

WESTERN REPRESENTATIVES:

Manitoba, Alberta, Saskatchewan

**MASON & HICKEY**

**WINNIPEG**

British Columbia

**WILSON & McINTOSH**

**VANCOUVER**

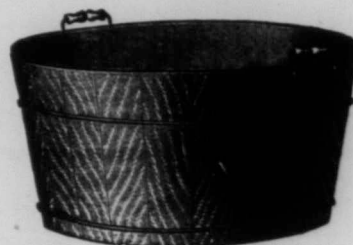
Any Quotation or information will be cheer-  
fully supplied by them to our Western Trade.

**The Lea Pickling & Preserving Co.**

Limited

**SIMCOE, - ONTARIO**





## SPRING HOUSECLEANING DISPLAYS

are all important at this season of the year—a little reminder convinces the housekeeper of the need of certain articles to enlighten the work of this arduous task.

Among the most useful and seasonable goods which are specially good sellers are

*Boeckh's*

Scrub Brushes—Stove Brushes—  
Bannister Brushes—Hair Brooms  
— Window Brushes — Cornice  
Dusters — Wall Dusters—Feather  
Dusters— Corn Brooms — Mops —  
Step Ladders — Baskets — Clothes  
Lines and



*Cane's*

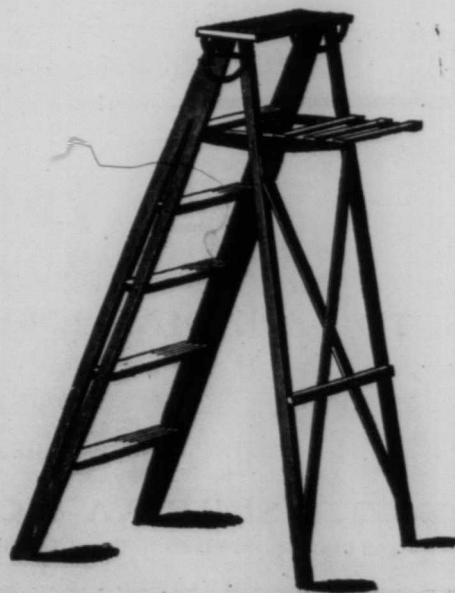
Wire Hoop Pails and Tubs—Wash  
Boards and Clothes Pins.

Make a special push on the  
above lines and "watch the re-  
sults."



**UNITED FACTORIES, Limited**

Head Office: TORONTO, CANADA



## A Way to the Heart of any Woman

who takes pride in the appointments of her dinner table, is to supply her with

# Shirriff's Jelly Powders

These are the jelly powders which make pure, sparkling, full-flavored jelly.

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



# WAGSTAFFE'S

Fine Old English

## Pure Orange Marmalade

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

## Wagstaffe Limited

57 Vine Street . . . Hamilton

PURE FRUIT PRESERVERS

## "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.

# JAPAN TEAS

TO CANADIAN JOBBERS:

If you have not yet given us your standards, please forward them immediately, as we would like to include same in our cable code.

We have a few lines of spot tea remaining. Kindly communicate.

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

# WANT TO SELL OUT

A Canadian  
 Grocer  
 Small  
 Ad.  
 Will  
 Fill  
 Your  
 Mail  
 With  
 Purchasers

# 1

CENT  
A  
WORD

# 1

CENT  
A  
WORD

# USE WANT ADS

THE CANADIAN GROCER

# SARDINES

Esperanza,  $\frac{1}{4}$ s.

King Oscar,  $\frac{1}{4}$ s.

A Shipment of Each Just to Hand.

## Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

### CURRANTS

**"SOMERSET"  
BRAND**

**Finest Quality**

**Thos. Bell, Sons & Co.  
MONTREAL**

Representing

**D. S. Parthenopulo,  
PATRAS**

**Thos. Bell, Sons & Co.  
MONTREAL**

### The Best Possible

In buying goods for your customers it is always wisest and best to buy the Best Possible. In the

### Match Line

that is accomplished when you offer our "Laurier" and "Togo" brands. Made from selected wood, finest chemicals and under best workmanship.

Ask your jobber for them or write us. We save you money in freight.

### The Improved Match Co.

*Limited*

Head Office:  
**BOARD OF TRADE,  
MONTREAL.**

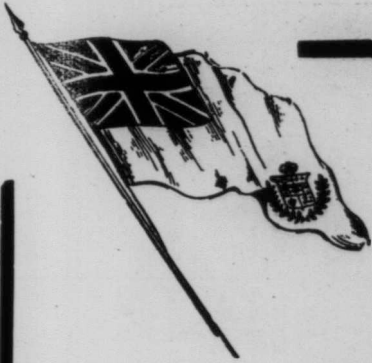
Factory:  
**DRUMMONDVILLE,  
P.Q.**

## Lenten Supplies for E. T. Grocers

We have a full supply of groceries required for Lenten trade, including all kinds of FISH. Send us your orders. Compared with Montreal and Quebec prices, our quotations are MINUS THE FREIGHT.

**T. A. Bourque & Co., Reg., Sherbrooke, P.Q.**  
Wholesale Grocers





# Empire Pickles

Full lines, best quality.

## Empire Olive Oil

## Empire Canned Fruits

and

# EMPIRE TEA

25c., 30c., 40c., 50c. and 75c.

4 free  
'Phones  
—use them

Would like to send you a sample of this Tea to test it.  
Send your address.

### LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO



Famous and genuine merit is the record of

## STERLING BRAND PICKLES

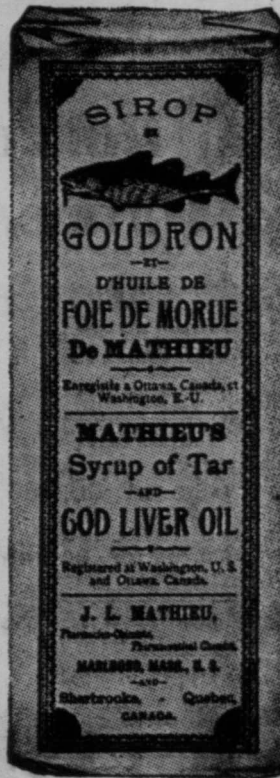
No matter how exacting may be the tastes of the grocer's customer he can feel safe in recommending him these well-known Canadian-made pickles—always pure, appetising, meeting fully the wants of the best trade the Dominion over.

Order direct from your jobber.

We are now located in our new factory and warerooms and will always be glad to have the trade call and see us.

### The T. A. LYTTLE CO.

Sterling Road, Toronto. Limited



WHY YOU SHOULD SELL

## MATHIEU'S SYRUP

of Tar and Cod Liver Oil

Reason No. 5

It is well advertised throughout Canada. Its curative qualities have been proven in many cases. It has become a household remedy so that wherever people do congregate Mathieu's Syrup is in frequent demand. You cannot do better than send us your order to-day.

Mathieu's Nervine Powders is another household remedy.

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

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

E. NICHOLSON

CODES  
A.B.C. 4<sup>TH</sup> & 5<sup>TH</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

CABLE ADDRESS  
NICHOLSON WINNIPEG  
CALGARY  
EDMONTON

D. H. BAIN

BANNATYNE AVE. EAST  
TRANSFER TRACK

EDMONTON BRANCH: NICHOLSON & BAIN  
CALGARY BRANCH: NICHOLSON & BAIN

*Winnipeg, Man.*

# Rolled Oats and Oat Feed

We beg to advise the Wholesale Grocers and Flour and Feed Merchants of Canada that we are Selling Agents for The Dow Cereal and Milling Co. of Pilot Mound, Manitoba, manufacturers of the

## Buffalo Brand Rolled Oats—Granulated and Standard Oatmeal—Oat Feed—Rolled Wheat—Pot and Pearl Barley

**BUFFALO BRAND ROLLED OATS** are well-known from the Atlantic to the Pacific. Manufactured from Selected Manitoba White Milling Oats. Free from black specks and Hulls.

**PACKAGES** We pack in bags of 90, 80, 45, 40, 22½, 20, 10, 8, 7, 6 and 5 pounds.

**QUOTATIONS** Write or wire us for quotations C. and F. any station in Canada.

**QUALITY** Remember **Buffalo Brand Rolled Oats** are the finest manufactured in Canada.

# NICHOLSON & BAIN

Wholesale Selling Agents

CALGARY

WINNIPEG

EDMONTON

# TO THE TRADE:

Do you know in just what is to be found

## The Superiority

—of—

# CEYLON TEA?

The Delightful Fragrance ;  
The Uniquely Delicious Flavor ;  
The Beneficent Strength

—and the—

Full Bodied Quality and Eye-pleasing  
Tone of its Rich Red Liquor,

## DUE TO

Ceylon's Wondrously Vivifying Climate ;  
Ceylon's Nature-Fertilized, Volcanic Soil ;  
The Marked Superiority of the White  
Man's Agricultural Methods,

—and his—

Incomparable Auto-Machine Preparation  
Processes.

# Diamond Blend Coffee

When a coffee has been on the market as many years as this brand—giving entire satisfaction to consumers all over Canada during that time—it is hardly necessary to say anything more to convince the grocer that there is money in the brand for him.

“DIAMOND E” MEANS PROFIT

## S. H. EWING & SONS, MONTREAL

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

### MAPLE SUGAR

The place to buy purest, genuine Maple Sugar and Maple Syrup is right in the district where it is produced. Then you know just what you are getting. I have the real article at the price. Write me.

P. J. GIRARD  
RICHMOND, - QUE.

### MEGS

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



### ABSORBINE

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

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Synovitis, Weeping Sinew, Strains, Gouty or Rheumatic Deposits, reduces Varicose Veins, Varicocele, Hydrocele. Allays pain. Book free. Genuine mfd. only by

W. F. YOUNG, P.O.F., 204 Monmouth St., Springfield, Mass  
Canadian Agents: LYMAN BROS & CO., Montreal.

### Do You Want to Buy

**A BOILER, ENGINE  
OR MACHINERY?**

If you are a subscriber of  
CANADIAN GROCER, you can  
insert a notice free in

**CANADIAN MACHINERY**  
TORONTO MONTREAL



# DELICIOUS

"It is the best and only good coffee we get." So writes an esteemed customer in forwarding his order for

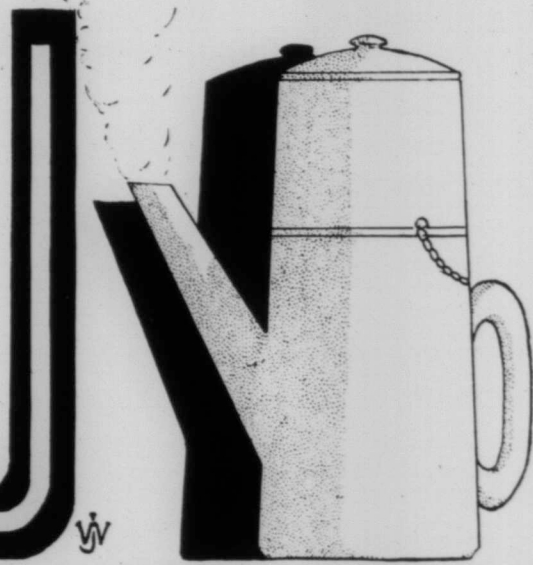
## GREIG'S WHITE SWAN BLEND COFFEE

That is just the point—its peculiar excellence always satisfies. It is the kind critical customers come back for—the kind that **stays** sold.

The 1-lb. decorated square tins are just as high-grade as the coffee itself. Try a lot and see how your coffee trade will grow. We depend on our first sale to make the second one.

THE ROBERT GREIG CO., Limited, TORONTO

**GREIG'S White Swan BRAND**



### NO!

We certainly do not use one iota of adulteration in any of our products.

### YES!

We certainly do guarantee every one of our products to be perfectly pure. Just now we are inviting you to make some money for yourself by handling our

**PURE FRUIT JAMS**  
**PURE CIDER VINEGAR**  
**Pure TOMATO CATSUP**

(Made from the whole tomato.)  
 You will find these quick-selling and profitable.

*Send To-day for Price List.*

**The Belleville Fruit and Vinegar Co., Limited**

BELLEVILLE, - ONTARIO

### BARNUM WAS RIGHT!



"You can fool all the public some of the time, some of the public all the time, but you cannot fool all the public all the time."

### IT PAYS

to sell only pure Maple Syrup and Maple Sugar, our **Pride of Canada** lines.

**The Maple Tree Producers' Association, Ltd.,**

Waterloo, - Quebec

The splendid values we are offering in

# PRUNES

in sizes from 30/40's to 90/100's should appeal to any grocer.

Also exceptional quality in Evaporated Peaches, boxes 25 and 50 lbs.

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## W. H. GILLARD & CO.

*Wholesale Grocers*

HAMILTON

*Branch House—Sault Ste. Marie*

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

# Redpath

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

*Manufactured by*

THE  
CANADA SUGAR REFINING CO.

LIMITED

Montreal

## William Galbraith & Son

*Wholesale Grocers*

80-82 St. Peter St., - MONTREAL

Teas

Coffees

Raisins

Currants

Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

GET

# Balmoral

scotch

# MARMALADE

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO  
J.W. WINDSOR  
MONTREAL

SOLE AGENTS FOR CANADA

## Sanitary Cans

FOR HAND FILLED GOODS

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

## Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND  
GOODS OF STRONG ACIDITY

Strawberries, Red Raspberries, Black Rasp-  
berries, Blackberries, Sour Cherries, Blue-  
berries, Beets, Rhubarb, Etc.

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

Write for Samples

SANITARY CAN COMPANY, LTD.  
NIAGARA FALLS, - ONTARIO

## ACME CANS

have been used by Canadian packers  
for so many years that they have be-  
come the Canadian standard of can  
perfection.

Acme Cans are Durable, being well  
made, and every Can is tested before  
leaving the factory. There is no loss  
to the packer through doubtful Cans.  
This is a feature worthy of considera-  
tion.

*Send Us Your Order.*

## ACME CAN WORKS

Montreal

## HIGH GRADE EMBOSSED CAN LABELS

One of the largest manufac-  
turers of embossed Can Labels,  
Cigarette and folding boxes in  
the world.

Write for Samples and Prices.

STEECHER LITHO. CO.  
ROCHESTER, N.Y.

## Solder-Hemmed Caps

Enable the canner to seal his cans more  
neatly and at less expense than by using  
wire solder in the capping machine. He  
gets his solder when he wants it—with  
the cans; where he wants it—around the  
edge of the cap; and as he wants it—  
in the precise quantity needed. The cost  
of reeling solder and of shut downs for  
lack of solder may be left out of the  
reckoning. Besides, there is a saving  
in solder which runs from twenty-five  
to fifty cents a thousand cans.  
Solder-Hemmed Caps are obtainable only  
with Norton cans.

THE  
Norton Manufacturing Co.  
HAMILTON

THE CANADIAN GROCER

# MAPLE SYRUP

PURE AND COMPOUND

Pints, Quarts, Half-Gallons, Gallons and 5-Gallon Tins.

Send along your order

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO

### It's the Standard

and hence the saying "As Pure As Windsor Salt"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that much sought for pinnacle that entitles the makers to justly claim it "best."

To-day it is the Standard Salt from which comparisons are made when some one is trying to sell an inferior product—something "just as good." The purity, whiteness, dryness, and free-running qualities of Windsor Salt are almost proverbial. "It's the Standard"—isn't that enough?

CANADIAN SALT CO., LIMITED

Windsor, Ont.

I Offer

### For Prompt Shipment

Several lots of very fine

### Smyrna Sultana Raisins

Prices and samples from

**ANDREW WATSON**

91 Place d'Youville

Tel. Main 4409

Montreal



### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour

Sold by all Sale Dealers

The CAPSTAN MFG. CO.,

Toronto, Ont.



# NEW IN CANADA

## JELL-O The Dainty Dessert

—Also—

## JELL-O ICE CREAM POWDER

For making Ice Cream.

### PAYS GROCERS 33 1-3 per cent PROFIT

in case lots—About 45 per cent. in 6 case lots. We sell it for you by big Newspaper Advertising, Bill Board displays, distributing Illustrated Recipe Books from house to house, Store Hangers, Counter Easels, etc.

Absolutely pure—Your best trade will demand it. Both products packed 2 doz. in a case, straight or assorted flavored.

Order from your wholesale grocer to-day. If he has not got it in stock, write us and we will see that you are supplied.

JELL-O, 2 Doz. case	\$2.25	Retails 2 for 25c.
JELL-O, Ice Cream Powder, 2 Doz. case	2.50	Retails 15c. per pkg.

## QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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




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

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

### Mathewson's Sons


WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

**REINDEER condensed COFFEE**

Hot Water Only



Required for

**A CUP OF COFFEE**

**A SPLENDID SELLER**

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

# Nature's Own Deliciousness



is preserved undiminished in every bottle of

## E.D.S. Brand Jams and Jellies

We rely on absolute purity to get the delicious flavor which is an outstanding feature of E.D.S. Brand. Government analysis has further—and indisputably—demonstrated that E.D.S. Brand is the purest of the pure.

Agents: W. G. Patrick & Co., Toronto; W. H. Dunn, Montreal;  
Mason & Hickey, Winnipeg; W. A. Simonds, St. John, N.B.;  
A. & N. Smith, Halifax, N.S.; J. Gibbs, Hamilton.

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

### "Keep up with the Twins"



*"Keep up with the Twins"*

Handle . . . . .

## GOLD DUST WASHING POWDER

*It will give satisfaction to your customers and satisfactory profits to you.*

One-half case free with every five cases assorted Soap and Gold Dust Washing Powder.

### **THE N. K. FAIRBANK COMPANY, Montreal**

## Our Installation Is Now Completed

our new offices and warehouse and we are in a position to **ship promptly** all orders on reception of same. Should any of our customers have experienced delays in the delivery of their orders during our moving, we hope they will overlook the same as this delay has been unavoidable during the moving period.

### Japan and Black Teas.

We pay freight on teas in lots of 200 lbs assorted or not assorted.

We have a complete and varied stock for all the requirements of the trade as regards quality as well as prices.

### Imported Wines.

Our prices on **Clarets, Burgundies, Sauternes, Sherries, Port, Madeira, Malaga Tonic Wine "Bacchus,"** are interesting to the buyer, and furthermore **we pay the freight** on orders for wines in original packages.

## Laporte, Martin & Co., Ltd.,

Wholesale Grocers and Wine Merchants.

Please  
note  
new  
address

**562 to 568 St. Paul Street (Formerly College Street) a few doors west of McGill Street, MONTREAL.**



# THE A 1 SAUCE

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

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

*For particulars and prices write our Agent*

**H. HUBBARD,** 27 Common St.,  
MONTREAL.

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

LIMITED

# QUAKER CANNED GOODS

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

TH

Lipt

ever. c  
F.O.B  
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for im

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HAM

THE CANADIAN GROCER

# THE ONLY RIVALS TO LIPTON'S TEA

are

## Lipton's Jams, Jellies, Marmalade, Pickles

We are carrying at present the largest stock of these goods ever carried in Canada, and would be pleased to quote you our F.O.B. Toronto prices as well as send you our Import Catalogue with prices which will interest you, both for immediate delivery or for import.

# Thomas J. Lipton

75 Front St. East,

TORONTO

If you wish to **convey the impression** that **you are thoroughly up-to-date** and handle only the **best goods**, push



## 2 in 1 SHOE POLISH

It will do it better than any two other articles combined.

### The F. F. Dalley Co.

Limited

HAMILTON, Canada

BUFFALO, U.S.A.

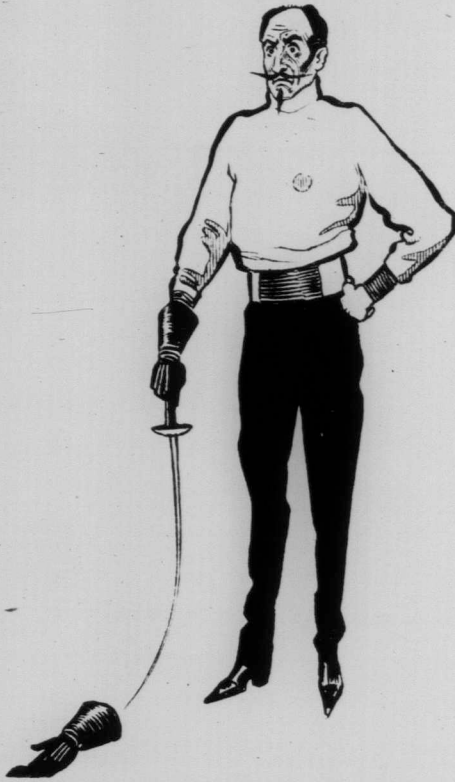
### The Grocery Clerks Are Getting Wise

Those who are wide-awake to the fact that it pays to keep posted on grocery matters by reading **The Canadian Grocer** every week are drawing the Best Pay.

It doesn't cost you 4 cents a week to have your own paper.

**CAN YOU SPARE 4c. A WEEK  
TO IMPROVE YOURSELF?**

## To The Point !



We have a surplus stock in some lines. In order to insure a quick clearance we're making special prices on

- Essex Tomatoes
- Essex Corn
- Essex Pumpkin
- Essex Plums

It will pay you to anticipate requirements and order now while the assortment is worth while. Essex goods sell on their reputation. Send for special quotation and do it now!

**The Essex**  
**Canning and Preserving Co., Ltd.**

28 Wellington Street E., TORONTO

Factory at Essex, Ont.



**A GOOD LINE FOR THE GROCER.**

The English palate can't resist H.P. Sauce, and so a stock melts away like snow in the English Stores.

Canada is already feeling the demand and wide-awake grocers are busy lining up their shelves with H.P. and our bright, 'live' advertising is clearing their shelves for them.

Big profits—quick turnover—in H.P. remember.

Send for samples and prices. Try it on your own table, and you will see why it has caught on.

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

**Midland Vinegar Co., Birmingham & London, Eng.**

### Molasses in Tins

Yes Sir—You can buy  
Sauce made in Can-  
ada from an  
English  
recipe.

Celery Relish

Mince-meat

equal to any  
Sauce made  
in England  
and cost you  
less money.

**Worcestershire Sauce**

WRITE

**JOHN CASSON CO.**

Front St. E., TORONTO

**Finest Tomato Catsup**

*Tartan*

BRAND

FISH

SIGN OF PURITY

LENTEN FEAST

Cod, whole in quintals, 100",  
50" cases, strips, bricks and  
shredded.

Sea Trout, 100" kegs.

Mackerel, 100" kegs.

Holland Herring, milchers and  
mixed.

Labradors, barrels and half-  
barrels.

SPECIAL BARGAINS

Evaporated Apricots, Peaches, Pears and Plums, Raisins, Prunes, Figs and Dates.  
Tapioca, Salmon.

PHONE 596 FREE TO BUYERS.

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

STOCK THE BEST.

**"KIT"**

**COFFEE**



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

**"K C" Sauce**

A rich, thick, Sauce, delicious in flavour. A splendid relish with fish, flesh or fowl.

**WORCESTER SAUCE**

Equal in quality to anything at double the price. Sold as an advertising medium for KIT COFFEE.

**A Word to the Wise**

The Merchant introducing those lines to his customers **MAKES NO MISTAKE**

Agents in the Dominion

Montreal City, Mathewson's Son's, 202 McGill St.  
Quebec City, Albert H. Dunn, 67 St. Peter St.  
Ontario, A.E. Bowron, 18 King William St. Hamilton  
Winnipeg, Mason & Hickey, 108 Princess St.



Mincemeat

**TODHUNTER'S**  
 THE STANDARD FOR COFFEE DRINKERS  
  
 THE BEST TONIC FOR BREAKFAST A LUXURY

**EXCELSIOR**

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

**COFFEE**

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS TORONTO

**SPECIAL**  
 For This Week  
 Choice Eastern Township  
 Dried Apples

and  
 Choice Evaporated  
 Apples

Also full line of fresh, and  
 salt fish for Lent. Order  
 at once.

**S. J. CARTER & CO.**  
 WHOLESALE GROCERS  
 58 MCGILL ST., MONTREAL

**TALKING ABOUT THAT  
 PROPOSITION!**

A good many grocers have written us in regard to the proposition we had—showing how you can make money by handling our high-class Toilet Soaps.

But we want to hear from still more, from *YOU*. It is to your advantage to at least inquire about this, so drop us a postal to-day.

**SAVONS FRANCAIS**

C. PAGUELO, Manager

Factory: 1653 Notre Dame St. E.      Offices: 225 Coristine Bldg.

**MONTREAL**



IT IS A GOOD TIME right now to test the qualities of

**Naphtho Soap**

We claim its superiority to all others.

*BECAUSE* It is the most effective while the most harmless to the fabric.

*BECAUSE* It has the most lasting and durable quality.

*BECAUSE* It is a pure and satisfactory detergent of the highest quality at the lowest price.

**The Welcome Soap Co.**  
 Limited

St John, - N.B.



# How's This for Prices?

A lot of people have RUNS on any old line of goods now-a-days. This mode of locomotion, however, is too slow for us and we are going to have a series of

## AUTOMOBILE DRIVES

on some particularly seasonable lines, no stickers about us. "Come on in, the DRIVE is fine!"

### "PHEASANT" Oregon Prunes

need no booming by us. Their quality is their best recommendation. A special "I want some more" brand. On their way to Montreal, due here in about ten days.

300 cases, 30/40, @	.. .. .	9c. per lb.
200 cases, 40/50, @	.. .. .	8½c. "
200 cases, 50/60, @	.. .. .	8c. "
28 cases, 60/70, @	.. .. .	7½c. "
350 cases, 70/80, @	.. .. .	7c. "
200 cases, 80/90, @	.. .. .	6½c. "
190 cases, 90/100, @	.. .. .	6c. "

Terms : F.O.B. Montreal, net within 30 days

### TALBOT FRERES Choice Spanish Queen Olives

Reasonable the year 'round. Cannot be duplicated at anything near the money. Leave attractive profit for you.

64-oz. bottles, cases, ½ doz.,	\$8.40 doz.;	retail \$1.00 each
36-oz. bottles, cases, 1 doz.,	\$5.40 doz.;	retail 60c. each
20-oz. bottles, cases, 1 doz.,	\$3.60 doz.;	retail 40c. each
10-oz. bottles, cases, 2 doz.,	\$2.00 doz.;	retail 20c. or 25c. each

600 cases to arrive beginning of June. FREIGHT PREPAID in 5-case lots to railway points in Ontario and Quebec, east of North Bay and Sarnia.

Terms : Net within 30 days

### MALAGA Seeded Raisins "Eagle" Brand

The original Spanish variety. So meaty, full of juice, of a delicate and distinctive flavor. Will draw re-orders from the appreciative customer. In cases of 36 1-lb. packages, 8c. lb.

Terms : F.O.B. Montreal, net within 30 days

# HUDON, HEBERT & CO.

LIMITED

## MONTREAL

The most liberally managed firm in Canada.

# TO-DAY'S BUSINESS

should not be the first object of every merchant. Not immediate gain by pushing poor, cheap goods that soon result in LOSS of business, but a steady and sure increase in the number of customers by selling only the best standard goods,—goods that can be honestly recommended. YOU are creating business for the future by educating your customers to use a higher quality of tea, for it gives them greater satisfaction and will give you a better profit.

Every merchant can sell good tea if he tries. Some are selling a lot more Red Rose 40c. Tea since the beginning of the year. They are pushing it and creating a demand. Many people buy cheaper tea as a matter of habit—just because they are not recommended to try

## 40c. Red Rose

Get some in your store and see how easy it is to sell,—VERY EASY IF YOU USE A PACKAGE YOURSELF.

**T. H. ESTABROOKS**

St. John, N.B.

BRANCHES }  
 Toronto — G. H. Campbell, Manager  
 3 Wellington Street, East  
 Winnipeg — F. G. Walker, Manager  
 315 William Avenue.

*It pays to have proper connections in*

### The West

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

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

*Charges Reasonable*      *Satisfaction Guaranteed*

### R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyno Avenue East

**WINNIPEG, MAN.**

### Keep Track of the Goods

you sell and the money your customers owe you, by using our simple

#### " DUPLEX " COUNTER CHECK BOOK

It's a money-saver, a time saver, a trouble-saver and a customer-keeper.

WRITE FOR FULL INFORMATION

**The Carter-Crume Company Limited**  
 Toronto and Montreal



**If you have anything for sale which a Grocer or General Merchant will be interested in, advertise it in our "Condensed Ad." column. It will bring you good results.**



# LOBSTERS

During the Lenten Season Lobsters are sellers.  
Our range is complete in tall and flat tins.  
We are making specially attractive prices.  
See our travellers or wire or write us.

**JAMES TURNER & CO.**  
Hamilton, Ont. LIMITED

ESTABLISHED 1840

*Old enough to have the benefit of the experience of a  
lifetime strictly up-to-date in every particular.*

Order now

## NELSON'S BROOMS

All sizes, All kinds of handles,  
All grades.

but we would most of all like to  
sell you our

## PANSY BROOM

Write for price lists.



**W. Nelson & Co., Limited**

Office and Warehouse:  
92 Adelaide St. W.

Toronto, Ont.

Factory:  
15, 17, 19, 21 Jarvis St.

# Business Man and Farmer in the West

A Description of the Successful Winter Fair Held in Brandon Last Week and Its Relation to the Business Interests of the Country—A Hint for Western Merchants.

The Western Viewpoint by our Special Winnipeg Correspondent.

Brandon, Manitoba, was the scene last week of the most successful Winter Fair that has ever been held in the Canadian west and that is saying a good deal. The holding of a winter fair was for many years considered impracticable, but five years ago the little town of Neepawa decided to try a winter fair, and it is worthy of note that the man who started the idea going, and was one of the hardest workers towards the successful issue, was a bank manager, who had formerly been in the city of Guelph and knew the value of winter shows. The Neepawa fair was a success, but Neepawa, being on a branch line, was not considered ideal as a place for a winter fair, owing to the transportation problem. For many years the Live Stock Association of Manitoba had held their annual meetings in the city of Winnipeg, generally during bonspiel time, when cheap rates were in order. It was felt by many of the breeders that Winnipeg was the place where the winter show should be held. The Provincial Government was approached in the matter, but practically refused to do anything to encourage a winter fair. Next an effort was made to get a number of the prominent men of Winnipeg to form a joint stock company, purchase land and erect a building that could be used for a winter fair and for cattle sales and at other times in the year for many other purposes. To men familiar with the successful shows at Guelph it was apparent that a building of the kind, if erected, and the winter fair properly pushed, would be a success financially. However, the business men of Winnipeg, following the example of the Provincial Government, turned the scheme down.

## Brandon Inaugurated the Fair.

It remained for little Brandon to take the matter up. First, they invited the Live Stock Association to hold their annual meeting and a stallion show in such temporary quarters as they could provide. In 1907 to the annual meeting and the stallion show were added a seed grain fair and poultry show. The attendance was enormous, and the temporary quarters provided by Brandon wholly inadequate to accommodate the crowd and the breeders again expressed a wish to return to Winnipeg. At this juncture a number of Brandon men came forward and guaranteed that if the Live Stock Association would undertake to hold a winter fair in Brandon in 1908 they would erect and equip a suitable building for the purpose. On March 10, 1908, the winter fair was duly opened in this building, which probably has not its counterpart in the Dominion of Canada.

## The New Building.

The main body of the building contains an amphitheatre with seats for 1,800 people, with a show ring 150 feet long, and a stage, the second largest in Canada. The north wing of the building contains stalls and pens for a hundred cattle, fifty hogs and fifty sheep. The south end is devoted to horses and

has stabling for over one hundred head. The hall over the north wing has been arranged as a lecture room and a hall for seed grain fairs. The upper floor of the south wing is specially designed for poultry shows and was pronounced by Judge Butterfield the finest poultry hall in Canada, both for light, size and convenience of arrangement. The entire plant is heated throughout with steam, has city water laid on and is provided with commodious lavatories and toilet rooms at different points throughout the building. There are a number of small rooms suitable for committee work, and lunch rooms have also been provided for. The total cost has been pretty close upon \$50,000, and of this amount the business men of Brandon have already subscribed and paid in the sum of \$35,000. The farmers of the district of Brandon have subscribed about \$3,000 more. The erection of such a building speaks volumes for the pluck and enterprise of the business men of the Wheat City. It is their hope that they will be able to use this building during the year for theatrical purposes, and an effort is being made to have it included in the Winnipeg theatrical circuit. The idea is to fill the floor of the show ring with chairs, and in this way it would be possible to seat 2,500 people.

## A Gratifying Success.

Considering that the building was barely completed in time for the fair of 1908, and everything new and green about the business the success achieved is most gratifying. It is not possible to announce the prizes for cattle until very late, and consequently the exhibit of fat stock was smaller and not so well finished as it should have been, but it showed a marked improvement over previous years. Perhaps the greatest improvement was to be noted in bacon hogs, which conformed more truly to the ideal bacon type than at any previous show. The exhibit, too, was large and the hogs brought out in good show shape. The exhibit of sheep was small, but the class was high.

## Horse Show a Strong Feature.

The strong point of the fair, however, was the horse show, and the strong point of the horse show was the exhibit of Clydesdales. Forty stallions of that breed being entered in the different classes. In aged Clydesdale stallions there were ten horses brought into the ring and not a really poor horse among them. The showing of Clyde mares was also very good. Perhaps the greatest surprise of the fair, however, was the display of Percherons, twelve horses being shown in the aged class. It was pronounced by men of experience the largest and finest group of the breed ever shown in Canada. There was a fair display also of light horses, hackneys, standard bred and thoroughbred. Some idea of the interest taken in the judging of horses may be gathered from the fact that fully 1,200 people sat solidly for four hours watching the various classes put through their paces

and awarded the red, blue and white ribbons.

## The Visitors Entertained.

The finest scene of all was on Thursday evening when the visiting breeders were the guests of the city of Brandon. An elaborate programme of vocal and instrumental music, interspersed with short speeches and selections from the band, had been provided, also a liberal number of cigars for lovers of the weed. The evening opened with the judging of hackney stallions. These horses showed to their best while the music played. Next came a parade of stallions, and there were thirty-five heavy weight horses in the ring at one time, and as they paraded they were cheered by fully 2,000 people.

The gate receipts of the fair for three days were very close to \$1,000, and it must be remembered that with the breeders the payment of their annual membership fee to any one of the live stock associations entitles them to admission to the fair throughout the week.

## A Fair Board Organized.

So much for the history of Manitoba's Winter Fair to date. The Winter Fair building will remain the property of the joint stock company that has erected it, but a Winter Fair Board has been organized comprising representatives from all the live stock associations, the Provincial Poultry Association and the board of directors of the building. This last formed association is to be known as the Manitoba Winter Fair and Fat Stock Show Association and will have entire charge of the winter fair for the future. This year the slaughtering and judging of slaughtered carcasses of sheep, hogs and cattle was carried on to a limited extent and another year it is hoped to enlarge this department and add the killing and dressing of poultry with lectures on the same. The aim of the Manitoba Winter Fair will be to equal and ultimately surpass the Guelph show. There is abundance of material in the Canadian West to work on and the aim will be to make the great winter gathering at Brandon of a highly educational character. The show just closed has proved to a demonstration the classes in stock judging, with their accompanying lectures are as intensely interesting to the great hordes of young men, who attend, as is any trade or devile performance.

## The Business Man's Interest.

It may be asked wherein are business men interested in fat stock shows. Of course in this particular instance the business men of Brandon have a large monetary stake in the success of the show. Apart from this, however, business men all over the country should

be interested in it. It is manifest that the business of wheat farming is already being carried on in Manitoba. The day of mixed farming has come and come to stay, and mixed farming will be a doubtful business unless it is carried on intelligently and in the most up-to-date manner. In the winter or four days of a winter fair it is possible for a farmer to acquire an enormous amount of useful information concerning the best methods of raising and breeding sheep, hogs, cattle and horses. He can also learn much about the rotation of crops and the control of noxious weeds. In fact it is the privilege of attending a winter fair to attend a specialized school. If he is an amateur he comes in competition with the professional men from all over the Canadian West, and if he fails he can learn at first hand why he did fail, and guard against the same conditions for the future. The men who attend these shows are bound to be better farmers and as their farming improves their spending power increases and this is the point where the business man is interested. Unlike the winter fairs the winter fair lends itself to prizes for all kinds of specialties. In the next year it is hoped to offer prizes for the best fed export steer, for the best carload of export steers. This one particular department is a great field for the local merchant. What could be better than for the merchants of any of the small towns in Manitoba to combine and offer a prize for the best carload of butchers export steers fattened in the district adjacent to their town; or it might be for the best carload of sheep or the best dozen hogs. If this were done by a number of towns it would be comparatively easy for the Winter Fair to offer a really valuable prize for the champion ear lot of the province. It might be remarked in passing that in this present year J. D. Martin, president of the Winter Fair Building, offered \$200 for the best fat steer or cow bred in the Western Provinces in four years of age. This splendid prize was won by a handsome short-graded grade which had been bred and raised on the Dominion Experimental Farm at Brandon and afterwards sold to Jos. Madison.

It seems to the writer that the Winter Fair offers an almost unlimited opportunity for the business man in country towns to identify his interests with those of the farmers of his locality, and in this way retain for himself trade, which is otherwise much too apt to be carried to outside merchants.

**THE GREEK CURRANT CROP.**

Statistics and Market Conditions From U. S. Consul at Patras.

The U. S. Vice-Consul Haworth J. Woodford of Patras, has prepared the following review of the Greek currant crop for trade, which has just come to hand: The outstanding feature of the current season of 1907 has been the large amount of business transacted during the

latter half of August and practically throughout the entire months of September and October. That buyers were induced to respond to such an unusual extent may be attributed to the very moderate level of the opening quotations and a market showing almost daily increasing firmness owing to the reduced crop estimates during the critical period of cutting and gathering the currants.

"Heavy rains in most of the producing districts not only reduced the weight of the crop, but seriously deteriorated the quality of the various growths, provincial grades in particular suffering most damage.

"Fortunately most of the fruit so affected was ultimately secured in merchantable condition, but the standard of quality was necessarily lowered and has not been entirely satisfactory. The finer grades suffered somewhat less severely and Zante fruit escaped the ruin altogether, being of excellent quality and condition. Shippers have, however, done their utmost under the unfavorable circumstances, and, on the whole, few complaints have been pressed to the limit of arbitration.

**Heavy Forward Buying.**

"Owing to the small stocks carried over into the new season, a ready response was accorded to the opening quotations, which started on a level considerably lower than prices at which shipments could eventually be effected.

"The late harvest and consequent limited supplies of currants available at the commencement of the season, together with the unusually heavy requirements for September and October shipments, inflated spot prices, and deliveries generally were only effected at heavy losses to local shippers, who, nevertheless in most cases, fulfilled their engagements. As the damage to the crop became more generally known, prices continued their upward course until the market reached its highest point early in October, the quotations for provincial currants then being about \$5 per hundredweight, cost and freight, New York.

"From this period prices receded somewhat, though the difference was mainly due to the reduced export tax, which, by arrangement, was made payable in cash at the fixed rate of 115 drachmas per 1,000 Venetian pounds (\$20 per 1,050 pounds.) This was done, however, only after 66,000 tons had already been exported. Owing to the active demand and heavy shipments, this quantity was reached earlier than had originally been anticipated, while a rise in the rate of exchange also accentuated the reduction in forward quotations, so that these two factors practically accounted for the reduced quotations.

**Available Supplies Insufficient.**

"The crop is officially estimated at 141,000 tons, as against 132,000 tons last season, leaving about 118,000 tons available for export after the full retention duty in kind is deducted. In face of the increased consumption and the fact that a large proportion of the fruit remaining in Greece is of poor quality, for

which reason its export is prohibited by the Greek Government; the available supplies of merchantable fruit are generally considered to be inadequate to meet the world demand.

"The increased exports this season have been general to all countries consuming currants, and the total shipments for 1907 are 766 tons in excess of those for the same period of 1906. For the season 1907-8 to December 31, the exports amounted to 113,466 tons gross, against 97,700 tons gross for the previous year.

"The favorable statistical position fully warrants the continued firmness of holders, and a comparison of the stock at present available in Greece with the quantity exported during the remainder of the season of the previous year reveals a shortage of about 8,000 tons to meet the estimated universal requirements. The officially estimated crop of 1907 is 141,000 net tons, of which there were exported to December 31, 1907, 98,000, and absorbed by retention duty 23,000, thus leaving stocks remaining in Greece at 20,000 net tons.

"A feature of this season has been the heavy shipments to the United States, the 15,194 gross tons going forward up to December 31 being 4,184 tons in excess of the previous season."

**GIVE PREFERENCE TO CANADA.**

**Barbadoes Grants Twenty Per Cent. to Us and Asks Similar Favors.**

The Barbadoes sub-committee of the West Indo-Canadian Conference, which has been considering matters of trade interest for some time, concluded its labors on Friday, the 7th inst. The sub-committee, so far as Barbadoes is concerned, has recommended to the Government that to Canada be granted a preference of twenty per cent. on all articles of consumption which she can supply—flour, fish, lumber, hay, oats, etc. In return for this the Canadian Government will be asked to give a preference of 11.5 cents per 100 pounds, additional to the existing preference, on sugars from Barbadoes.

The existing tariff will not be disturbed, but twenty per cent. additional duty will be levied on these articles of consumption coming to Barbadoes from countries other than Canada.

A. R. Baker, of the Old Homestead Canning Co., Picton, left last week on a business trip to Winnipeg and the coast. Mrs. Baker is accompanying him.

**SITUATIONS WANTED.**

**ADVERTISER** who has had 25 years' experience of high class provision and grocery business, wholesale and retail in England requires a situation as traveler, manager or any position of trust. Highest references, and can furnish good Toronto references for personal character. Apply F. Beckingsale, 13 Wood St., Toronto. (12)

**YOUNG** man, capable, experienced general store manager, open for engagement; store management or position in wholesale accepted. Box 186, CANADIAN GROCER, Toronto. (14)

# Grocery News from Coast to Coast

Letters From Our Special Correspondents in the Principal Cities and Towns in Canada—Happenings of the Trade for the Week.

## CHATHAM.

Now that Lent is on, fish—and particularly, in view of the near approach of warm weather, canned fish—are shown in probably one out of every two windows.

A hint for a good background is given in Harry A. Andrew's window. Instead of using what may be called "foreign substance," for a background, he has stood red salmon cans, on end, tier upon tier. Though Ald. Andrew's window contains only three tiers, the process can be continued almost indefinitely, and a pretty high wall built up. The red labels make a very attractive background.

Another hint—and a valuable one—is contained in a show card several grocers are using. One is headed, "Lenten Specials," and contains a list of nearly two dozen varieties of canned fish. How many experienced housekeepers know that there are so many? Most of them are familiar with three or four kinds at best, and the knowledge of the new housekeeper is pretty well limited to salmon. And with the average new housekeeper, a bit timid as to her abilities in the cooking line, there are excellent possibilities of a market for canned fish. A neat card, with a complete list tastefully gotten up, will drive home a sense of variety to the very large class of housekeepers, who, when they think of canned fish, see nothing but kippered herring, sardines and salmon.

The Bradley store shows a pretty instructive soap window this week. The firm feature Empire soap in a big, 12½-cent bar, and the window is piled full of the big bars in their black and white wrappers. The foreground is occupied by a see-saw contrivance, with an Empire bar on one end, which is down, and five five-cent bars of other brands on the other end of the board, which is "way up." For direct suggestiveness the idea is hard to beat.

Geo. A. Stacey, the King street west grocer-butcher, had a narrow escape from serious injury while working at his slaughterhouse last week. A piece of loose timber containing a spike fell from the top of the building, striking Mr. Stacey immediately below the eye, and inflicting a nasty gash.

John D. Stark, St. Clair Street, has installed a new automatic computing scale in his place of business.

\*Contributions are invited from grocers or clerks in small places or where there is not a regular correspondent of this paper.

N. A. McGeachy & Sons last week acquired the milk route of Dawson Bros., who have conducted a successful milk business here for three years past. McGeachy's have just completed a thorough remodeling of their ice cream parlors, in preparation for the coming season.

The ten o'clock market by-law is once more before the City Council. At the last Council meeting a petition with upwards of 100 signatures, was presented, asking for the repeal of the clause prohibiting retailers from purchasing on the market before ten o'clock. Ald. Baxter went so far as to give notice of a motion to amend the by-law according-

The following paragraph from our Ingersoll correspondent regarding the organization of a general delivery system will be read with general interest. On another page will be found an article telling of the methods used in a similar system in Michigan:

"It is understood that the enterprise of local merchants will shortly assert itself again. From what can be learned it is the intention of the merchants to have a general delivery system, instead of the old, expensive and at times insufficient individual method. Plans are being laid for the organization of a system which will include all the deliveries for butchers, grocers, bakers, etc., at regular hours. This system, which is already in vogue in some places and has proved to be very satisfactory will be more efficient and economical and will no doubt be highly appreciated both by the merchants and their patrons."

ly, but this was withdrawn, the matter being referred to the Property Committee. The issue promises to be a live one with this year's Council.

H. G. Kogelschatz, a local ex-grocer, passed away last Saturday morning, after three days' illness. He was upward of 68 years of age. A native of Hanover, Germany, he came here at the time of the Franco-Prussian War, and entered into the tobacco business with his brother, the late F. W. Kogelschatz, who, by an odd coincidence, died only a few weeks ago. On the dissolution of this partnership, he entered into the

grocery business in a small way, later took up market gardening, and for some years has lived retired. Of late years he has suffered from heart trouble and last week sustained a severe paralytic stroke. He leaves three daughters and one son. He possessed marked musical and linguistic attainments, and, in a wide circle of friends, "Gus" Kogelschatz will be much missed.

Neil C. Sinclair has resigned his post as manager of the Kent Farmers' Produce Company, of Blenheim, Mr. John A. Cameron, a former manager, succeeding him.

John Hamilton, proprietor of the Marine Meat Market, Amherstburg, is having a cold storage room built at the rear of his shop.

Robinson Bros., of Leamington, have installed a rotary meat slicer in their grocery.

A new canning factory is in sight for Ridgeway, to replace the elusive affair which vanished last year shortly after the town had decided to grant it assistance. H. McSween, of Leamington, is promoting the new project.

A Board of Trade dinner, the first of its kind in Chatham, was held on Tuesday, the 10th, and proved a signal triumph, upwards of 175 being present incidentally, the way the retailers turned out was memorable, and, as usual, the grocers were pretty well to the front of things.

## GUELPH.

I see that the by-law in Kingston to provide for farmers' wives bringing their fowl to the market drawn was defeated. The poultry men here think it is not wise to ask them to do this, as the fowl when drawn will not keep for any length of time, and would not do for shipping purposes. I am informed that a similar by-law is in force now at Owen Sound. The general opinion of both store-keepers and shippers is that the proper way is to insist on having the heads off and some think the feet also, but it is mighty hard to tell a young chicken from an old one when they are very fat and the feet are off. At the same time it is a real treat to see nice fat fowl brought into your store drawn and fixed up almost for the oven. I had the pleasure of seeing some this winter that were sold in a local store that were unsurpassed and did not require any salesmanship to sell. The people rushed right after them and

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came back looking for more of the same kind at the same price, which was 17c a pound. This was considered a good price here.

Gregory Foltz, the Elora Road grocer, is installing a full line of up-to-date fixtures, which are being made by a local company.

Little & Costigan have placed a large new sign over their store front.

Saturday was seed fair day in Guelph and the city was crowded all day with farmers which was good for business and in spite of the crowd there was very little drop in the prices of all kinds of produce. The object of these seed fairs is to show the best samples of grain from each section and allow the exchanging of or selling to each other and in that way getting the best seed distributed. There was an extra fine lot of grain on exhibition and considerable business was done.

Wm. Lillie, who formerly ran a grocery store on Quebec St., has accepted a position with A. G. Groom.

The wheels are out again on the main streets and there is now neither good wheeling nor sleighing here.

### INGERSOLL.

Syrup-making operations will soon be in full swing. The sunny days and the frosty nights of the past week prompted a number of farmers to tap their lofty maples and the bushes will soon be illuminated by the huge fires under kettles and pans where lonely vigils are kept while the sap is being "boiled down." Syrup-making is not carried on extensively in this district, owing to the fact that the country for the most part has been cleared. Several farmers, however, spared many of their choice maple trees and when conditions are at all favorable reap good profits from them, as the demand is keen for unadulterated syrup and the price high compared with that of former years. While no new syrup has yet been marketed it is expected that the price will be about \$1.35 per gallon on the market.

Following a year of almost unprecedented high prices for commodities in general, and coming at a time when there seemed some ground for hope that a reaction would soon set in, the announcement that the price of sugar was being periodically raised has perturbed householders and retailers not a little. Whatever the cause, the advancing of prices, first in one line and then another, seems to be a dominant factor of modern commercial life. Scarcity of supply, excessive freight charges and the increased cost of labor may all be

facts with a tendency to raise prices to a certain extent, but there is surely a limit to all things and a microscopic examination in many cases would undoubtedly justify the opinion to which many consumers cling tenaciously that the monopolistic spirit is becoming more deeply rooted than ever.

Unless all signs fail this season will witness a return of the good old-fashioned Easter with an abundance of eggs at prices within the reach of all. The supply continues to increase at a rate which threatens to almost daily lower the price. At Saturday's market 20 cents per dozen was the ruling figure. The majority of the travelling buyers do not commence their rounds until spring is well advanced and in view of this fact there is a probability of the price ranging anywhere from 15 to 18 cents by Easter.

In regard to poultry, however, the conditions are exactly opposite. The supply is decidedly limited, and there is little hope of the desired change until the spring birds are placed on the market. On Saturday a fine pair of crested chickens sold for \$1.15.

The Ingersoll Canning Co. have in contemplation an addition to their factory at Vienna, which will be used for storage purposes.

The business staff of the Ingersoll Packing Co. have taken possession of the magnificent new office which has recently been erected on the north-west corner of Victoria and Wingham Sts. The new building is the embodiment of beauty and convenience. The exterior of the building is strikingly imposing, while the interior was constructed along lines affording the greatest convenience, combined with which there is much artistic workmanship and all modern facilities. In every respect the building is an ornament to the town and a monument to the enterprise of this widely-known firm. One storey in height, with a deep basement, the style of the building may be termed as modernized Grecian and Colonial in combination. The basement is constructed of cement floor and foundation walls, and rock-faced stone, while the upper portion is built of buff-pressed brick. The windows are unique in design, being of old English style. There are many small square panes, which admit an abundance of light, as does also a large sky-light in the roof. The building is steam heated, the supply being furnished from the boilers in the factory. The lighting fixtures are a combination of gas and electric light. Nearly \$13,000 was spent in the erection of the building and its equipment. The various offices are elegantly furnished. A modern system of private telephone exchange for 20 'phones is being installed with an operator in charge giv-

ing direct connection with every department.

Do bad streets injure business? This is a timely question and some merchants are inclined to an affirmative opinion. It is generally conceded that when the sidewalks are hidden under slush that there is a falling off in business. It is also equally well known that women have a decided aversion to turning out on a shopping expedition when the walking is wretched. If the wretched conditions of sidewalks do have a tendency to injure business the matter is one worthy of discussion by the merchants in general. It is right along such lines as this that a well-organized and active retail grocers' association can find plenty of work to do which should prove mutually profitable.

### LONDON.

Wholesale trade shows improvement as the country roads get better and payments are being met while retailers have little to complain of.

The feature of the week has been another advance of 10 cents per cwt. in refined sugar, making an increase of 30 cents in three weeks. A still further advance in price would not be surprising. Most of the retailers are selling eighteen pounds for a dollar.

The market for teas is strong, good quality being very firm. Teas producing poor liquor are neglected. All the other staples are firm.

Stock-taking for the defunct firm of Lind, Kerrigan & Co. has been completed, and a meeting of the creditors was held on Wednesday. The assets are said to total about \$30,000 and the liabilities will exceed that figure considerably.

Thirty-five cents per pound is the price best quality butter is retailing at in local grocery stores, and dealers declare there is little profit handling it, even at that figure. This is the highest price ever paid in London, at least, no one can be found who has recollection of a higher figure than thirty cents, and housekeepers are beginning to ask when the upward movement is going to end. Eggs are a little lower, the price ranging between twenty-five to thirty cents, but a little closer to the latter.

An idea of the outside trade of the London bread bakers may be gained from the fact that last year the express charges paid by them for carrying their product to other towns amounted to some \$20,000. Every train leaving the city on week days carries tons of bread, buns and cakes, which are distributed in Windsor, Sarnia, Walkerville, St. Thomas and points east. Toronto bakers

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are said to be making a strong effort to cut into this trade, but the Londoners appear to be holding their own.

A committee of the Retail Grocers' Association is going after certain store-keepers in the outlying parts of the city all but one of whom are non-members, who have been cutting prices, chiefly on canned goods on which at the regular prices the profit is small enough. The committee is composed of the president, vice-president, secretary and treasurer of the association, who will endeavor to convince the offenders of the folly of their way of doing business. The trouble is that one dealer in order to draw trade, foolishly begins cutting prices, and his neighbor feels he has no option but to follow the example. An endeavor will be made to bring in the few grocers who remain outside the association.

Cyril Hayes, secretary of the Retail Grocers' Association, is on a visit to Hamilton and Brantford.

### MONTREAL.

"A Fish Question" is the sign which attracts attention to a special display of fish for the Lenten season in a Point St. Charles grocery. The display is in the centre of the store, and is very artistically arranged, showing all the different brands and varieties of package fish as well as displaying bulk. "I find it a good means of selling all lines," said the proprietor. "Customers who are in the habit of buying the same line every fish day are more inclined to try another for a change, and in this kind of display I find a good means of selling nearly equal quantities of each line."

"I have heard a good deal of complaint," said one grocer, "of the difficulty experienced in collecting old accounts, probably if some of the other retailers would follow the plan which I have adopted, they would find a way out of the difficulty. I had several accounts which had been allowed to run in arrears for some time. I first called on my customers personally, and explained to them the plan which I was about to adopt in collecting. If a customer owes me an old account of, say, \$30, I make out 6 notes for \$5, each payable monthly, which the customer signs. These notes are handed them in addition to their current monthly accounts. In this way I have found no difficulty in collecting the old debts with the result that to-day I have only two or three old balances on my books."

At a special meeting of the Montreal Retail Grocers' Association, held Thursday, March 12, a resolution was passed asking the Senate to throw out, or amend, the co-operative bill which has been passed by the House of Commons. J. A. Beaudry, the secretary, in address-

ing the members on the matter, pointed out the hasty manner in which the bill had been pushed through by the Commons, having passed its first and second reading within the short space of ten minutes. In view of the great importance of the matter to the retail grocer it was thought that further consideration should be given.

It will be remembered that at the last session of the Quebec Legislature a law was passed raising the cost of liquor licenses, the minimum to be \$300 and the maximum \$450, but after the session Premier Gouin, having been petitioned by the Montreal Retail Grocers' Association granted a reduction of 50 per cent. on the increase, making the minimum \$250 and the maximum \$425.

No legislation was passed, however, the Premier merely giving his assurance that the matter would be all right. At the last meeting of the Association a committee was appointed to interview the Premier, and, if possible, have legislation passed on the matter as it presently stands, making it legal. The committee left for Quebec on Monday.

Fraser, Viger & Co. have been conducting a very successful orange sale. "We have sold hundreds of cases," said Manager Davidson. "Why did we decide to make a special sale? Well, things are usually pretty dull around this time. I found oranges could be purchased rather cheaply and bought twenty-five cases. Then I advertised a special drive on oranges. I was giving a 40c orange for 25c per dozen. The advertising created a little excitement, which was what we desired. People came to the store in great numbers, and our twenty-five cases soon were all sold. People had got the orange fever, evidently, for I found it almost impossible to supply them. I have so far bought over four hundred cases, within a couple of weeks, and still they are selling. On Saturday, March 7, we sold fifteen hundred dozen, while the day before we sold eleven hundred dozen. The people were lined up as if they were buying tickets for one of the big hockey games." One of the clerks here cut in, saying the money was coming in so fast on Saturday that he had twenty-five dollars within a few minutes, at one time without being able to get to the cash desk. This tremendous sale of oranges naturally increased the daily sales of Fraser, Viger & Co. Manager Davidson was wise enough to see and grasp the opportunity. Advertising, largely through a fine window display, resulted in the great sales.

### VANCOUVER.

Eggs and butter are occupying attention in the local market. In the former, the inrush of California eggs has brought down the price of the high-class locals to what might be called the rock bottom figure, 35c. Hardly at any time does the price go below this, while

it climbs during the winter season to as high as 70c. The result of the continued influx from California has been to catch many wholesalers with eastern eggs, which are being got rid of almost any old way. The easterns are at 36c, while Californias are 24c, while the latter are better in quality.

In butter, the price is still very firm at 45c, for the best. There are different qualities at 40c and 35c, and these have to be used since the best are scarce. During the past couple of months, there has been a brand on the market sold under the name of New Zealand butter, but now comes the statement that this is Australian, and that none has come from New Zealand this season. Still it was sold under that name.

The Steamer Moana, which arrived on Wednesday, brought 676 crates of onions from Australia, which will tide over this article.

The past week witnessed one of the heaviest shipments on record in the shipments of eggs from Seattle to Alaskan and Yukon points. Two of the principal dealers handled 1,400 cases, or an aggregate of 624,000 eggs. In this connection, news from Dawson states that the frequent arrival of eggs over the ice from the outside has produced a new factor in competition with the storage and ranch products, though there was little or no decline in price. The retail price of Dawson ranch eggs is \$3 a dozen, or 25 cents apiece, rather a staggerer to people even here, who are not unaccustomed to them at 70c.

Sidney Owen Copas and George Thomas Young, of Calgary, under the firm name of Copas & Young, have bought out the pioneer grocery business of Fell's, Victoria. Mr. Copas was also a pioneer resident of Calgary, having lived there for nineteen years, being head of the firm of Copas & Emerson.

An interesting history attaches to "Fell's Grocery," which was established in 1862, by the late James Fell and was known throughout the province, during the days, when Victoria and New Westminster were the only settlements on the British Columbia coast. During a portion of its career, the pioneer grocery business on the corner of Fort and Broad Sts. was conducted under the firm name of Fell & Finlayson, but on the death of Mr. Finlayson it reverted to the name of its founder, whose descendants continued to conduct it until very recently. Since 1874 until 1896, Henry Moss was identified with the business, first in the capacity of clerk and later as manager—a record which is a monument to his industry and to the esteem in which he was held by the employers.

It is the intention of the new owners to remodel and re-stock the store, and their aim will be to restore the concern to the proud position it once occupied.



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**THE SUGAR SITUATION.**

The present high prices which prevail in the sugar market, have been the cause of considerable comment among the trade. In connection therewith the grocer called on several wholesalers and the refiners in Montreal to ascertain their views on the cause of the advances. The general opinion is that the shortage of raw sugars in Cuba and the British West Indies, particularly the latter country, where Canada has the benefit of the rebate, and consequently where she buys most largely, has resulted in firmer markets in those cane-growing countries, resulting in stiffer markets here. S. J. Mathewson, of Mathewson's Sons, the wholesale grocers, in speaking of the situation said, that to his mind, the refiners had not stocked up sufficiently, and in consequence they at present find it necessary to pay the high prices which are asked for the raw sugar, and are obliged for their own protection to demand more of the trade. Before July refiners will be paying 5 cents per pound for sugar he said. Others are of the opinion that the heavy local demand and the scarcity of raw sugar are responsible for the advances. Asked if the sale of Scotch sugar, fair stocks of which are held here by some, would help to keep down the price, wholesalers say

that it would not affect the prices for sugar refined here. There is always more or less of a market for Scotch sugars, and our importations are placed through these regular channels. In case prices remain high for a time there may be more Scotch sugars used, but as stated in the foregoing, these sales do not have much of an effect on the situation as far as locally manufactured sugar is concerned. The firmness of sugar markets the world over would indicate strong markets holding for some time ahead.

**FRENCH COMMERCIAL AGENT FOR CANADA.**

A reader in France sends a clipping from La Matin, telling of the decision of the French Government to appoint six commercial agents, and the reasons which led to this decision. Our correspondent asks whether, in view of the new treaty with Canada, one of these agents may not be stationed in the Dominion. The clipping, which appears in another column, will, no doubt, be read with much interest.

**ROUNABOUT SHIPMENTS.**

New Zealand to Vancouver via Liverpool and Montreal, how's that for a roundabout trip, disregarding all thought of economy in time and distance? And yet this is just what is happening in the movement of New Zealand butter to the Vancouver market. The cause of this unusual circumstance is given by our Vancouver correspondent in writing of the imports of foreign butter.

"Why none of the New Zealand has been put on the market was learned by your correspondent through inquiry of the agents of the New Zealand Government in this city, and an interesting story of a shipment is told in connection with it. The only cold storage from the Antipodes is on the boats plying between Australia and Vancouver. These do not call at New Zealand ports. The boats that come direct from New Zealand, a line recently established, has no cold storage, though the agents are being strongly petitioned to put it in. The cold storage on the Australian line is controlled in Sydney and no New Zealand produce can get in. The result is that to get the New Zealand butter on this market, a shipment is being made via Liverpool and Montreal. It is the longest roundabout way, and it is doubtful if butter ever made as long a trip as that to any market. The shipment is now en route and is expected here in a week or two. It

will comprise about a carload in all, and is in the nature of an experiment. If it arrives good, or even fairly good, it will stand well in competition with the best of table butter, for the cheaper brands are not in the first-class line."

**PROTECTION OF TRADEMARKS.**

There is perhaps no more valuable piece of industrial property than a good trademark. If it comes to be generally known as representing a certain reliable product, it is worth more to the manufacturer than can be calculated in mere dollars and cents. Indeed, there have been famous instances in which a million dollars was offered for a trademark, and refused—and this, too, on a tiny article which could be manufactured for a nickel. But the article had come to be in universal demand, and the public knew it through the trademark, so that the latter had assumed an arbitrary value to the manufacturer that placed it beyond price.

Although the importance of the trademark has been fully appreciated only within the last quarter of a century, its use has now spread to all classes of manufacture, and it is to-day one of the most influential elements in the world of commerce. For customers have come to know goods by their labels, and to ask for that particular brand, refusing to accept any substitute. Half a dozen instances will occur to the reader, in which his daily purchases are regulated by the above habit. To the mind of the public, a trademark, once established, is a guarantee of the integrity of a product, and it has been a most potent factor in keeping up the standard of this product; for manufacturers have learned that it is suicidal, from a commercial point of view, to place an article on the market that does not fulfil the claims made by the trademark.

But precisely because the trademark so effectually protects the goods it designates, it needs protection itself. Its success makes it a mark for unscrupulous imitation. Dishonest manufacturers copy a trademark as closely as they dare, often so closely as to deceive the casual glance—and so induce the public to buy spurious articles. There are already laws against such counterfeits, but they should be made more stringent and far-reaching. The legitimate trademark should be effectively protected.

J. N. Creed has been appointed manager of the Pittsburg branch of Tetley's teas. Writing to The Grocer, he speaks of remarkably increased business.

J. H. Magor, of Frank Magor & Co., Montreal, was in Toronto on a business trip for a couple of days last week and called at The Grocer office.

**WANT DAIRY INSPECTOR.**

**Montreal Produce Merchants Advocate Appointment of Provincial Official.**

An official dairy inspector for the Province of Quebec to inspect all cheese factories and creameries, is earnestly desired by the produce trade in Montreal, and a communication will be addressed to Premier Gouin, Quebec, by the Montreal Produce Merchants' Association, advocating the appointment of such an official. At a recent meeting of the Association the matter was discussed, and it was decided that the time had arrived to make a move. A. A. Ayer, the president, in speaking of the matter, said it would be beneficial to the trade if such an inspection were instituted. If factories were compelled to maintain a standard, and were subject to frequent inspection, it would result in an improvement in their make of cheese and butter, and would greatly enhance the value of Canada's produce exports.

Denmark has a splendid system of inspection, which is one of the reasons why that country's butter is such a strong factor in the markets of the world. Mr. Ayer stated that in his opinion a system of licensing factories would soon be in vogue. Since the Ontario Government began to take an active interest in the production of dairy lines in that province there had been a marked improvement in the make of butter and cheese there. The Ontario Government intends establishing a licensing system, having given dairymen notice to that effect.

In Quebec the make of butter and cheese has improved in quality and appearance, but progress has been slow, and there is room for still more improvement. A map was recently issued by the Department of Agriculture showing all the cheese factories and creameries in Eastern Canada. Showing the possibilities before the industry in Quebec, it is interesting to know that if one were to draw a line between Ottawa and Cornwall the greater number of cheese and butter establishments would be found to be located in that section of the country east of the line in Quebec Province, largely in the Eastern Townships. It is a widely known fact that the best quality cheese comes from the smaller number of factories established on the other side of this line, chiefly from Southwestern Ontario. In the Province of Quebec the most northerly factories are situated in the neighborhood of Lake St. John.

**INTERESTING MONTREAL CASE.**

Maurice B. Steine, Montreal, has filed his application for a writ of injunction against the Imperial Syrup Company, in the Superior Court. Last November Mr. Steine purchased the property in which the Imperial Syrup Company are at present located, 88 Grey Nun St., where they have been since 1905. When the Syrup Company found they would

be obliged to move they advertised for sale the electric goods, elevator, boiler and heating apparatus, wiring, electric lights and partitions in the building, valued at \$1,300. Mr. Steine desires to prevent these fixtures being sold, as he says he understood he was buying them when he purchased the building.

G. H. Ramsay, manager of the Imperial Syrup Company, speaking to The Grocer, said that it was his opinion, when the lease was signed in 1905, that he was renting only the building. He had himself put in all these fixtures, and thought he was justified in disposing of them as he saw fit, since he would have no use for them in the new factory on Vitre St.

The petition is being presented to the courts this week.

Ingersoll, Ont., March 10.  
Lt.-Col. J. B. MacLean,  
Toronto, Ont.:

My Dear Sir,—We are very sorry to note in your late issue the death of our old and esteemed friend, Mr. Cameron. He was a gentleman, whom we were always pleased to meet, as, if we did not do business with him, we had at all events a very pleasant interview, and we well remember the time we made him extremely happy, when we gave him our ad. for The Grocer, for which he had been anxiously awaiting many a day. The pleasure we gave him, alone, on that occasion was worth the cost to us.

We have cut out your obituary notice and pasted it in our diary, so we shall often be reminded of him.

Yours truly,  
(Sgd.) C. C. L. WILSON.

**HAMILTON GROCERS' AT-HOME.**

**An Unique Concert and Smoker Held in Board of Trade Rooms Last Week.**

The Hamilton Retail Grocers' Association held one of their "At-Homes" in the Board of Trade rooms on Wednesday evening, March 11th, and, according to all accounts, it was a most unique and "going affair." These Hamilton grocers are rather noted for their ingenuity in planning functions of this kind and the latest function certainly added a good deal to their reputation along this line.

The uniqueness of the "At-Home" was nowhere more evident than in the printed program, which in the form of a huge four-page folder, showed on the front page the photo of the president, past president and secretary and inside gave an "Array of Talent," as it was called, which included fully twenty-four names, some of them leading entertainers in the city. How that program was ever waded through was a wonder, but it was done, nevertheless, with a good deal of fun and a host

of local hits, which created an uproarious time.

There were really fine musical numbers, there were some not so classical in nature and some which were nothing more than burlesque. These were all sandwiched in a hocus pocus way which kept things moving all evening.

"Is This Bill Fare" was the heading of the supposed menu and the ten courses following were couched in just as characteristic verbiage. For instance, the course "cold dishes" included "Broken Ice, Snowballs, Stewed Iceberg, Baked Ice, Mashed Ice, Hot Ice." The other nine were just as funny. A number of humorous cuts and very applicable quotations scattered through the program added a good deal to the general effect.

The Hamilton grocers were out in full force and beside the local men a number of Brantford retailers, among whom were James Burns, Fred Harp, Geo. J. Harp, P. G. Truss, E. Church, Mr. Howard and others.

A great many of the wholesale men and travelers of Hamilton were also present and all reported a thoroughly glorious time.

**HAMILTON CORRESPONDENCE.**

The outlook here for a good spring trade is bright. Building operations have started, the factories are opening again after the winter shutdown, and the pessimist is just about out of business. The financial stringency struck us pretty hard and everybody was forced to tighten up a little and reduce expenses. The grocers, of course, have had a struggle to carry along a good many improvident families, who, no matter how good the times, never save anything for the proverbial "rainy day." The grocers are the greatest philanthropists of the age and do more to keep the wolf of hunger from the homes than any other body of men in the country. It is to be hoped that their reward will be commensurate with their kindly deeds.

The Grocers' Association here is in a flourishing condition. John Forth, the newly-elected president, is a hustler, and promises to make this year a banner one for the members. M. R. Hill, otherwise known as "Bay," is the genial, all-round good fellow for secretary, and has enough energy to compress two days into one. At the last regular meeting one hundred dollars was donated by the association to the Sick Children's Hospital, and a resolution was passed to hold a "smoker" for the boys, which function took place on Wednesday evening, 11th inst., and proved to be one of the brightest and most successful events of the kind ever held in Hamilton.

How about a Provincial Association? I think it is something most desirable for the trade in these days of unions and guilds from the workingman to the banker. I think it a very judicious move on the part of the grocers to take this matter up and have no doubt if undertaken in a proper manner it could be carried to completion and would prove of far-reaching benefit to the trade.

# Markets and Market Notes

## QUEBEC MARKETS

### POINTERS—

- Dried Fruits—Easier.
- Fish—Revised.
- Sugar—Firm.
- Lard—Firmer.
- Eggs—Easier.

Montreal, March 19, 1908.

With spring rapidly approaching there is noticeable a goodly increase in the volume of orders being received by wholesalers. Roads are in wretched condition in some sections of the Province, but travelers report a great improvement over conditions a month ago. Recent soft weather has taken away much of the snow. Collections are reported very satisfactory on the whole, though some small houses find it difficult to get in the money.

Prices on the whole are firm this week, with a few advances and declines in several lines. Canned goods are moving out satisfactorily, especially canned fish and canned fruits. Sugar is strong and an advance shortly would not surprise. Teas are in very good demand and nice transactions in Japan tea are reported. Blacks are firmer than ever. Syrups are selling in great quantity, owing largely to the Lenten season, and to the high prices ruling for butter. Molasses is becoming more and more scarce. The scarcity will not be relieved until the arrival of the new crop, which fact tends to keep prices firm. Some houses are quoting better prices for buyers on dried fruits, owing to the lack of demand for these lines. Maracaibo and Santos coffees are scarce and firm, though there has been no advance locally so far. Evaporated apples are slightly easier. Beans are unchanged.

**SUGAR**—The sugar market continues very firm, and refiners report another advance as likely to take place at any time, owing to the scarcity of raw sugar, and the high price of beets. There is a heavy demand at present.

Granulated, bbls	34 60
" 1/2-bbls	4 75
" bags	4 55
Regis lump, boxes, 100 lbs	5 45
" 50 lbs	5 55
" 25 lbs	5 75
Extra ground, bbls	5 00
" 50-lb. boxes	5 20
" 25-lb. boxes	5 40
Flour, bbls	4 87
" 50-lb. boxes	5 00
Greenix	4 35
Light coffee	4 30
" 3 yellow	4 20
" 2 "	4 10
" 1 " bbls	4 20
" 1 " bags	4 15

**SYRUPS AND MOLASSES**—The market for syrups remains steady, and there is a good amount of business being done, but no material change is expected in the near future. Molasses is in heavy

demand, but stocks held locally are very light, the consequence being a very strong market, although there has been no advance in prices.

Barbadoes, in puncheons	0 31	0 33
" in barrels	0 33	0 35
" in half-barrels	0 34	0 36
" fancy	0 34	0 34
" extra fancy	0 36	0 36
New Orleans	0 22	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 40
Corn syrups, bbls	0 03	0 03
" 1/2-bbls	0 03	0 03
" 1/4-bbls	1 75	1 75
35 lb pails	1 25	1 25
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" 5-lb. " 1 doz. "	2 75	2 75
" 10-lb. " 1 doz. "	2 65	2 65
" 20-lb. " 1 doz. "	2 60	2 60

**MAPLE PRODUCTS**—New maple sugar is expected to be on the market in two weeks, when it is expected that business will be much improved. At the present time the market is featureless, there being only a fair amount of business being done at the old prices.

Pure maple syrup, bulk, per lb.	0 06	0 08
Compound maple syrup, per lb.	0 04	0 05
Pure Townships sugar, per lb.	0 10	0 11

**TEA**—There is good consumptive demand for all lines of teas, and the market remains firm, especially for blacks and Japans. Dealers report some nice transactions in Japans. Prices are the same.

Choicest	0 38	0 45
Choice	0 32	0 37
Japans—Fine	0 27	0 32
" Medium	0 22	0 25
" Good common	0 21	0 22
" Common	0 20	0 21
Ceylon—Broken Orange Pekoe	0 20	0 38
" Pekoe	0 17	0 30
" Pekoe Souchong	0 19	0 20
India—Pekoe Souchong	0 17	0 18
Ceylon greens—Young Hysons	0 19	0 25
" Hysons	0 18	0 20
" Gunpowders	0 17	0 25
China greens—Pingsuey gunpowder, low grade	0 12	0 16
" " " pea leaf	0 19	0 27
" " " pinhead	0 30	0 45

**COFFEES**—The market remains firm, and all lines are in fair request. There are a few lots of Maracaibos or Santos on the market, and these lines are becoming dear, although there has been no advance locally as yet.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio, No. 7	0 08	0 09
Santos	0 11	0 11
Maracaibo	0 11	0 13
Roasted and ground 20 per cent. additional		

**DRIED FRUITS**—There is an easier feeling in dried fruits this week, several lines being reduced in price in the hope of stimulating demand. Currants are easier, and down 1/2c. Valencia raisins have slightly declined, as also have California raisins, and prunes. Dates, figs and Sultana raisins remain firm at unchanged prices. Other lines remain unchanged.

Currants—Filiatras, uncleaned, barrels	0 06	0 06
Fine Filiatras, per lb., in cases	0 06	0 06
" cleaned	0 06	0 07
" in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 07	0 08
Amaliss	0 07	0 08
" 1 lb. packages	0 07	0 07
Sultana Raisins—Sultana raisins, per lb.	0 10	0 11
" " 1-lb cartons	0 10	0 14

Eleme Table Figs—Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
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

Valencia Raisins—Fine off-stalk, per lb.	0 05	0 05
Selected, per lb.	0 06	0 06
Layers	0 05	0 07

Dates—Hallowees, per lb	0 05	0 05
Sairs, per lb.	0 04	0 04
Packages	0 05	0 06

California Evaporated Fruits—Apricots, per lb.	0 32	0 32
Peaches, "	0 18	0 18
Pears, "	0 18	0 18

Malaga Raisins—London layers	1 25	1 25
" "Connoisseur Clusters"	2 40	2 40
" "Royal Buckingham Clusters," 1/2-boxes	1 00	1 37
" "Excelsior Window Clusters"	4 50	5 50
" " "	1 50	1 50

California Raisins—Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 10	0 11
Loose muscatels 3 crown	0 10	0 10
" " 4 crown	0 10	0 11

Prunes—Oregon prunes 25-lb. boxes, 30-40s	per lb.	0 10	0 11
" " " 40-50s	0 09	0 10	0 10
" " " 50-60s	0 08	0 09	0 09
" " " 60-70s	0 08	0 08	0 08
" " " 80-100s	0 07	0 08	0 08

**SPICES**—There continues to be a fair demand for spices. The market remains firm as the old prices.

Peppers, black	Per lb.	0 15	0 20
" white	0 22	0 27	0 27
Ginger, whole	0 16	0 20	0 20
" Cochin	0 17	0 20	0 20
Cloves, whole	0 17	0 30	0 30
Cloves, ground	0 25	0 32	0 32
Cream of tartar	0 12	0 18	0 18
Allspice	0 25	0 30	0 30
Nutmegs	0 25	0 30	0 30

**RICE AND TAPIOCA**—There is a firm market for rice, while the demand is slow, prices are the same. Tapioca is in good demand, but is scarce, which keeps prices stiff. There is no sago on the local market.

B rice, in 10 bag lots	3 20	
B rice, less than 10 bags	3 30	
C rice, in 10 bag lots	3 09	
C rice in less than 10 bag lots	3 10	
Tapioca, medium pearl	0 06	0 07

**BEANS**—There is no change in beans this week, the market remains steady under a fair demand. Prices are the same, \$1.80 to \$1.90.

Choice prime beans	1 83	1 90
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**EVAPORATED APPLES**—There is an easier feeling in evaporated apples this week, but dealers are still quoting 8c to 8 1/2c per lb.

Evaporated apples	0 08	0 08
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## CANNED GOODS

**MONTREAL**—There continues to be good demand for canned goods. Canned fish and fruits, especially, are being largely called for. In fact, dealers report a good demand for all lines.

**TORONTO**—Lines of canned goods are moving well with particular demand for fish and fruit. The Lenten season

THE CANADIAN GROCER

seems to have stimulated this trade materially.

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

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

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

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's	1 22½	1 30
" preserved, 3's	1 45	1 42½
" standard, gal.	3 30	3 27½
" preserved, gal.	4 00	3 27½
Blueberries—		
2's, standard	1 20	1 17½
2's, preserved	1 70	1 67½
Gals., standard	5 20	5 17½
Grapes—		
2's Preserved	1 55	1 52½
Gals Standard	3 80	3 77½
Cherries—		
2's, red, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
Gals., red, pitted	8 92½	8 89½
" " not pitted	7 42½	7 39½
2's, black, pitted	2 30	2 27½
2's, " not pitted	1 80	1 77½
2's, white, pitted	2 45	2 42½
2's, " not pitted	1 95	1 92½
Currants—		
Gals., red, solid pack	7 67½	7 64½
Gals., red, standard	5 42½	5 39½
2's, red, preserved	2 15	2 12½
2's, red, H. S.	1 95	1 92½
2's, black, H. S.	2 05	2 02½
2's, black, preserved	2 27½	2 24½
Gals., black, standard	5 92½	5 89½
Gals., " solid pack	8 42½	8 39½
Gooseberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 52½	2 50
Gals., standard	6 77½	6 74½
Gals., solid pack	8 77½	8 74½
Lawtonberries—		
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
Peaches—		
1½'s, yellow (flats)	2 20	2 17½
2's, yellow	2 40	2 37½
2½'s, yellow	3 50	3 47½
3's, yellow	3 65	3 62½
3's, yellow (whole)	3 05	3 02½
2's, white	2 35	2 32½
2½'s, white	3 25	3 22½
3's, white	3 50	3 47½
3's, white, not peeled	1 80	1 77½
Gal., pie, peeled	7 55	7 52½
Gal., pie, not peeled	5 55	5 52½
Pears—		
2's, Flemish Beauty	1 95	1 92½
2½'s, Flemish Beauty	2 30	2 27½
3's, Flemish Beauty	2 45	2 42½
2's, Bartlett	2 15	2 12½
2½'s, Bartlett	2 50	2 47½
3's, Bartlett	2 65	2 62½
3's, pie	1 50	1 47½
Gal., pie, peeled	4 55	4 52½
Gal., pie, not peeled	3 80	3 77½
2's, light syrups	1 47½	1 44½
3's	1 97½	1 94½
Pineapple—		
2's, sliced	2 05	2 02½
2's, grated	2 15	2 12½
whole	2 85	2 82½
Plums, Damson—		
2's, light syrup	1 35	1 32½
3's, light syrup	1 90	1 87½
2's, heavy syrup	1 50	1 47½
2½'s, heavy syrup	1 65	1 62½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 65	3 62½
Plums, Lombard—		
2's, light syrup	1 40	1 37½
3's, light syrup	1 92½	1 89½
2's, heavy syrup	1 55	1 52½
2½'s, heavy syrup	1 90	1 87½
3's, heavy syrup	2 15	2 12½
Gal., standard	3 85	3 82½
Plums, greengage—		
2's, light syrup	1 45	1 42½
3's, light syrup	1 60	1 57½
2's, heavy syrup	1 90	1 87½
2½'s, heavy syrup	2 17½	2 14½
3's, heavy syrup	2 15	2 12½
Gal., standard	4 15	4 12½
Plums, egg—		
2's, heavy syrup	1 87½	1 85
2½'s, heavy syrup	2 17½	2 14½
3's, heavy syrup	2 50	2 47½
Rhubarb—		
2's, preserved	1 80	1 77½
3's	2 55	2 52½
Gal., standard	3 55	3 52½
Raspberries, Red—		
2's, L. S. (Shafferberries)	2 15	2 12½
2's, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Raspberries, Black—		
2's, black, H. S.	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
" solid pack	10 55	10 52½
Strawberries—		
2's, heavy syrup	2 30	2 27½
2's, preserved	2 55	2 52½
Gals., standard	7 80	7 77½
Gals., solid pack	10 55	10 52½

VEGETABLE			
Asparagus—			
2½'s, tips, California	3 80	3 77½	
Beets—			
2's, sliced, sugar and blood red	1 12½	1 09½	
2's, whole, " "	1 02½	1 00	
3's, sliced, " "	1 34	1 31½	
3's, whole, " "	1 27½	1 24½	
Beans—			
2's, golden wax	0 95	0 92½	
3's " "	1 40	1 37½	
Gals., " "	4 05	4 02½	
2's, refugee or valentine (green)	0 95	0 92½	
2's, crystal wax	1 05	1 02½	
Red kidney, 2's	1 10	1 07½	
Lima 2's	1 35	1 32½	
Corn—			
2's	1 00	0 97½	
Gal., on cob	4 92½	4 89½	
Carrots—			
2's	1 00	0 97½	
3's	1 10	1 07½	
Turnips—			
3's	1 10	1 07½	
Cabbage—			
3's	0 95	0 92½	
Cauliflower—			
2's	1 50	1 47½	
3's	1 90	1 87½	
Succotash—			
2's	1 30	1 27½	
Parsnips—			
2's	1 00	0 97½	
3's	1 10	1 07½	
Peas—			
1's, extra fine sifted	1 10	1 07½	
2's, standard	0 95	0 92½	
2's, early June	1 05	1 02½	
2's, sweet wrinkled	1 10	1 07½	
2's extra fine sifted	3 75	3 72½	
Gals., No. 4	0 95	0 92½	
Pumpkins, 3's	3 05	3 02½	
Spinach—			
2's	1 55	1 52½	
3's	2 05	2 02½	
Gals.	5 20	5 17½	
Squash—			
3's	1 22½	1 20	
Gal.	3 55	3 52½	
Tomatoes—			
2's	1 10	1 07½	
3's, all kinds	1 30	1 27½	
Gals., all kinds	3 80	3 77½	

ONTARIO MARKETS.

POINTERS—

- Sugar—Very firm.
- Syrups—Moving well.
- Eggs—Down 4c.
- Beans—Easier.

Toronto, March 19, 1908.

Reports from the wholesalers continue to be encouraging this week. Even the more conservative firms are coming to admit that matters have taken a better turn and that the crisis is well passed. Business in all lines seems to be opening up well and the demand for staple goods particularly is active.

There are few changes to note this week in grocery markets. Syrups seem to be passing somewhat more freely, and several lines of dried fruits continue to be fairly active, but otherwise there is little new to report.

SUGAR—The market continues exceedingly firm, and owing to the speculation and the situation in raws, another advance at any moment would not be surprising. Buying has been very heavy during the past two weeks, and grocers who laid in heavy supplies before the advance have been congratulating themselves.

Regarding the situation in raws, Czarnikow, Macdougall, in their circular, dated March 13th, say, in part:

"The week opened with buyers at last week's prices of 2.62c. c.f. for Cubas, and 3.92c. c.i.f. for Porto Ricos, but the market quickly advanced to 2.75c. c.f. for the former and 4.03c. c.i.f. for the latter. These prices have since been

maintained, except in the case of a small nearby parcel of Cubas, for which 2.69c. was accepted.

"The effect of the advance has been to bring out tolerably large offerings of Cubas for March-April shipment, a good many of which have still to be placed. A pause in the demand is not surprising in a week in which refiners' receipts was 20,000 tons in excess of their melting, but it should soon give place to renewed activity, for refiners' stocks at the Atlantic ports are nearly 50,000 tons less than they were at this time last season, and refiners have no such outlook for plentiful cane supplies as they had a year ago.

"Cuba continues the centre of interest, for it is recognized that 100,000 tons more or less in its output may turn the scale in the world's markets by converting a bare sufficiency into a moderate scarcity before next European and domestic crops can come into the field in October-November.

"The Cuban production up to the end of February was 407,688 tons, against 658,956 tons in 1907, and 333,411 tons in 1906. It is argued that, as the production this season up to the end of February is 74,277 tons ahead of what it was to same date in 1906, and as the 1906 production after February was 845,000 tons, there is a probability that a production of 750,000 to 800,000 tons may be attained during the balance of this campaign, and that, consequently, the total output may reach 1,150,000 to 1,200,000 tons.

"This view overlooks the fact that in 1906 grinding was retarded by rains and by delay in starting work on many estates which had installed new machinery and could not get it ready in time to begin grinding early in the season. Hence, the maximum number of estates (180) did not get into operation till the end of March. This maximum was held till May 4th, cane being plentiful and weather favorable, and it was not till end of May that the number of centrals at work fell below 100.

"This season the maximum number of centrals grinding (168) was reached at end of February, or a month earlier than in 1906, and even should Cuba enjoy the favorable grinding weather it had up till the beginning of June in 1906, and to a less degree later, it has not the same material to work on, for in many sections of the Island the cane is deficient in quality and stunted in growth, owing to last year's drought, a condition which will begin to show itself during the present month, by a falling off in the centrals at work. It must also be remembered that during nearly the whole of February, 1906, the best price obtainable for Cuba's was 2c. c.f., whereas this season planters had the incentive of February prices ranging from 2 5/8c. to 2 17/32c. c.f.

"European beet markets have had a further improvement, partly due to unofficial cables from Cuba predicting that the maximum crop that could be counted on was 900,000 tons."



THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 19, 1908.)

Business continues to show considerable improvement. Collections are being made more readily than for some time past, and sales are showing a big increase from week to week. During the last month or six weeks there has been sufficient snow to enable contractors to push their work in the woods and wholesale houses have done a good trade in supplies for the camps.

CANNED GOODS—

FRUITS.

	Group No. 1	Group No. 2 & 3
Blueberries, 2s		
Cherries New—		
2s, red pitted, per doz. case	2 41	2 39
2s, black	2 19	2 14
Gooseberries New—		
2s, heavy syrup	2 31	2 29
Lawtonberries New—		
2s, heavy syrup	2 41	2 39
Peaches—		
2s yellow flats	2 30	2 27
3s	3 12	3 09
Pears—		
2s, F.B.	1 81	1 79
3s	2 39	2 37
2s Bartlett's	1 96	1 94
3s	2 59	2 57
2s Globe, light syrup	1 51	1 49
Plums—		
2s Damson, l.s.	2 93	2 88
2s Lombard, l.s.	3 03	2 98
2s Greengage, l.s.	3 13	3 08
Raspberries—		
2s red, light syrup	2 26	2 24
2s black, heavy syrup	2 41	2 39
Pineapples, whole, 2 lb., per case		3 65
" sliced, 2 "		4 50
" grated, 2 "		3 85
" " "		4 40
Strawberries (new), per case	4 83	4 78
Raspberry Jam (Smith's)		
12-oz. bottles per doz.		1 65
1-lb.		2 20
44-oz.		4 75
5-lb. tins, each		0 59
7-lb.		0 80

VEGETABLES.

Beans (new) per dozen—		
golden wax	1 06	1 04
refugee	1 06	1 04
" crystal wax	1 16	1 14
" red kidney	1 21	1 19
lima	1 46	1 44
Corn—		
2s	2 23	2 18
Tomatoes—		
2s	2 99	2 94
Peas (new) per dozen—		
(No. 4) 2s	1 06	1 04
(No. 3) 2s	1 16	1 14
(No. 2) 2s sweet wrinkled	1 21	1 19
(No. 1) 2s extra fine sifted	1 51	1 49
Succotash—		
2s	2 63	2 58
Beets—		
whole		2 08
sliced		2 28
whole, 3-lb.		2 64
sliced		2 84
Spinach—		
2s, per doz.	3 13	3 08
3s	4 09	4 04
gallon, per doz.		11 10
Asparagus, per case		7 78
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 63

MEATS.

Clark's 1 lb., pork and beans, plain, per case	2 50
" " "	1 91
" " "	2 50
" 1" tomato sauce, per case	1 90
" " "	2 50
" 1" Chili " "	2 50
" 2" " " "	1 90
" 3" " " "	2 50
Soups, per doz.	1 25
Canned chicken (Man. Can. Co.) per doz.	3 25
turkey	3 30
turkey, per doz	3 30
turkey	3 30
duck	3 30
Corned beef " 2s per doz.	2 80
" 1s	1 60
Roast beef " 1s, per doz	1 80
" 2s	2 80
Potted meats, 1s, per doz.	0 55
Veal loaf 1 lb., per doz.	1 25
1 lb.	2 50
Ham loaf 1/2 lb.	1 25
1 lb.	2 50
Chicken loaf 1/2 lb.	1 85
1 lb.	3 50
Lunch tongue 1s	3 65
Sliced smoked beef 1-lb. tins, per doz.	1 80
" 1-lb. tins, " "	3 10
" 1-lb. glass, " "	3 35

Chipped " 1-lb. tins, " "	1 45
" " 1-lb. tins, " "	2 50
" " 1-lb. glass, " "	3 05
Sliced bacon, 1-lb. tins, " "	3 10
" " 1-lb. glass, " "	3 25
Lobsters (new) 1/2s, per doz.	2 30
" " 1s, " "	2 90
" " 1s, " "	4 00
Salmon—	
Sockeyes, No. 1, per case	7 65
Cohoos, " "	7 55

SUGAR—Another advance of 10c has occurred. Quotations are now as follows:

Montreal and B.C. granulated, in bbls.	5 30
" yellow, in bbls.	5 25
" in sacks	4 90
Wallaceburg, in bbls.	4 85
" in sacks	5 20
Berlin, granulated in bbls.	5 15
" sacks	5 10
B.C. quinnies granulated, 5-18's to bale, per cwt.	5 35
" hard pressed lump, 25s, per cwt.	5 38
" 5-20s half bbls., per cwt.	6 45
" icing	6 10
" hat sugar	5 90
Icing sugar in bbls.	5 90
" in boxes	6 10
" in small quantities	6 50
Powdered sugar, in bbls.	5 70
" in boxes	5 90
" in small quantities	5 95
Lump, hard, in bbls.	6 25
" in 1/2-bbls.	6 25
" in 100-lb cases	6 25

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb. tins, per 2 doz. case	2 55
" 5-lb. tins, per 1 "	3 00
" 10-lb. tins, per 1 "	2 80
" 20-lb. tins, per 1 "	2 85
" barrel, per lb.	0 03
" Sugar syrup, per lb.	0 03
Beaver Brand, 2 lb. tins, per 2 doz. case	3 10
" 5 " " 1 "	3 60
" 10 " " 1 "	3 30
" 20 " " 1 "	3 20
Barbadoes molasses in 1/2-bbls, per gal.	0 40
New Orleans molasses in 1/2-bbls, per lb.	0 03
Porto Rico molasses in 1/2-bbls, per lb.	0 04
Blackstrap, in bbls., per gal.	0 31
" 5 gal. bats., each	2 25

FOREIGN DRIED FRUITS—Seeded raisins have been reduced and changed prices will be noted below. Prunes are cheaper. We quote:

Australian raisins—	
Brown Lexias, per lb.	0 08
Extra brown	0 0
Sultana raisins, bulk, per lb.	0 10
" cleaned,	0 12
" 1 lb pkgs	0 12
Table raisins, Connoisseur clusters per case.	2 60
" extra dessert,	3 40
" Royal Buckingham.	4 00
" Imperial Russian.	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs).	3 35
" Connoisseur clusters, boxes (5 1/2 lbs).	0 80
Trenor's Valencia raisins, f.o.s., per case, 28's	2 00
" " " 14's	1 05
" " " 28's	2 20
" " " 14's	1 15
" " " layers	2 25
" " " 14's	1 30

California raisins, choice seeded in 1/2-lb. packages	0 08
" " fancy seeded in 1/2-lb. packages	0 08
" " choice seeded in 1-lb. packages	0 10
" " fancy seeded, 1-lb. packages, per package	0 10
Raisins, 3 crown muscatels, per lb.	0 10
" 90-100 per lb.	0 08
" 80-90 "	0 07
" 70-80 "	0 07
" 60-70 "	0 08
" 50-60 "	0 09
" 40-50 "	0 09
Silver prunes	0 10
Currents, uncleaned, loose pack, per lb.	0 07
" dry cleaned, Filiatras, per lb.	0 07
" wet cleaned, per lb.	0 07
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08
Hallowee dates, new per lb.	0 06
Figs, cooking, in tapnets, per lb.	0 08
" in sacks	0 06
" table, 1 crown	0 10
" " 3 "	0 11
" " 5 "	0 13
" glove boxes, per box	0 09
" square boxes (12 oz) per box.	0 08
" 1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 22
Apricots, standard in 25-lb. boxes, per lb.	0 22
Peaches, choice, per lb.	0 15
Peaches	0 16
Pears, choice (halves), per lb.	0 13
" standard	0 13
Plums, choice (dark pitted) per lb.	0 14
Neectarines, choice.	0 16

EVAPORATED APPLES—The market is firmer and wholesale houses are now quoting 9 1/2c per lb. for new evaporated apples.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	0 04
" " 28 "	0 04
" " 12 oz pkgs., per doz.	0 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	2 90
" " 40 "	2 45
" " 20 "	2 10
" " 8 "	2 40

CORNMEAL—Quoted now at \$1.85 per sack and 95c per half-sack.

POT AND PEARL BARLEY—Pot barley, \$3.60 per sack; pearl barley, \$1.60 per sack, and \$2.35 per half-sack.

RICE AND TAPIOCA—

Rangoon rice, per lb.	0 04
Patna " "	0 05
Japan " "	0 04
Tapioca, per lb.	0 06

BUTTER—Dairy butter is in better supply from country points. Produce houses are paying 25c per lb. for No. 1 tubs and rolls; 20c per lb. for good No. 2, and 20c per lb. for No. 3. Creamery solids are quoted to the retail trade 26c to 27c per lb. and bricks 28c to 30c per lb.

EGGS—Country shipments are larger. Produce houses are paying 24c for new laid. Prices are declining. Storage are selling at 18c per dozen.

GREEN FRUITS AND VEGETABLES—

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

HIGHER DUTY ON PORK

Deputation Seek Increase to Guard Against American Competition.

An influential deputation from western Ontario waited on the Minister of Agriculture and Minister of Customs at Ottawa on Monday, March 16, relative to a higher duty on pork products in view of American competition.

At present the duty on fresh pork is 3c per pound, and on finished hog products 2c per pound. The deputation urged that considerable American pork is being brought in and sold on the Canadian market, especially in districts adjacent to the boundary. They asked for an increase in duty of 1c per pound on both fresh pork and pork products. The ministers, Hon. Wm. Paterson and Hon. Sydney Fisher, promised to give the matter close and careful consideration.

The deputation consisted of Hon. John Dryden, John Tolmie, M.P.; V. Ratz, M.P.; H. H. Miller, M.P.; John Telford, M.P.; G. H. McIntyre, M.P.; E. D. Smith, M.P.; Mr. Koehler, M.P.; Haldimand, and W. O. Sealey, of Hamilton.

CORRESPONDENCE

Continued

BELLEVILLE.

The first thing the travelers say now on arrival, and the last thing before they leave the city, is something about Belleville's Palace Hotel, which is as good as the finest in Ontario, being only a little smaller, but quite as well furnished and more up-to-date than the King Edward in Toronto. Its sample rooms are greatly increased in number and convenience, and under the management of Mr. and Mrs. J. V. Jenkins, will always command the patronage of those who want the best. Several of the travelers have stayed overtime a couple of days, sorry to leave such a pleasant hostelry. Frankie Fitzpatrick is the head clerk, who is as popular as ever among the travelers. Joe McDonald will be in his old position as night clerk, which will be good news to those with whom he has spent so many years, in catering to their comforts. There are 21 well-lighted sample rooms, and almost every room in the house has a telephone.

Trade, which was very brisk, has fallen off a little since Lent started, but, of course, that is always to be expected.

Mrs. H. M. McDermed, of the McLaren Imperial Cheese Co., was demonstrating imperial cheese, jelly and peanut butter at Wallbridge & Clarke's last week.

A tall man, carrying a baby, walked off with a 25-pound sack of flour from the front of the feed store of C. Rathman recently.

The merchants report that the acute stage of the money stringency has been safely tided over, this city, without any serious difficulty, the banks handling their paper in a way that is to be highly commended.

A number of the leading merchants of the city have placed before the council a request that there be a free market on Tuesday of each week in this city, to relieve the over-crowded market on Saturdays and give them a better chance to handle the business, which it is almost impossible to do under the present system. Some people advocate a free market altogether, as the revenue from that source is only about \$1,500 per year. They say that if there is a benefit to be derived by one day in the week of open market, possibly a greater benefit would be derived from having it altogether.

GALT.

Grocery affairs in Galt are exceptionally quiet. Trade, of course, is up to expectations, but otherwise business is dull. The grocerymen are anxiously awaiting the coming of spring, with the hope that the present quiet conditions will be dispelled.

After locking up on Saturday night one of the clerks in Dean's & Walker's

Red Front had occasion to return to the store, and to his surprise found a gentleman ahead of him, who had evidently gained entrance through a cellar window. After dodging about the store for a few minutes with Mr. Gerbracht in hot pursuit the intruder made his escape through a rear door and up to the present his identity has not been discovered.

Grocers report an increased sale of mixed pickles in bulk. Therefore, when you see a man going home with a carton in his hand, do not gamble that it contains ice cream or oysters. It may be pickles.

Although rumors are heard regarding a shortage of the banana crop local fruit merchants and grocers are not taking any stock in the reports, having received advices to the effect that the prices of this fruit will not be advanced.

Butter and eggs have "come" down, much to the relief of the families who depend largely on the latter to take the place of meat.

The Lenten season has resulted in a big increase in the sale of fish and the grocers are receiving shipments almost daily.

Several firms have resumed the ten-hour day and the industrial situation generally is rapidly picking up.

GEORGETOWN, P.E.I.

Business has been much better this week than at any time during this winter. The country is full of good marketable products and the farmers are taking advantage of the good roads to convert some of their goods into cash.

There is little prospect of a scarcity of tobacco on the Island this spring. No less than seven travelers have been hustling for a share of the trade.

Beer & Goff, Charlottetown, have been making a special run on orange marmalade with satisfactory results.

As a result of the scarcity of snow this winter the ice crop is in excellent condition. A good supply of ice is a necessity to the progressive grocer.

A new grocery store has been started in Charlottetown on the corner of Great George and Euston St. by McLeod & Johnson. They cordially invite the public to call and inspect their stock, which is all fresh and of the best quality.

A. A. Macdonald & Bros. have installed the "Best Light" in their store and are very well satisfied with the results.

The pork market is steady at six to seven cents. Eggs are the same price and butter is a shade higher.

Sportsmen of the better class are endeavoring to have a law passed prohibiting the shooting of wild game in the spring. It is very much desired.

Two I.C.R. detectives have been in town for some time endeavoring to locate a quantity of liquor which was stolen from some freight cars here recently. We understand that they are now on the track of the thief.

A. Maclean & Co. have devoted their large west window entirely to fruit recently and report record sales as a result.

NEWCASTLE, N.B.

The local market has been as brisk as usual during the last month. Eggs dropped last week from 30 to 25 cents a dozen. Butter is holding its own at thirty cents. Creamery butter is in great demand, and every effort is being made by dealers to keep up with the demand.

On the Upper St. John River counties and in Kent County to the south of us, butter is only 22 cents a lb., and eggs the same.

This week the City of Moncton engaged the following on tender for its teams: No. 1 oats, 58½¢ a bushel; No. 2 oats, 55¢; heavy feed, \$1.75 a sack; B. & O. corn (cracked), \$1.90; wheat bran, \$1.35.

In dressed meats there is quite a demand for beef, but pork is flat and has no demand except for local trade.

Charles McCluskey, the first Mayor of Grand Falls is dead at the advanced age of 87 years. For the past 26 years he has been caretaker of the fish hatchery at Rapide de Femme.

Granulated sugar has advanced 10 cents per hundred pounds. This is the third advance since January, making a total of 30 cents a hundred in that time.

Dealers in commercial fertilizers say that up to the present they have sold quite as much potato phosphate as during the same period of last year.

The fishermen of the Richibucto River and its branches have formed a union, and propose to erect a cold storage plant. They claim that while smelts were selling for two cents per pound in this district, they were selling for four and five cents in Cocagne and Shediac.

## HOW TO HANDLE SEEDS

Something About the Lines to Carry and the Things to Avoid in This Line of Spring Business—Hints From An Old Grocer's Experience.

The seed business is starting again, and as most grocers handle seeds, in either large or small quantities, a few remarks along that line might interest some of them, especially those who have not had much experience in this line. This year clover seed is very high, in fact, the highest I remember, and likely to go higher. At present the best clover seed is selling from \$14.50 to \$15 per bushel of 60 pounds, and the wise one's advise buying now as the best quality, or No. 1, tested, is reported as being very limited in quantity, and naturally enough those who have any are anxious to get it out now at the high price. The prospects are this year that after the best seed is all picked up, along will come a lot of inferior seed at a lower price, and some grocers, not knowing the difference, will encourage their customers to buy the cheaper seed, which is a mistake, as seed is one thing, where the old saying, "The best is none too good," comes in about right. Nothing kills a man's farm or a grocery business quicker among farmers than to have it circulated among them that So and So got his seed there and his farm is literally ruined by foreign weeds.

Do not take any chances on a cheap quality of seed, and do not at any time guarantee the quality of your seed. Get the best, and tell all you can as to the reliability of the firm you got it from. But allow no chance for them to come back at you for damages. The easiest way is to sell your seed on the other peoples' reputation.

There are a few different varieties of foreign weeds sometimes found in clover and timothy that are described below that may help you in the selection of your seed.

Wild mustard seed is a dark, round, rapelike seed; rag weed is an oval-shaped seed with a very rough skin; buckwheat is a three-cornered seed; wild buckwheat, a small three-cornered black seed, buckhorn, brown seed, long cut in centre; wild flax, small red seed, nearly round; wild oats, blue and furry, with long horns.

These are what are considered the worst weeds we meet with and by placing your samples of seed under a small seed glass they can be very easily detected. Timothy seed is this year reported as a good sample to sell at from \$3.25 to \$3.50 a bushel of 48 pounds, which is about the ordinary figure for No. 1 quality, and when the clover is so high, naturally enough, timothy will be a good seller, as a majority of farmers will refuse to buy as much clover as usual at the higher price. As regards turnips and rape seeds there are so many different varieties that it is better to confine yourself to, say, about five different varieties, such as Hall's Westbury, Hentley's Bronze Top, East Lothian, Skirving's, Sharp's, and Grey-stone, or any other which you find is called for in your district. Dwarf Essex rape is a good standby.

Some grocers have put up a mixture of some good varieties, under their own name, and when you have a mixture that way in turnip seed you are quite

safe, as some are bound to be good. I have known seedmen to roast old rape seed so that it would not grow, and then brighten it up by using castor oil, and then mixing it with the turnip seed and get 20c a pound for it, as there is always so much thinned out, anyway.

Mangel and sugar beets are sold quite extensively in grocery stores, also, and two varieties are enough, say, the Yellow Globe and Mammoth Long Red. The latter variety is often sold under the names of Saw Log, Gate Post and Giant Red.

In sugar beets the Giant, White Feeding and Royal Giant are good varieties for a grocer to handle. Then we get down to feed corn, and as the mills and seed stores get this by the carload it is just as well not to handle any; but for a table corn about two varieties are enough for a grocer, such as Corby's, for an early variety, and Stowell's evergreen, for a late variety.

Beans and peas should be sold in bulk and about five varieties of each are enough. Then for the remainder of the small seeds it is just as well to sell some good reliable firm's garden seeds in packages, but be sure each season to get your old seeds exchanged and not be selling old seed, as these firms exchange them. My experience has been that it does not pay to buy garden seeds outright, but to sell them on commission and have fresh seeds each year.

One man I have in mind made a very attractive and cheap display stand for seeds out of old boxes, and used three-pound lard pails, repainted and lettered with an ordinary stamping machine.

There is a good profit to be made by a grocer in handling seeds and at this time of the year there is time to prepare for a great spring trade by having something out of the ordinary to attract the attention of the garden-loving people. It is a good idea also to have one or two good reliable seed catalogues for reference at all times in the store and take orders for anything special in them, and also to be able to tell all about the planting of the different varieties of seed and the best time to plant them, and how far apart and what kind of soil they do best in. It is quite an interesting study for a grocer, and quite profitable, and it may surprise you to find how near to the hearts of your customers you get when you can talk to them about their favorite flowers and tell them how to plant and raise them, which you can do if you study reliable firms' catalogues.

### FRENCH COMMERCIAL AGENTS.

#### M. Cruppi Explains What Will be Their Duties.

The following clipping from a recent issue of La Matin, the Paris journal, regarding the appointment of a number of new French commercial agents, has been sent in by a reader of this paper and will, no doubt, be read with interest by Canadian business men generally:

"Yesterday at a cabinet meeting MM.

Cruppi, Minister of Commerce, and Pichon, Minister of Foreign Affairs, secured approval for the passing of a law which would bring about the appointment of six foreign commercial agents. This measure, while it bears a modest appearance, is of great importance, not only on account of the excellent results which will follow, if it is adopted, but also on account of the interest the Government thus shows in commercial affairs.

"We have just interviewed M. Cruppi asking him to state for the benefit of the readers of 'La Matin' the object which the Government had in view in adopting this measure. He said: For a long time now great nations like Germany, England, and the United States have appointed among their ambassadors, attaches whose interests should be chiefly devoted to commerce. For some time we have tried a similar scheme, but our attaches could only be supported under the charges of the Department of Foreign Affairs, and now there are only two such attaches, one in the United States and one in England. We have now come to the conclusion that more commercial agents should be appointed. We are, therefore, going to ask Parliament to provide funds for this purpose. MM. Deschanel and Gervais in the Commons in their speeches, and M. Charles Dupuy in the Senate, have impressed the necessity for appointing these agents."

"What will be the duties of these commercial agents?"

"They will not only be instructed to furnish reports on the commerce and industry of countries to which they are sent, but they will bring into direct touch the merchants of both countries, those of France which they represent, and those of the country where they are stationed. They will be special agents for the up-building of French commerce. Our agent at London, for instance, will be able to show us what is the best course to pursue towards developing trade with England."

"Who will appoint them, and from what class will they be selected?"

"They will be chosen from the staff of the Department of Foreign Affairs by the Minister of Foreign Affairs, after consultation with the Minister of Commerce. By this means will be maintained the unity which should exist between these agents and our ambassadors, at a time when foreign affairs and commercial affairs of a nation are so closely connected."

"Can you state where the six commercial agents which you are going to ask Parliament to provide for will be stationed?"

"The scheme is somewhat vague and depends on the amount which Parliament will vote. The Government should be liberal in considering the situation. At the present time we think it specially necessary to place agents as follows:

"The first in England, the second in the United States, the third to have charge of China, Japan and India; the fourth in South America; the fifth in Levant, (Persia, Turkey, Ethiopia and Egypt); the sixth to have a general oversight of European countries."

"Such is the plan, subject to such changes as circumstances may warrant. We are taking steps which have been impressed on us for a long time by

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everybody who takes an interest in the development of our foreign commerce. We export a value of eleven milliards of francs. The Minister of Commerce perhaps ought not to boast, but ought to work to increase as much as possible our foreign trade. We will have a very active and useful organization for this purpose. I am sure that Parliament will give us every assistance in this eminently patriotic work."

**JAPANESE SARDINES FOR CANADA.**

**Firms in the East Desirous of Introducing Goods to Trade Here.**

A recent letter from Alexander MacLean, Canadian trade commissioner in Japan, throws some little light on the Japanese sardine industry, and incidentally shows an opening for what would seem to be a profitable business for Canadian importers. He says in part:

"The Japan Canning Company, with head offices at Nagoya, inform this office that they are desirous to procure for their sardines in tin a trial in the Canadian market. A sample received at the same time proved to be of excellent quality, but small in size. Upon this exception being reported to them they rejoice that the criticism as to size is quite correct, but that they trust the circumstances will be only temporary as it is unusual. 'From the start to the close of the fishing season the sardine continued unusually small.' But this is such an unusual circumstance, unknown for many years, that the season now

approaching will enable them 'to pack with standard size, and to compete in quality and price with the European fisheries.'

"It may be advisable to remark here, what I often have to say in correspondence, that the Japanese manufacturer is not usually an exporter. The great volume of trade, export and import, passes through the hands of the well-versed export and import merchants, Japanese and foreign, at the shipping ports. There is a well marked and understood line of cleavage between the industrial and the commercial fields of operation in the Far East. One is greatly dependent upon the other. With the perplexities of credit and exchange, with all the other incidents of foreign trade, the exporting and importing merchant is quite familiar, while the manufacturer likely knows nothing about them. Trade with the Far East necessarily had its beginning upon this plan, and naturally continued so until it grew into a confirmed system.

"It is, of course, becoming quite noticeable that certain industries are passing from the local and scattered tradesmen, and becoming the subject of capital investment and large-scale operation. In this case even, the efficiency with which the merchant at the ports carries on his business commands the export and import trade, and will for an indefinite future continue to do so because of the convenience and reason and strength of a system under which for a consideration he stands between the producers and customers in the Far East and the producers and consumers of the wide world elsewhere, and bears the responsibility.

"It is true there is a noticeable restiveness. The Japanese 'captain of industry,' as he grows in production, grows also in money and in commendable self-importance. The time comes to him when he naturally regards the merchant at the ports as something of a parasite, that lives and it may be thrives upon him, the cost of which he over-estimates, and the value received from which he makes light of. And this tendency is a growing one; yet it must be said that it is its prospective rather than its present importance that affords the groundwork of much discussion of a nervous and apprehensive sort.

"Since the foregoing was written, I clip from the current press, for the information of some inquirers in Canada, and the trade generally, the following reference to Japanese sardines on the foreign market:

"The canned sardines of the Nagoya Canning Factory are said to be finding favor abroad. During the late fishing season over 700,000 tins were exported. The factory is now doing a good business, over Y80,000 worth of fish having been exported this year through the Nagoya branch of the Mitsui Bussan Kaisha. This is in addition to the supplies furnished to old customers."

The assignment is announced of R. H. Brown, general merchant of Latchford, Ont.

J. P. Landry, general merchant, of St. Anastasie, Que., has made an assignment.

Wm. Schroeder, of Vancouver, B.C., has purchased the grocery business of Wall & Powell.

EASY TO SEAL



# TO SEAL

A slight downward pressure

**That's All.**

## SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

# TO OPEN

Insert blade of knife under cap, raise up

**That's All.**

WRITE FOR PRICES

## SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT. 848

EASY TO OPEN



In Everything we Manufacture  
OUR AIM IS QUALITY.

That is why we make

# "Young-Tom"

## Washing Powder

which is "for PURIFYING and CLEANSING UNEXCELLED."

We make the Best High-Grade Toilet and Tar Soaps.

Our aim is to place the product of our factory in every Canadian home.

**The**  
**YOUNG-THOMAS SOAP CO.,**  
**Limited**  
**REGINA, CANADA**

We are offering  
Splendid Value in  
**ROLL BACON**

A rapid seller at present time on account  
of special low price.

MILD CURED  
NEATLY ROLLED  
NICELY SMOKED

Trial order will convince superiority.

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

**BACK  
BACON**

is very much in request at the present  
time and owing to the fact that this  
cut is also used fresh for roasting and  
for pork chops it is difficult to keep up  
with the demand. We shall be glad to  
have your orders. We have a good  
stock of new cured, either out of pickle  
or smoked and can ship promptly.

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



**CORONA  
BRAND  
HAM AND BACON**

is a regular business tonic. If  
your provision trade is in a de-  
pressed state, just try the "ging-  
ering up" effect of Corona  
Brand. Corona Brand has that  
palate-tickling flavor that  
creates new customers while  
keeping a firm grip on the old  
ones.

Ask us for Prices!

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

**Ryan Brand  
Provisions**

mean more profit for you. There is  
no denying the fact that clean, whole-  
some provisions appeal to the best  
class of trade. Neither can anyone  
deny the fact the Ryan Brand provi-  
sions are uniformly clean, wholesome  
and delicious in flavor. The govern-  
ment inspector has declared that

**Ryan Brand is Pure**

Prices on Request.

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

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# Dairy Produce and Provisions

General Tone Strong With Butter Firm and Cheese Advanced Slightly—More Encouraging Conditions in Hog Market.

## CHEESE AND BUTTER BULLETIN

Montreal, March 18, 1908.

With cheese becoming more scarce every week, and the new season not yet near enough for its approach to influence feeling in the market, prices, as the days go by, are becoming just a little bit firmer every forty-eight hours. Last week we noted a difference of  $\frac{1}{4}$ ¢ upwards in comparing quotations with those which ruled the previous week. To-day one house, at least, is asking as much as  $\frac{1}{4}$ ¢ more than the highest price which ruled at the time of our last report. This concern is in the market to sell colored only when  $13\frac{1}{4}$ ¢ is the ruling quotation. Others are still asking for the same cheese,  $13\frac{1}{4}$ ¢. White is selling for 13¢, sometimes a trifle more.

Many large houses interviewed declared that they were not in a position to give authoritative information on the cheese situation, being entirely cleaned up, and consequently not quite so well posted as they would be had they even small holdings.

In Montreal the general impression is that stocks do not amount to more than a very few thousand boxes. Since no man knows what his neighbor has, however, it is rather difficult to give an estimate liable to be nearly correct.

For the past ten days or two weeks there has been practically no inquiry from Great Britain. Markets have been quiet and firm. Prices are likely to hold until the new season's first goods begin to arrive.

At least a dozen of the larger cheese and butter men are at present in the Old Country on their annual visits. This fact tends to keep things quiet locally.

Receipts of cheese last week amounted to 7 boxes, against 65 boxes previous week and 86 boxes same week last year. Total receipts to date amount to 2,653,412 boxes, against 2,349,791 boxes same date a year ago.

On Monday of this week butter appeared to be considerably easier, and some parties made sales at prices a shade lower than ruling market figures. The temporary weakness did not last, long and Tuesday prices were firmly maintained on about the same basis as the previous week, 30¢ to 31¢. Some houses hold out for 31¢ for their best butter, but others will part with finest creamery on receipt of 30¢.

There are some who believe the action of the market on Monday was brought about by a few dealers who were desirous of buying, and who, therefore, tried to test the market to their own advantage. If such is the case they were unsuccessful. Butter is too scarce for an amount sufficient to decline prices to be thrown on the market for buyers.

During the early part of week sales made were chiefly to city grocers. Outside demand was not as good as that experienced the previous week. Consumption is slightly better, but the

price to the consumer is still too high to warrant any material increase in sales to the general public. Retailers' average price is 38¢. This gives them 7¢ to 8¢ a pound on present buying basis, but many of them have butter on hand for which they paid 33¢ and 34¢, and they do not care to let this go on small margin. Most grocers desire at least 5¢ a pound profit on butter.

## THE PROVISION SITUATION

Toronto, March 19, 1908.

Reports from Canadian packers are of rather a more encouraging nature this week and the provision business seems to be tending toward a much more satisfactory basis.

The English market is steadier and in a more satisfactory condition than at any time since December. This week, on a 42s. basis it is in rather a more receptive mood than for some time past and this has had an immediate effect on conditions in Canada. The following extract from a recent report from P. B. Ball, Canadian Trade Commissioner in Birmingham gives a remarkably good idea of the conditions which have prevailed in the British market since the first of the year.

"The present condition of the bacon market causes both merchants and retailers considerable anxiety as to the future. In the beginning of the year the killings of hogs in all countries were enormous, and more bacon was consigned to the English market than it could readily assimilate. Prices were reduced to such a point that curers are involved in heavy losses, with the single exception of the American shipper, whose hogs have reached a phenomenally low price. The weekly killings in Denmark have ruled 46,000 to 48,000 hogs, in south of Ireland 10,000 to 12,000, whilst the aggregate killings in Chicago for the month of January attained the enormous figures of 1,113,978, at an average cost of about  $4\frac{1}{2}$  cents per pound. Various theories are given as to the cause of these heavy marketings of hogs, one is that financial trouble in the respective countries has caused farmers to liquidate their stock. Another is, that dear feeding stuffs have made the raising of hogs unprofitable and farmers are clearing stocks as rapidly as they can, thereby surfeiting the market. If this latter theory is correct, there will be a return to higher prices during the next few months. Canadian bacon has been somewhat in the background while this plethora of Danish has been flooding the

Dairy butter is arriving in fairly decent quantities for the season, but prices continue firm, being in the vicinity of 26¢ to 27¢. One dealer is offering some particularly choice dairy at 28¢.

Receipts of butter last week amounted to 370 packages, against 796 packages previous week, and 880 packages same week last year. Total receipts to date amount to 415,853 packages, against 610,135 packages same date a year ago.

market, and sales must have disappointed the Canadian curers. At the time of writing the market is tending up and the prospects are brighter, for the selling price is coming somewhat nearer the cost of production."

For some weeks packing concerns here have been running only about half time. The improvement of conditions during the past two weeks will tend to remedy this.

Prices, too, have been on such a low basis that deliveries have been exceedingly small, and farmers have been considering going out of hog raising. The improvement in general conditions should have some effect on these.

Danish deliveries continue to be very heavy and the United States shipments last week were also up to the usual aggregate.

Prices ruling in Canadian markets this week are 25¢ better than a week ago, viz., f.o.b. \$5.15, and off cars at factory \$5.50.

A paragraph from the New York Journal of Commerce summarizes the conditions in the United States markets last week as follows:

"The past week has witnessed fair activity in future hog products, in face of heavy receipts throughout the West, Chicago alone being less than expected, while the whole West was 185,000 over a year ago, which was the biggest excess over last year of any week of the season. This was in the face of the late predictions of the packers of lighter receipts so soon as the farmers began their spring's work. This, too, in spite of bad roads in many sections of the corn and hog belt, owing to the recent wet weather. For these reasons it is supposed that packers withdrew their support the latter half of the week and the market sagged off, the chief demand being from shorts, who took their moderate profits, fearing the packers might come in, as they did early in the week, and put up prices. Armour was an early buyer, but later the Cudahy's were the chief support, and it is dif-

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**SALT MANUFACTURERS**  
 Granted the highest awards in competition with other makes.  
**WINGHAM ESTABLISHED 1871**

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**BUTTER and EGGS**  
 SELLING DIRECT TO CONSUMER  
 Will handle your produce on commission—prompt returns  
 Correspondence Solicited  
**L. A. HEATH**  
 332 Ellice Ave., WINNIPEG, Man.

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

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

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

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

fiicult to say where any of the big packers really stand on the market. The Cudahys have been the biggest traders on this crop, but they have changed sides so often that nobody knows where they now stand, though they were last supposed to be bulling instead of bearing prices. Whether they believe in higher prices, or wanted to unload their previous purchases nobody seems to know. Spot trade, however, remains as stagnant as ever, and while dealers do not admit much falling off in consumption, they are only buying from hand to mouth. While our exports show an increase, it is due largely to heavy consignments by packers, since the shipments bought during and after our panic by Europe have gone forward."

**PROVISION MARKETS**  
**MONTREAL.**

The provision market remains firm. Lard is firmer and higher prices are being looked for shortly. As a matter of fact, one packer is to-day quoting 10c a pail more than others. Hams and bacon are in fair demand at the old prices. Hogs are firmer, being advanced 15c a hundred pounds. Other lines are in fair demand at unchanged prices.

Lard, pure, tierces	0 11 1/2	0 12
" " 56-lb. tubs	0 11 1/2	0 12 1/2
" " 30-lb. pails, wood	0 12	0 12 1/2
" " cases, 10-lb. tins, 60 lbs. in case	0 12	0 12 1/2
" " 5-lb.	0 12 1/2	0 12
" " 3-lb.	0 12 1/2	0 12
Lard, compound, tierces, per lb.	0 08 1/2	0 09 1/2
" " tube	0 08 1/2	0 09 1/2
" " 20-lb. pails, wood	0 09	0 09 1/2
" " 20-lb. pails, tin	0 09	0 09
" " cases, 10-lb. tins, 60 lbs. in case	0 08 1/2	0 10
" " 5-lb.	0 08 1/2	0 09 1/2
" " 3-lb.	0 08 1/2	0 09 1/2
Wood, net; tin packages, gross weight—		
Canadian short cut mess pork	21 00	22 50
Canadian short cut clear	20 50	22 00
American fat back	23 00	
Breakfast bacon, per lb	0 13	0 15
Hams	0 12 1/2	0 14 1/2
Extra plate beef, per bbl.	13 00	14 50

**BUTTER**—The market remains firm, and stocks held locally are light. Prices are likely to be maintained for some time, as there is but little fresh made being offered at present. Fresh rolls are also scarce and are up 1c. Demand for all lines is good.

Creamery, full make, boxes	0 31	0 32
Creamery, winter make, boxes	0 30	0 30
Dairy, tubs	0 25	0 25
Fresh large rolls	0 26	0 28

**EGGS**—The egg market is easier this week. New laid are being received much more freely, and have gone down 1c. Pickled are also being received in greater quantity, and have gone down 2c. The demand is very heavy, being stimulated by the low prices ruling and the Lenten season. Stocks can be procured from American points at prices to compete with Canadian eggs. Receipts from Ontario points are steadily increasing.

New laid	0 24	0 25
Pickled	0 20	0 21

**CHEESE**—The Lenten season has increased the demand for cheese to quite an extent, and dealers report a good amount of business. The market remains firm at the old prices.

Cheese, old	0 15 1/2	0 16
" new, large	0 14	0 14 1/2
" twins	0 14 1/2	0 15

**HONEY**—The honey market is unchanged. All lines are in fair demand at the old prices.

White clover comb honey	0 14	0 15
Buckwheat, extracted	0 10 1/2	0 09
Clover, strained, bulk	0 10	0 11 1/2

**POULTRY**—The poultry market is very quiet at present, demand having fallen off since Lent set in. Stocks held locally are light, while the receipts are small.

Turkey, per lb.	0 10	0 13
Chickens and fowls, lb.	0 11	0 14
Geese	0 11	0 12
Old fowls	0 10	0 11
Ducks	0 12	0 13

**TORONTO.**

**PROVISIONS**—Business has not been so active during the week. Some fair orders are being received which maintain prices at former quotations. An easy undertone is noticeable, however, in smoked meats. Lard remains steady. Shipments from the United States are not so numerous and this has helped to strengthen the situation.

Long clear bacon, per lb.	0 09 1/2	0 10
Smoked breakfast bacon, per lb.	0 14	0 14 1/2
Roll bacon, per lb.	0 10	0 10 1/2
Small hams, per lb.	0 14	0 14 1/2
Medium hams, per lb.	0 13	0 14
Large hams, per lb.	0 12 1/2	0 13
Shoulder hams, per lb.	0 09 1/2	0 10
Backs, plain, per lb.	0 08 1/2	0 09
" pea meal	0 12 1/2	0 12 1/2
Heavy mess pork, per bbl.	19 50	20 00
Short cut, per bbl.	22 50	23 00
Lard, tierces, per lb.	0 11	0 11 1/2
" tubs	0 11 1/2	0 11 1/2
" pails	0 11 1/2	0 11 1/2
" compounds, per lb.	0 08 1/2	0 08 1/2
Plate beef, per 200-lb. bbl.	12 50	13 00
Beef, hind quarters	6 00	8 00
" front quarters	4 00	5 00
" choice carcasses	7 50	8 00
" common	4 50	5 00
Mutton	0 07	0 08 1/2
Lamb	0 08	0 09 1/2
Hogs, street lots	6 50	6 70
Veal	0 08	0 09

**BUTTER**—Prices continue firm all round. In spite of the big drop in the English butter market which would allow dealers to import butter and lay it down at a lower cost than Canadian stocks, dealers do not anticipate any immediate reduction. Creamery is scarce. Receipts of dairy are rather light. Dairy tubs are about done for the present. Prices rule the same.

Creamery prints	0 31	0 34
Creamery solids	0 31	0 31
Farmers' separator butter	0 28	0 31
Dairy prints, choice	0 27	0 28
" ordinary	0 23	0 25
" tube choice	0 22	0 24
" tubs, ordinary	0 21	0 22
Baker's butter	0 21	0 22

**EGGS**—New laid eggs have declined 4 and 5c and are now selling at 22 and 23c. Receipts have been heavy both from local points and from the United States. The market is easy and weak and a further drop is probable in a few days. Limed eggs are off from 1 to 2c. Business has been quite brisk, the consumptive demand being much improved.

Eggs, new laid	0 22	0 23
" limed	0 20	0 21

**CHEESE**—The market continues firm. The demand is good.

Cheese, large	0 13	0 13 1/2
" twins	0 13 1/2	0 14

**HONEY**—Prices remain unchanged. A better demand is in evidence.

Honey, strained, 40 lb tins	0 12	0 13
" 10 lb tins	0 12 1/2	0 13 1/2
" 5 lb tins	0 13	0 13
" in the comb, per doz.	2 50	3 00
Buckwheat honey, per lb.	0 8	0 10
" in comb, per doz	2 25	1 80

**POULTRY**—Business has been quiet. There is a scarcity of fresh fowl, receipts being very light.

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

## THE PORK AND BEANS SITUATION

Retailers throughout Canada know how hard it is to persuade their customers to accept any Pork and Beans other than **Clark's**.

They have tried them, and come back time and again for more. Retailers know the amount of time and talk it will take—and the sales which will be lost—in an effort to push other Brands. Jobbers can have any orders for Clark's Pork and Beans filled promptly and completely, so if you specify Clark's Pork and Beans you will get them. It is wise to insist.

**Wm. Clark, Montreal**  
Manufacturer

### SIX REASONS WHY YOU SHOULD STOCK

## O'MARA'S BACON

1. It is in great demand by the public.
2. It allows you an excellent Profit.
3. Your neighbors have it in stock.
4. Customers are pleased and come again.
5. It is made in an up-to-date inspected factory.
6. It is easily the best Bacon on the market.

**TRY IT YOURSELF**

**JOSEPH O'MARA**

Pork Packer PALMERSTON, ONTARIO

## LAING'S "MEATS THAT SATISFY"

Our smoked meats have attained a place in the market which they can maintain only through their unquestionably high quality.

Like all our other products they are Government Inspected. A staff of skilled veterinary doctors in the employ of the Federal authorities inspects **absolutely all** our lines, placing the Government **stamp of approval** on everything going out. This is your protection. Order to-day.

### SPECIAL NOTICE!

We are about to issue our annual Easter Price List. Most attractive and interesting. Send for one whether you are buying or not.

**The Laing Packing & Provision Co., Limited**  
MONTREAL, CANADA



There is only **one**

# BOVRIL

Bring forward your Bovril show-cards and hangers into a good position. This is the best time for sales.

Supplies can be obtained from—

BOVRIL LIMITED,	27 St. Peter Street	MONTREAL
W. S. CLAWSON & CO.	11 and 12 South Wharf	ST. JOHN, N.B.
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R. S. McINDOE	120 Church Street	TORONTO
W. L. McKENZIE & CO.	306 Ross Avenue	WINNIPEG
A. G. URQUHART & CO.	336 Hastings Street West	VANCOUVER

and from all wholesale houses throughout Canada

**CHANGES IN RED ROSE STAFF.**

The Toronto office and selling staff of the Red Rose Tea Co. has seen several changes the past week.

E. E. Boyd, who has lately been covering the east end of the city has been lifted up a step, and is now looking after the sales as a member of the office staff. N. W. Williams, formerly an advertising solicitor with the World, is taking Mr. Boyd's place.

F. H. Leech, who has been covering the western section of the city for some time, goes back to do special work in the office. A. R. Whittemore, who takes over this work in the west end, leaves on Saturday for St. John, where he will spend a few days in getting acquainted with the staff in that city and with the company's business methods.

**TRADE NOTES.**

Petit & Gagnon, general merchants, of Woodbridge, Man., have assigned.

Beattie Bros, general merchants, of Hamiota, Man., have made an assignment.

Lawrie Bros., general merchants, of Morris, Man., have been succeeded by Higgins & Webster.



**A Good Investment**

**PEANUT ROASTERS and CORN POPPERS.**

Great Variety, \$8.50 to \$350.00

**EASY TERMS. Catalog Free.**

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

**BUTTERFLY BRAND**

# FUSSELL'S

# 'GREEN BUTTERFLY' MILK

**BEST KNOWN—BEST LIKED.**

Sometimes children and others who would benefit by a milk diet have trouble in digesting milk, owing to its curdling on the stomach. This milk is immediately assimilated with splendid results. Insist on Fussell's.

**Keep your Labels to get a Gold Watch Free**

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Prices and Particulars of the Agents

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

**MOTT'S DIAMOND CHOCOLATE**

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

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## Mott's

**"Diamond" and "Elite" brands of**

# Chocolate

before your customers you will be giving them the finest goods in the Chocolate line, and making good profit for yourself.

## Mott's

is Canada's standard.

### John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

As a Profit Maker,

# BUDA

"The Flour of Quality" leads the trade

That's because it pleases the consumer. It is milled and blended from the highest grade Eastern and Western Wheat, by millers whose experience covers a lifetime. It is the best value ever offered in flour.

*Act Now. Send for Prices.*

## J. B. HARTY

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**Firm Peeli**

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# THE FLOUR AND CEREAL MARKETS

Firm Feeling Continues With Good Business in All Lines—Some Changes in Eastern Markets.

The firm feeling noted in these markets last week has continued and the tone at the time of writing was even somewhat stronger than at last reports. Business is reported as exceedingly good, particularly in cereals.

Ontario markets, while firmer in tone, show no price changes. In Montreal rolled oats have advanced 10c during the week.

Dealers report deliveries freer than for some time past, the country roads allowing of easier teaming.

There is considerable talk of a scarcity of wheat, but reports from millers do not justify this. Supplies of Manitoba wheat, it is true, are rather short, but winter wheat is in good supply.

## MONTREAL.

**FLOUR**—The flour market remains very firm, with a good local demand. There is very little export business being done, and it is expected that the markets will continue firm.

Winter wheat patents.....	5 50
Straight rollers.....	4 70 4 80
Extra.....	4 00 4 10
Royal Household.....	6 10
Glenora.....	5 60
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10

**ROLLED OATS**—There is a much firmer tone in rolled oats this week, as will be noticed in quotations below. Bags, 90's, are up 10c. Demand is reported satisfactory.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated ".....	3 20
Golddust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 65 1 75
Rolled oats, 90-lb. bags.....	3 12 3 14
" 80-lb. bags.....	2 75 2 80
" lbs.....	6 10 6 35

**FEED**—There is a fair amount of business being done in feed this week. The market is very firm, and is expected to remain so for some time. Quotations are the same as last week.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 27 00
" bran.....	23 00 24 00
Mouillie, milled.....	26 00 31 00
" straight grained.....	27 00 33 30
Feed flour.....	1 50 1 60

## TORONTO.

**FLOUR**—The market is firmer, with an encouraging amount of local business passing. Manitoba wheat is somewhat difficult to secure, but supplies of winter wheat are freer. The export market is on a basis at present which does not encourage that department of business.

<b>Manitoba Wheat.</b>	
60 per cent. patents.....	5 50
85 ".....	5 80
Strong bakers.....	5 30

<b>Winter Wheat.</b>	
Straight roller.....	4 90 5 10
Patents.....	5 20 5 40
Blended.....	5 25 5 30

**CEREALS**—Dealers report local business as exceedingly good this week. The market is firmer in tone than a week ago, though prices are still on the same

basis. Deliveries of oats are free, but wheat seems to be rather scarce.

Rolled wheat in barrels, 100 lbs.....	2 85 3 10
Rolled oats, in wood, per bbl.....	6 55
" in bags, per bag 90 lbs.....	3 00 3 25
Oatmeal, standard and granulated, per bbl.....	6 40
" " " in bags, 98 lbs.....	2 90 3 25

## HAMELIN BROS. STORES SOLD.

An important business deal has been practically completed whereby the big chain of stores in the West belonging to Hamelin Bros. will be transferred to M. J. McLeod, Moose Jaw, Sask. This deal has been under consideration for some time and it was announced the other day that it had been completed, the sum involved being about \$350,000. Since that announcement was made the formal transfer has been delayed by proceedings taken by one of the shareholders to stop the sale. It is likely that this delay will be gotten over very soon.

The stores involved in the transfer are situated in Moose Jaw, Prince Albert, Staughton, Manor, Napinka, Melita, and Arcola. In the near future the business will be re-organized under the name of the MacLeod-Hamelin Co.

## DEATH OF TORONTO GROCER.

**W. H. Armitage, Carlton and Church Sts., Passed Away Last Thursday.**

W. H. Armitage, grocer, Carlton and Church Sts., Toronto, passed away at his home on Thursday, March 12th after a short illness from appendicitis.

He was born in Mariposa fifty years ago. After engaging in business in Newmarket for some years, he removed to Toronto about twenty-three years ago, establishing himself at the corner of Shuter and Victoria Sts., where Massey Hall now stands. Twelve years ago he moved to the present premises at the corner of Church and Carlton Sts. He is survived by his wife, two sons and two daughters.

## MANITOBA BUSINESS CHANGES.

Higgins & Webster, general merchants, of Roland, Man., have completed the purchase of the stock, property and goodwill of Laurie Bros., Morris, Man. They will henceforth run two stores, one in Roland and one in Morris, the latter being placed in charge of a member of the staff from Roland.

Mr. Laurie will remain in Morris as postmaster and local manager of the Manitoba Government telephones. He is one of the pioneers of Morris.

Higgins & Webster, of Roland, have also bought the general store of Bell & McColl, in Emerson.

Chisholm & McKenzie, of Morris, have bought the general store business of S. Hoffer in the same town and the two businesses will henceforth be merged in one.

# Crisp and Dainty, Mooney's Perfection Cream Sodas

are essential to the high-grade grocery store. We aim to create business for YOU by supplying you with Soda Crackers which will increase the number of soda cracker consumers. Mooney's Perfection Cream Sodas are the result—and they accomplish our aim.



Write for Our Prices.

## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## GOX'S GELATINE

COX'S GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

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

**FAVOR PROVINCIAL ASSOCIATION**

**Toronto Retail Grocers Will Concur Heartily in Plan for London Picnic and Convention.**

The Toronto retail grocers, at the regular monthly meeting of the association in their rooms in the Temple Building on Monday evening, expressed themselves as heartily in favor of the formation of a provincial association and took steps to concur with the London association in arranging for a joint picnic and possibly a short convention in connection therewith at the latter city sometime during the summer.

The spirit of goodfellowship was just as evident at the gathering as usual and the meeting, too, was just as late as usual in being called to order. What a jolly lot of fellows those grocers are.

Several matters of detail and in connection with the winding up of the affairs of the recent successful At Home were discussed in the regular order of business.

At last meeting the suggestion was made that several wholesale grocers, manufacturers, etc., should be secured to address the meetings of the association on various topics of interest to the trade. Frank Johnson broached the matter again and made some suggestions as to gentlemen who could be secured.

The members were not altogether unanimous over the proposition. "Can these chaps tell us anything about sugar that'll be any use?" was asked, and "What do those fellows know about running a grocery store?" With these and other considerations the matter was left in abeyance.

Even this early the good time the grocers enjoyed on their last summer's excursion to Buffalo was recalled and plans made for next summer's outing. The Grocer's suggestion of a joint picnic of Ontario grocers in London was discussed. Vice-president Clark and one or to others thought that such an arrangement would interfere somewhat with the local association's annual outing and it seemed to be the almost unanimous view that this should be to Buffalo again, but after some discussion it was thought that both outings should be taken advantage of, that the London picnic could also be taken in and made a success and the secretary was instructed to correspond with the London Grocers' Association with a view to arranging the affair.

Under the order "Remarks for the good of the Association," Frank Johnson brought up his perennial question as to the advisability of a standard loaf of bread. Mr. Johnson advocates a three-pound loaf and is very emphatic in his belief of its advantages. Then followed rather an interesting discussion. President Fred Thorn thought a three-pounder would be rather too large a mass to handle readily and told of cases which occurred frequently when ladies asked for loaves even smaller than any he could sell them. Vice-president Clark thought it didn't make much dif-

ference so long as the grocer made a good percentage of profit and various other views were expressed. No action was taken, however.

Considerable discussion took place over the proposed formation of a provincial grocers' association. Mention was made of some of the good things that had been accomplished by active associations in other places and what might be done through such an organization for the benefit of the trade in general. The members were unanimous and enthusiastic in favor of the suggestion and will heartily concur in any action that may be taken in the matter.

In closing "Dick" Van Loan brought up the matter of Wednesday afternoon closing during the summer months and suggested that a number of mid-week outings for the grocers and their wives be arranged for the coming summer. The suggestion was hailed with some enthusiasm and will be further considered.

W. Savard, grocer and butcher, of Lorette, Que., has assigned.



**SEALED TENDERS** addressed to the undersigned, and endorsed "Tender for Toronto Island Breakwater Extension," will be received at this office until Friday, April 24, 1908, inclusively, for the construction of an Extension to the Breakwater on the South Shore of Toronto Island, in the County of York, Province of Ontario, according to plan and specification to be seen at the offices of J. G. Sing, Esq., Resident Engineer, Confederation Life Building, Toronto; Charles Desjardins, Esq., Clerk of Works, Post Office Building, Montreal, and at the Department of Public Works, Ottawa.

Tenders will not be considered unless made on the printed form supplied, and signed with the actual signatures of tenderers.

An accepted cheque on a chartered bank, payable to the order of the Honourable the Minister of Public Works, for four thousand five hundred dollars (\$4,500.00), must accompany each tender. The cheque will be forfeited if the person tendering declines the contract or fail to complete the work contracted for, and will be returned in case of non-acceptance of tender.

The Department does not bind itself to accept the lowest or any tender.

By order  
**FRED. GELINAS,**  
Secretary.

Department of Public Works,  
Ottawa, March 11, 1908.

Newspapers will not be paid for this advertisement if they insert it without authority from the Department. (13)

**CALEDONIA MILLS**

**POT AND PEARL BARLEY FEED**

John MacKay Limited - - - - - Bowmanville, Ont.

**EPPS'S GRATEFUL COMFORTING**

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

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

**THE MOST NUTRITIOUS COCOA**

**H. CONSTANT**

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

**SUCHARD'S COCOA**

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

**OPEN TO BUY**

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

**NAP G. KIROUAC & CO.,**  
Receivers and Shippers  
Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.  
125 St. Peter St., QUEBEC.

**BODE'S CHEWING GUM**

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



*Kellogg's*  
(SANITAS)

TOASTED CORN FLAKES

THIS IS THE GENUINE



The one that sells  
and don't stay  
on your shelves.

STOCK IT NOW.

If you are in  
ONTARIO, QUEBEC or the  
MARITIME PROVINCES  
Ask your jobber for the latest prices.

SALES OFFICE

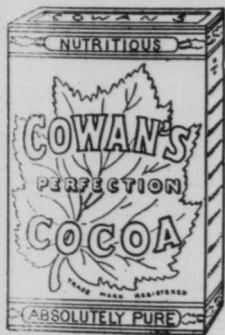
20 FRONT ST TORONTO ONT

BRANCHES { CARMAN ESCOTT CO 141 BANANTYNE ST WINNIPEG MAN.  
SHALLCROSS MACCAULEY & CO VANCOUVER & VICTORIA B.C.

# COWAN'S

## Cocoa and Chocolate

is the leader in profit because it leads in  
purity and flavor.



You will find that  
every tin of Cowan's  
Cocoa and every bar  
of Cowan's Chocolate,  
so satisfies your cus-  
tomers that their re-  
peat orders can be  
relied upon.

The Cowan Co., Ltd.

## Meurisse Chocolates

ARE DELICIOUS  
Grocers

Any of the undermentioned firms will  
be only too pleased to tell you all about  
*Meurisse Chocolates* on request. They  
have samples and prices. *Our Orange  
Chocolate Cream Bars* are great  
sellers.

## Chocolate Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

or Mathewson's Sons, Montreal; T. E. Charest, St. Gabriel St., Quebe  
W. C. Scott, 76 Queen St., Ottawa.



## Bakers and Confectioners

Our new department is well stocked, Shelled  
Nuts, Egg Savers, Icing and Marshmallow  
Powders, French Fruits, Oils and Flavor-  
ings, Dry and Liquid Colorings, Dragees,  
Currants, Raisins, Dates, Almond Pastes,  
Fruit Syrups, all styles of Coconut.

Write call or telephone us for anything  
you need.

The Canadian Coconut Co. 107 Lagauchetiere  
Street West, Montreal

J. ALBERT MacLEAN, Proprietor

VANCOUVER, B.C.—J. F. MOWAT & CO.  
WINNIPEG—J. M. SCOTT  
KINGSTON, ONT.—W. H. DALBY.

ST. JOHN, N.B.—W. A. SIMONDS  
QUEBEC—ALBERT DUNN  
TORONTO—Roelofson & Roelofson.

## Lombard Plums 2s HEAVY SYRUP \$1.00 Per Dozen

## "CANADA'S PRIDE" BRAND

We have a limited supply of the above  
which we offer to the trade at \$1.00 per  
dozen F. O. B. Kingston. These goods  
are HEAVY SYRUP, LAST FALL'S  
PACK, and are really worth \$1.40. We  
guarantee every tin.

## FENWICK, HENDRY & CO.

Wholesale Grocers and Importers

KINGSTON, ONTARIO

Established 1846

We are offering some exceptional "SNAPS"  
in Ceylon Greens, Blacks and Japans at present.

# The Fisheries of Canada

Facts, Figures and Comment on This Most Important National Industry—The History of Its Development in Nova Scotia—Movement to Establish Atlantic Fisheries Board.

The fisheries of Canada are the most extensive in the world, and among the provinces of Canada, Nova Scotia takes first rank. It is a crop that is never failing, and it is this fact that has made the name of the sea-girt province justly celebrated as a fishing resort since the discovery of the new world. The entire sea coast of the maritime provinces, from the Bay of Fundy to the Straits of Belle Isle, covers a distance of 5,600 miles, which is more than double that of Great Britain and Ireland. Over this immense area, Nova Scotia fishermen hold sway—a sway that has frequently been disputed, but never wrested from them.

## History of the Industry.

The history of the fishing industry in Nova Scotia is filled with romance, with adventure, with heroism. In a calling so hazardous, it is natural that its history should be replete with stories as interesting as they are romantic. To attempt to review all the historical features of so important an industry would bring us near the boiling set of international troubles. For so valuable are the fisheries of the Nova Scotia coast and so inestimable the privilege of making her safe harbors for the purpose of shelter and bait that scarcely a treaty relating to North American coasts, either with France in the first place, or later with the United States of America, but had stipulations made in regard to the inshore fisheries.

Nova Scotians have jealousy guarded their coasts, and the fishing folk of other nations have as zealously sought to obtain a share of the "finny folk" that frequent the waters of the Nova Scotia coast. Even now the Gloucester and other New England fishermen have no treaty privileges, and their presence on the coast lines of the province is not permitted except under a *modus vivendi* which may be cut off at any time and is continued only to prevent international clashing.

There has always been a strong agitation in the province to do away with this *modus vivendi*. It was voluntarily entered into by Canada in the protocol of the Washington treaty of 1888, which was not ratified by the United States senate, and has been extended since the first few years, year by year, in the hope that some more satisfactory solution would be eventually found under it. American fishermen have the right to purchase bait, ice, seines, lines and all other supplies and outfits, the transshipment of fish and the shipping of crews. The contention that Nova Scotians make is that this *modus vivendi* was never intended to be continued indefinitely and that the United States never expected that it would. This reference to the present bone of conten-

tion is introduced in order to show how valuable the fisheries are regarded and how inestimable are the privileges to be secured on the coast.

## Some Statistics.

The fisheries of Canada were worth to the Dominion of Canada during the year 1906—the statistics are taken from the last fisheries' report—\$26,279,485. Nova Scotia claimed as her share \$7,799,160—nearly one-third of the whole Canadian catch. To add thus materially to the wealth of the province requires a body of hardy, capable, stalwart men, and it is needless to say that these qualities are among the most prominent of the Bluenose fishermen.

In addition to manning their own vessels, Nova Scotians are found sailing under the flags and forming the shipping crews of other nations. Among the Gloucester ships will be found many Nova Scotian crews, so that in this, as in other industries, Nova Scotians are contributing to the wealth of other people as well as adding to their own to the extent of about \$8,000,000 a year.

A glance at the variety of fish taken on the shores as reported in the blue books will give a fair idea as to how variously stocked the waters of the coast are. Not less than 20 varieties of fish are found there, the five leaders being cod, lobster, mackerel, haddock and herring, in the order named.

## Large Export Trade.

For 50 years a most valuable export trade has been carried on in dried fish with the West Indies, and South American countries. Great Britain and France are taking an increased quantity every year, while other foreign countries, such as Italy, Germany, Portugal, Norway and Sweden are becoming good customers. The United States, of course, takes a very large proportion of the fish exported—in all, about two-fifths of the Canadian production—and of this a very large proportion is Nova Scotia fish.

## The Lobster Industry.

The lobster plant alone is estimated at \$673,012, comprising the equipment of 238 canneries. Besides the packing industry, the shipment of these crustaceans requires a large force of men. Three thousand six hundred and fifty-eight persons find employment in the putting of the 4,595,816 pounds on the market, valued at \$1,148,954. Including the fresh lobsters, the whole output aggregated in 1906 a value, amounting to \$1,933,807.

## Anticipated Development.

At a recent meeting of the Maritime Board of Trade, C. S. Whitman, of Can- so, who is largely interested in the de-

velopment of fisheries, made this statement:

"It would be safe to say that the fish business of the future in the maritime provinces, is designed to be a much more important industry than it is to-day, giving employment to many thousands and a staple article of food to half a continent. The time is coming when the present methods of catching and marketing will be laughed at for their inefficiency; when docks and wharves and warehouses, such as we do not to-day dream of, will be devoted to the business; when hundreds, perhaps thousands of fleet steamers will have superseded the sailing craft now employed and railroads will wrestle with one another for the privilege of carrying the millions of tons of freight the business will be ready to furnish."

Though Nova Scotia reaps such a great harvest from the sea, the methods used have not been, as Mr. Whitman stated, of the most approved and modern type. In fact, it is only now that the province as a whole is beginning to appreciate the magnificent asset it has in its never-failing supply of fish.

## New Fisheries Board.

A movement is now on foot for the establishment of the Canadian Atlantic fisheries board on the same lines as the Scotch fisheries board, which has control of the Scotch fishing industry. Such a board would be required to thoroughly investigate and advise the department of fisheries in regard to such matters as the depletion of lobster and oyster fisheries; the destruction of dog fish; the proper distribution of the output of the fish hatcheries; the supply of bait, etc. With improved methods of curing and catching, Nova Scotia could still further eclipse her present records in the catch and distribution of the fish products.

Much more could be done in the propagation of oysters, for instance, for some of the finest natural beds are to be found on the Nova Scotia coast. It is claimed that Nova Scotia has a greater cultivable area for oyster beds than even the State of Maryland, which produced in one year, 1880, 10,569,012 bushels. Nova Scotia's yield last year was only 1,732 barrels.

The truth is the fisheries of Nova Scotia are only partially occupied, and are an inviting field for the investment of capital in enterprising hands. With its unexcelled position, with its extensive coasts, with its excellent harbors, with a population of as hardy and courageous men as are to be found anywhere, there is no reason why Nova Scotia in its fisheries should not rank even higher in point of production than it does now. There is abundant room for the profitable employment of both capital and labor.—Modern Grocer.

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY



WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

Making the dinners in millions of homes  
more tasty and appetizing.

Lea & Perrins' Sauce gives a rare relish  
to Fish, Meats, Game, Salads, Cheese, etc.  
Look for the signature!

"We advertise to the general Public in  
Newspapers and Magazines that this fam-  
ous Sauce can be had from all Grocers."

**J. M. DOUGLAS & CO.**  
Est. 1857, - MONTREAL  
Canadian Agents.

# DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

## Twin Block Pure Maple Sugar

The Kind That Satisfies.

### Maple Cream Hearts

The People's Favorite.

### Wild Strawberry and Raspberry Jam

Pure and Delicious.

### Pickles and Ketchup

Of Superior Quality.

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## SUGARS and CANNERS

LIMITED

Montreal, Que.

# FRUITS, VEGETABLES AND FISH

Market for Green Fruits Firm and Active—No Material Changes in Vegetables—Fish Moving Freely With Prices Firm.

## Rapid Sales

insure bright new stocks for your orders.

Our brands are well advertised, well known and well sold.

Golden Flower and Rose Brand Navels are our Leaders. Try them.

Arrivals of fresh Lemons are here to fill your orders.

Florida Celery, Chases' pack—the best, is what the fancy trade wants and must have. We can supply your wants.

Fancy Strawberries, New Carrots, Parsley, Beets, Lettuce, Asparagus, Cucumbers, received fresh by express

McWILLIAM

Mc. AND E.

EVERIST

25-27 Church St., TORONTO

Every day grocers say  
Ship us some more

# "Golden Flower"

The Orange everybody likes.

TRY 'EM  
McWILLIAM & EVERIST  
HAVE 'EM

The Redlands Golden  
Orange Association  
Redlands - California

A better feeling is noticeable in practically all lines of green fruits. Prices have been maintained, while advances have been made in certain lines of oranges. The excellent quality of the navels arriving has stimulated the consumptive demand and made prices firm. Floridas are done. Some Mexicans are still on the market. California lemons are slightly higher. Bananas remain steady. In spite of the reports circulated as to a banana failure in Jamaica prices have not advanced. Apples are going fairly well. Stocks of cranberries and Almeria grapes are about done.

Nothing startling has occurred in the vegetable market during the week. Potatoes, though easy in the early part of the week, have remained firm at old prices. Beets are very scarce and are just about done. Turnips have advanced 10 cents, due to heavy American enquiries and a shortage in supplies. California celery is about gone. Florida shipments arriving regularly. Boston lettuce is slightly scarce. While the demand is always stronger for the staple domestic lines yet an improved feeling is noticeable in the demand for various lines of imported stuff.

Business is brisk in fish. An improvement over last week's orders is reported. It is likely that the volume of the season's business will reduce supplies of all lines very much. Shortages are anticipated in halibut, haddie and sea herring. The sale of frozen fish has fallen off slightly. Fresh and pickled lines are selling strong. Prices are firm, though no quotably higher.

### MONTREAL.

GREEN FRUITS—There is a better feeling this week, and all lines are selling well. Bitter oranges and strawberries have slightly declined in price, other lines are selling well at the old prices, especially lemons, Florida oranges and grape fruit.

Bananas, fine stalk.....	2 00	2 25
"    jumbos.....	2 00	2 25
Cocoanuts, new, per bag.....	3 50	3 50
Lemons.....	2 00	2 40
Navel oranges.....	2 75	3 25
Florida oranges, box.....	3 50	4 75
Porto Rico oranges, box.....	2 50	2 50
Jamaica oranges, bbl.....	3 50	4 00
Valencia oranges.....	3 50	4 00
Tangerines, half-box.....	3 00	3 50
Pineapples, case.....	4 50	5 00
Grape fruit, box.....	2 75	7 00
Almeria Grapes, keg.....	4 00	6 50
"    ape & cranberries, bbl.....	11 00	15 00
"    Nova Scotia cranberries, bbl.....	6 00	7 00
"    Kumquat, qt.....	0 25	0 25
"    Strawberries, qt.....	0 65	0 65
"    Apples, sameuse, tbl.....	4 00	5 00
"    "    other fall varieties, bbl.....	5 00	5 00
"    Bitter oranges.....	2 70	2 25

VEGETABLES—The vegetable market continues easy. Potatoes are being received more freely, although there has been no reduction in price. Boston hot-house lettuce is becoming scarce and an advance in price is likely to occur shortly. New cabbage is selling well. Turnips are also in fair demand. Some deal-

ers report that demand is pretty well confined to the staple lines of vegetables, as there is less meat being consumed and therefore there is not so much need of all kinds. California celery is higher this week by 50c.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	1 00
Sage, per doz.....	0 60
Savory, per doz.....	1 00
Cabbage, bbl.....	0 75
Turnips, bag.....	0 75
Celery, doz.....	0 25
California celery, crate.....	6 00
Water cress, large bunches, per doz.....	0 75
Spinach, bbl.....	4 00
Green peppers, crate.....	3 50
Boston hot house cucumbers, doz.....	2 50
Potatoes, per bag.....	1 00
Sweet Potatoes, basket.....	3 25
Beets bag.....	0 75
Carrots, bag.....	0 65
Tomatoes, Florida, crate.....	4 00
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75
"    large crates.....	2 25
Canadian onions, lb.....	0 65
Boston lettuce, hot house, per doz.....	0 85
Railishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Horse radish, per lb.....	0 12
Beans, green, basket.....	6 50
Egg plant, doz.....	2 00
California cauliflowers, per crate.....	6 50
New cabbage, crate.....	3 25

FISH—There continues to be a goodly number of orders for all lines of fish sent in to dealers, and business is quite in keeping with that of last week. The sale of frozen fish has fallen off, while fresh and salted continue selling freely. Prices remain the same, except for skinless cod, which is a shade firmer, as will be noticed in the quotations.

### Fresh and Frozen Fish.

Haddock, per lb.....	0 74	0 65
Halibut, per lb.....	0 95	0 85
Mackerel, ".....	0 08	0 08
Dore, ".....	0 07	0 17
Grass pike, lb.....	0 04	0 15
Cod fish, l.....	0 04	0 04
Steak cod, lb.....	0 64	0 05
Whitefish, lb.....	0 07	0 08
E.C. salmon, lb.....	0 05	0 08
Qualla Salmon, lb.....	0 67	0 07
No. 1 Smelts, lb.....	0 97	0 97
Sea herring, bbl.....	1 50	1 63
No. 1 salt eels, lb.....	0 07	0 03
Smoked and Salted—		
Lake trout.....	0 69	0 09
Haddies, box's, per lb.....	0 07	0 08
Kippered Herring, 50 in box.....	1 10	1 10
Smoked herring, per small box.....	0 16	0 16
Yarmouth Bloaters, per box.....	1 10	1 10
Prepared and dried—		
Skinless cod, 100 lb. cases.....	5 25	5 25
Boneless cod, 20 lb. boxes.....	0 07	0 09
Boneless fish, 20-lb. boxes, blocks.....	0 05	0 05
Boneless fish, 25-lb., boxes, per lb.....	0 01	0 01
Oysters and Lobsters—		
Standards, bulk, per imp. gal.....	1 49	1 49
Selects, bulk, gal.....	1 10	1 10
Paper pails, 100, pint size.....	0 37	0 37
"    100, quart size.....	0 29	0 29
Live lobsters, lb.....	0 29	0 29
Pickled fish—		
No. 1 Labrador herring, per bbl.....	5 50	5 75
"    "    per half bbl.....	3 00	3 25
No. 1 Nova Scotia, per bbl.....	5 00	5 00
"    "    per half-bbl.....	2 75	2 75
No. 1 Haddock, bbl.....	5 00	5 00
No. 1 Mackerel, 20-lb. kits.....	1 75	1 75
Green cod, per bbl.....	5 00	5 00
Medium "    "    "    ".....	3 00	3 00
Large "    "    "    ".....	5 00	5 00
Labrador Salmon, 1-bbls.....	5 50	5 50

### TORONTO.

GREEN FRUITS—The market is in a healthy condition. A steady demand maintains prices all around and gives the market a very firm feeling. Oranges are especially strong and advances of 15c to 20c per box are recorded. Floridas are about off the market. Marmalade oranges are still moving satisfactorily. Lemons continue steady, with an upward tendency noticeable in Cali-

Ornias. Grape fruit is unchanged. Apples are moving fairly well. Bananas are no higher, in spite of the alarming reports as to crop failure in Jamaica. Cranberries and Almerias are firm, the stocks being slowly reduced.

Oranges, Naval, new	2 60	3 90
Valencias	4 00	5 75
Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Oranges, California, 240, 300, 360, 420	3 00	3 50
Messinas, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
No. 2	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 50	1 85
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	8 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00

VEGETABLES—The easy feeling in potatoes has disappeared, and prices are firm for both Delawares and Canadians. Supplies are satisfactory. Beets are very scarce, some dealers being unable to fill orders. Onions are short also. Stocks of turnips are well reduced. A great many inquiries are arriving from American dealers and this has made the market quite firm and higher. California celery is done. The quality of Florida celery is good. Other lines of imported early vegetables are selling better. Prices remain the same. Cauliflower is done. Some excellent strawberries have been arriving.

New Brunswick Delawares, per bag	1 10	1 10
Potatoes, Canadian, per bag	1 05	1 10
Sweet Potatoes (Jersey), per bbl	3 00	4 00
Onions, Spanish, per case	2 40	3 50
per bag	1 20	1 50
green, per doz	0 90	0 95
Beets, per bag	0 90	0 95
Cabbage, per ton	18 00	
Carrots, Canadian, per bag	0 60	0 70
Carrots, new per doz bunches	1 00	1 00
Turnips, per bag	0 40	0 45
Parsnips, per bag	0 85	0 95
Parsley, per doz	0 70	0 75
Celery, Florida, per crate	4 00	
Celery, Canadian, per doz	0 35	0 40
Lettuce, imported	1 10	
Cucumbers imported, per doz	2 50	
Tomatoes, imported, per crate	4 50	
Strawberries, per box	0 65	
Mushrooms, per lb	0 65	
Pineapples, per crate	5 00	

FISH—Business has opened up fine during the week and fish dealers have been kept busy filling orders from all points. The Lenten season is now in full swing and, from present appearances, should be a record one. Prices have been maintained at the old level. Despite the sharp consumptive demand, no advances are noticeable. There are fears that before Good Friday supplies of lines such as halibut, sea herring and haddie will be exhausted. For the present, no shortage is reported.

Perch, large, per lb	0 07	0 08
Blue pickerel, per lb	0 06	0 08
White fish, Georgian Bay, per lb	0 12	
Whitefish, winter caught, per lb	0 08	0 09
Black, frozen, per lb	0 66	0 07
Halibut herring	1 00	1 10
Herring, Labrador	3 00	5 25
kippered per box	1 00	1 25
Digby, per bundle	0 85	
Herring, medium, per lb	0 07	0 08
Jumbo, per lb	0 10	
Perch Columbia salmon, per lb	0 12	
Salmon, per lb	0 09	
Fresh, per lb	0 09	
per basket	1 00	
Labrador herring, fresh, per 100	2 40	
Halibut, fresh caught	0 09	
Smoked cod, per lb	0 08	
Smoked cod per doz	0 90	
Smoked fish cakes, case	2 40	
Arctic tablets, per case	4 80	
Ice fish	0 20	0 35
Small white, per lb	0 07	
Medium, each	0 12	
large	0 25	
Haddock, per lb	0 09	
Flounders, per lb	0 14	
Shiners, Yarmouth, per box	1 10	
Oysters, per gal	1 85	
in shell, per 100	1 50	

W. A. Hodge, of the National Coffee and Spice Company, Montreal, leaves for a trip up the Labelle branch of the C.P.R. next week.

## Marmalade Oranges

We are offering the finest Bitter Oranges of the season.

**Home Guard Brand** 160s, 200s and 240s at very low prices.

**Special** 150 Boxes Natural Smyrna Figs, 56 lb. Boxes to clear, 3½c. lb.

**Fish For Lent.** Every Seasonable Kind. Special Frozen Sea Herrings \$1.60 per 100.

## WHITE & CO., Limited

Wholesale Fruit, Produce and Fish.

Toronto and Hamilton

## WITHOUT DOUBT

"St. Nicholas" and "Home-Guard" Nov. Cuts for 1908 delivery are the cream of Italy's Lemon Crop—place your orders for May delivery with the Wholesale House that can show you a sample now of what you're buying.

W. B. STRINGER & CO., Sole Agents, TORONTO

## FANCY RIPE

# BANANAS

## Fancy Sound Almeria Grapes

We also have few barrels FANCY SOUND JERSEY CRANBERRIES, which we will sell for \$8.50 per Bbl.

Send your orders to

## HUGH WALKER & SON

Established 1861

Guelph, Ont.

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



HOW much healthier we should all be if we ate Fish all the time. Tell your customers this. It's true, and helps your Fish business.

**"HALIFAX" and "ACADIA" PREPARED CODFISH**

supply the system with nitrogenous nutriment, sustaining health and vigor. Fish is essentially a nitrogenous food, and so far as cost is concerned, compares with the cheaper meats and the cereals as the least expensive source of protein. As to digestibility, fish and lean beef are of equal value. In each case about 95 per cent. of the solid matter, 97 per cent. of the protein, and over 90 per cent. of the fat are retained by the body.

Talk about this to people when they come into your store. They will be glad if you once persuade them to try a package of our Fish.

**The Atlantic Fish Co's, Limited, Lunenburg, N.S.**

**Packers of "Halifax," "Acadia" and Atlantic Codfish ; also Herring, Finnan Haddie and other Fish products**



**Montreal Agents, A. H. BRITAIN & CO.  
Winnipeg " STEWART WATSON & CO.  
Vancouver " MILNE and GUNN.**



**"Brunswick Brand"**

We have now new Pack of **Clams and Scallops**

and will be pleased to receive orders for any of the following goods :

**Herring Tomato Sauce  
Kipperd Herring  
Finnan Haddies and  
Sardines**



**Connors Bros., Limited  
Black's Harbor, N.B.**

**HERRINGS!**

I want you to send me a trial order for my Herrings. You will want them now that Lent has begun, and I have the finest from Scotland and Holland.

They are really something extra, and are packed in barrels, half-barrels and kegs. Interesting prices make buying easy.

WRITE ME TO-DAY.

**P. ADELSTEIN,**

**5 Place Royale, - - - Montreal**

Wholesale Grocer and Importer of California and Lima Beans and Black Olives.

## BUSINESS AHEAD OF LAST YEAR

Say New Brunswick Wholesalers—Changes in Local Markets—Interesting Hockey Matches—Grocers Appointed Assessors.

Special Correspondence to The Canadian Grocer.

St. John, N.B., Mar. 23.

Local wholesale grocers report that the volume of business this year up to the present time is ahead of the same period last year. At present collections are only fair, a good many drafts being returned unaccepted.

The flour market is firm and prices so far are unchanged. Sugar is about the brightest item on the catalogue just now. Stocks are fairly heavy and three advances of 10 cents have been made since January.

New Barbadoes molasses is beginning to arrive and the price is a little higher than for the old stock. Porto Rico molasses is now a thing of the past. Barbadoes has supplanted it entirely.

Bowman & Cole, wholesale grocers on Water St., are advertising their premises to let from May 1 next. Rumor has it that the firm is going out of business and that H. C. Cole will go on the road for a local grocery firm, while W. H. Bowman will enter the employ of a

large dry goods house. The firm when asked about the matter gave an entirely different answer.

William W. Hogan, who has been representing G. J. Hamilton & Sons, biscuit and confectionery manufacturers in this city, has severed his connection with the firm and will take a position on the road for a local wholesale grocery house.

The hockeyists of Baird & Peters and the G. E. Barbour Co. met again in the Glacier Rink on Saturday, March 7, when the former won in a fast game by the score of 2 to 1. Both teams played better than in any previous game. Heavy checking by Sturdee and Leonard was a feature of the game. The line-up was:

Baird & Peters—

Coates, goal; Smythe, point; Sturdee, cover point; Wetmore, centre; T. Ledingham, rover; J. Ledingham, left wing; Logan, right wing.

G. E. Barbour Co.—

Seely, goal; Field, point; Leonard,

cover point; McKendrick, centre; Howard, rover; Barbour, left wing; Stewart, right wing.

On the same evening Brock & Peterson's "milliners" defeated the Neil Rose tea team by a score of 8 to 2.

At a meeting of the common council on Wednesday, March 11, Hartley Yarnwart, grocer, Main St., and John Ross, a former grocer, were appointed as two of the five assessors for the City of St. John. There were twenty-one applicants for the positions.

### A CORRECTION.

In last week's issue of The Grocer we stated, commenting on a circular sent out to the trade by the E. D. Marceau Company, that this company had voluntarily assigned. This was an error. The actual wording of the circular is: "Although our company is under voluntarily liquidation, our business goes on as usual." The E. D. Marceau Company feel confident of their ability to reorganize and to go on with their business to a larger extent than ever.

The Borden Condensing Co. are rapidly completing arrangements for their factory at Tillsonburg, Ont. Last week they closed negotiations for the purchase of a farm in that vicinity. Building operations are to commence in the near future.

# Skinless Codfish

NEW STOCK IN 100 LB. CASES

Boneless Cod in 1 and 2 lb. bricks, Boneless Fish in 2 lb. bricks,

New Finnan Haddies, New Yarmouth Bloaters,

New Kipperred Herrings.

ALL OTHER KINDS IN SEASON

FRESH FISH A SPECIALTY

Prompt Shipment.

Mail Orders a Specialty.

Fair Treatment.

Get Our Prices.

Information gladly supplied by wire, 'phone, or mail on request.

P. O. Box 639.  
FIVE  
LONG  
DISTANCE  
TELEPHONES

## LEONARD BROS.

20, 22, 24 and 26 Youville Square,  
Near Customs House

MONTREAL

Branches:

ST. JOHN, N.B.  
MONTREAL  
GRAND RIVER  
GASPE, QUE.

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**CONDENSED OR "WANT" ADVERTISEMENTS.**

Advertisements under this heading, 1c. a word each maximum.  
 Abbreviations count as one word, but five figures (as \$1,000) are allowed as one word.  
 Cash remittances to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.  
 Where replies come to our care to be forwarded five cents must be added to cost to cover postages, etc.

**Yearly Contract Rates.**

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

**BUSINESS CHANCES.**

**JOHN NEW, Real Estate and Business Broker**  
 156 Bay Street, Toronto. Established fifteen years. No charge unless sale effected.

**GROCERY BUSINESSES**—I have several choice grocery businesses for sale in Toronto, good stores and dwellings, rent reasonable, genuine money makers, stocks from seven hundred to twenty-five hundred. John New.

**\$4,500**—GENERAL country stock for sale, fifty miles from Toronto, splendid farming community, all new goods, satisfactory reasons for selling, eighty cents on invoice. John New.

**\$1,800**—GROCERY, splendid stand, excellent store and dwelling, trade exceeding three hundred weekly. John New, Toronto.

If you want to buy or sell a business, write, John New, Toronto.

**ARTICLES FOR SALE.**

**MAPLE SUGAR**—Guaranteed pure. Woodman & McKee, Coaticook, Que. (15)

**SEVILLE orange marmalade pulp** in hogsheads with peel mixed ready for boiling; free from any preservatives. Box 182, CANADIAN GROCER, Toronto.

**CANNED TOMATOES**—Vineland brand; finest quality—hand packed; special price to introduce; in ten case lots or over \$1.10 per dozen; F.O.B. here. Bradley & Son, St. Catharines, Ont.

**SITUATIONS WANTED.**

**TO Pork Packers and Produce Merchants**—Traveller with first class experience and thorough knowledge of the business; is open for engagement with good house; city or country. Traveller care of W. Wood, 9 Ann Street, Toronto.

**AGENCY WANTED.**

**MANUFACTURERS, millers and exporters** seeking market in the steel and coal sections of Eastern Nova Scotia can be represented on commission by a man having had ten years in the grocery, flour and feed business. Best of references. Address J.J., care of CANADIAN GROCER, Toronto. (12)

**TRAVELERS WANTED.**

**TEA TRAVELER** for Montreal City; must have good connection with the grocery trade. Apply with full particulars to Box 183, THE CANADIAN GROCER, Toronto. (12)

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (16)

**BOOKS FOR THE GROCER.**

**TEA BLENDING** as a fine art, by J. M. Walsh. This work is especially designed for the use and instruction of those engaged in the tea and grocery business, containing formulae for the scientific and judicious combination of the different varieties and grades of tea. Price, \$2.00 postpaid.

**TEA, its history and mystery**, by J. M. Walsh. The contents of this practical and exhaustive work include cultivation and preparation; adulteration and detection; arts of testing, blending and preparing; chemical and medicinal properties, etc. Price, \$2.00 postpaid.

**COFFEE, its history, classification and description**, by J. M. Walsh. This interesting and instructive book deals with the commercial classification and description, adulteration and detection, and the art of blending and preparing of coffee. Price, \$2.00 postpaid.

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

**FOR SALE**

**FOR SALE**—Prosperous business, that pays every week in the year, established six years, best business corner in town. Open to good man at invoice price plus freight. Stock carried, \$2000.00, rent \$35.00 per month. Apply Robinson & Greenwood, New Liskeard, Ont.

**SHOWCASES** and silent salesman. All kinds. The best value in Canada. W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673. (15)

**FOR SALE**—Four hundred bushels choice Alaska pea seed, at a very reasonable price. Exeter Canning & Preserving Co., Ltd., Exeter, Ont.

**TWO HORSE** power electric motor and power sausage meat cutter, with filler, shafting, etc., complete. Cheap price for quick sale. A. J. Groom, Guelph, Ont.

**FOR SALE**—General store business clearing \$6,000 to \$8,000 yearly; business has grown remarkably and can be largely increased; proprietor forced to retire on account of ill-health. Address Box 184, CANADIAN GROCER, Toronto. (13)

**FOR SALE**—National Cash Register, nearly new; 2 six-foot oval front show cases; 1 McLaughlin soda fountain, used one season. Will sell on easy payments. T. J. McCammon, Moose Jaw, Sask. (14)

**FOR SALE**—Fine general store business in fruit growing district of British Columbia; will take twelve to fifteen thousand cash to handle; splendid opening for right party. Apply Box 843, Vancouver. (18)

**GENERAL store and stock, "Leeds County"**; grasp the opportunity of entering business for yourself; 35 per cent. profits; choice investment for a clerk; full particulars. Box 185, CANADIAN GROCER, Toronto. (15)

**BUSINESS CHANCE**

**MARRIED** man 45 years age; 25 years as secretary to railroad official, now employed, wishes to secure brokers' agency for Canada. Up-to-date goods. Correspondence solicited. O. Bingham, 84 Adams Ave. East, Oxford Flat, Detroit, Mich.

**WANTED.**

**WANTED**—An engagement in the West by a retail grocer; one who understands the business thoroughly; good stockkeeper, bookkeeper and salesman. Any merchant or clerk wishing a holiday might communicate. Box 192, THE CANADIAN GROCER, Toronto. (12)

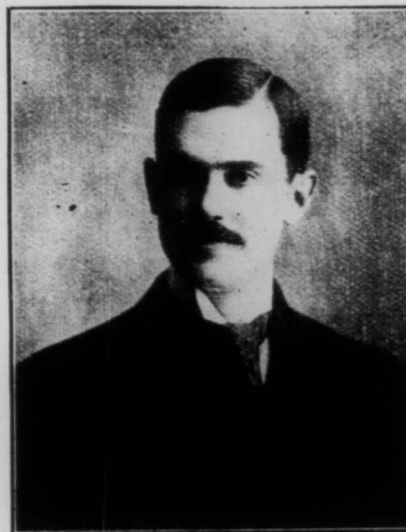
**WANTED**—Agents or travelers on commission with good connection in Toronto, Hamilton, London, Ottawa, St. John, Halifax, Winnipeg and Districts to push sale of highest grade lemon squash, lime juice cordial, non-intoxicating ginger punch, baking powder, essences, etc.; liberal commission; easily sold owing to low prices. Apply Box 201, CANADIAN GROCER, Montreal. (12)

**MONTREAL EXHIBITION OF GROCERIES.**

An Assured Success for April—Some of the Chief Exhibitors.

That the Exhibition of Groceries which takes place in Montreal in April will be a grand success is an assured fact. Space has been selling rapidly, and the beauty of the sales lies in the character of the firms who have purchased exhibition room. All those who have signed contracts are leaders in their line—business houses that are known in all parts of the Dominion, and, some of them, largely throughout the States and Europe.

J. A. Beaudry, treasurer of the Retail Merchants' Association, recently went west in connection with the exhibition, and the trip was attended with much success. Mr. Beaudry was accompanied by A. P. Murray, sales manager of the Edwardsburg Starch Co., who is chairman of what is known as the Exhibitors' Advisory Committee, composed of wholesalers, retailers and



HENRY CLARK.

Of Wm. Clark, Montreal, on Advisory Committee, Exhibition of Groceries.

grocery brokers, who look after the interests of exhibitors.

It is interesting to note some of the firms who have already taken space: The Ogilvie Flour Mills Company, The Lake of the Woods Milling Company, Wm. Clark, E. D. Smith, Borden's Condensed Milk, Pure Gold Manufacturing Co., Cailler's Swiss Milk Chocolate, Cairns' Scotch Marmalade, Heinz Pickles, Quaker Oats, D. S. Perrin & Co., McCormick Mfg. Co., Lipton's Tea, Quaker Canned Goods, St. Lawrence Sugar Refining Co., Christie, Brown & Co., Edwardsburg Starch Co. Besides these there are certain firms showing some specialties, such as Hudon, Hebert & Co., Mathewson's Sons and Laporte, Martin & Co.

At present writing there are only a few booths left and these are more or less under option.

**Tobacco Prices Have Advanced,**

**BUT—**

# **Royal Sport and Hogen Mogen Cigars**

still possess that uniform quality, smoking perfection, the delight of connoisseurs. You can always depend upon these cigars.

**The Sherbrooke Cigar Co., Sherbrooke, Que.**

## **THE MAN WHO SMOKES**

*may turn from one brand of tobacco to another for an indefinite period. But the majority of men who smoke, when they once taste the fine flavor and smell the dainty aroma of*

# **T. & B.**

*are then and there made T. & B. smokers. Their wandering from brand to brand ceases. They have discovered perfection—and stay right with it. You can get the trade of most smokers by handling T. & B.*

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

**HAMILTON, CANADA**

## **Any Boy who has *One Cent* can Turn it Into *Ten Dollars***

One cent invested in a post card to us will bring you information about how we start you in business, so that you can earn money for yourself. You can make plenty of pocket money all the time—money you will enjoy more because you made it in business for yourself. Hundreds of boys are doing this. **SO CAN YOU.**

No money required. We furnish capital.

We also give prizes. There is a prize for every boy, whether he lives in a large city or a little village. Very fine prizes have gone to fellows in small places. Don't delay a minute. Write us to-day. A post card will do.

**The MacLean Publishing Co., 10 Front Street East, Toronto**

## NOVA SCOTIA GROCERY NEWS

**Business Brisk With Large Export Shipments—Losses in Apples in Shipping—High Price Butter.**

(Special Correspondence to The Canadian Grocer)

Halifax, March 16.—The fish markets at present the centre of activity as the Lenten season is now on. There is a good demand locally for fresh fish, but the supply is very limited, particularly fresh caught stock. There is a heavy demand from the American markets for Nova Scotia fish, such as pickled mackerel, pickled herring, smoked haddies, and live lobsters. Mackerel are now very scarce and command a high price. Several large shipments have been made to the Boston market recently and stocks in this province are pretty well cleaned up. There are no No. 1's, but the next choice is quoted at \$15. A large amount of fish sent from here to Boston finds its way back again to Canada, in the Upper Province markets. Good codfish is worth about \$6 to \$6.50 per quintal and pickled herring \$4.50 per barrel. Lobsters are selling in Boston at \$35 per crate for large and \$20 per crate for small. From Yarmouth this week 465 drums of salt fish valued at \$5,000 were sent to Boston for re-shipment to the West Indies.

The egg situation this week is unchanged. The only thing that is saving a big slump in eggs is the good market in Montreal for fresh laid stock. This demand continues and it helps the local situation very much. Large quantities are being sent forward each week, and as a result the price here is kept up. Fresh laid stock is now quoted at 22 cents, and limed or storage eggs can be had for 18 cents, and in some cases still lower. This is an unusual condition for this season of the year, but it is all due to the mild weather.

Jamaica oranges are now very scarce, and there is little first-class stock on the market. There is a good demand for California seedless, which are now coming into great favor here. The price is high, the best fruit selling from 50 to 60 cents per dozen. It is expected that one of the West India line steamers will be along in the course of a few days with a lot of Jamaicas.

There is an abundance of cheap apples on the market, but first-class fruit is very scarce. There is general complaint among the trade of the scarcity of clean sound fruit. No. 3 stock comprises the majority of the apples now offered for sale. Some of the shippers met with heavy losses during the past week. Their fruit was frozen in the cans from Valley Point to Halifax. The consignees at once communicated with the owners and the fruit will be sold at auction.

Butter is very firm all round. While there is lots of butter to meet the demand, there is a general complaint regarding the high prices, particularly for first-class stock. Very little dairy butter in small tubs is coming on the market, but creamery is in very good supply.

The long established grocery and feed business of Joseph S. Cashin, on Gerrish St. is to be conducted henceforth under the firm name of J. S. Cashin & Sons, Mr. Cashin having admitted his two sons, Vincent L. and Stanley J., into partnership.

### PERSONALS.

J. W. Windsor, Montreal, was in Toronto on a business trip last week.

James J. Murray, who has charge of the produce department of the Codville Company, Winnipeg, was in Montreal last week.

H. Gilbert Nobbs, manager of Holbrooks, Limited, Toronto, was a caller at the Montreal office of The Grocer last week, while on his way to Quebec.

M. Baggallay, representing Jardine, Matheson & Co., Japan, was in Montreal last week, while on his annual visit to Canada. He was conducted around the trade by D. L. Grant, manager of the tea department of S. H. Ewing & Sons, Canadian agents of the firm. Mr. Grant accompanied him west as far as London.

Handle

# OLD CHUM

## Cut Plug Smoking Tobacco

It's a Trade Bringer

**MCDUGALL**

Insist upon having them.  
D. MCDUGALL & SON, Glasgow, Scotland.

**CLAY PIPES**

Established 1887

**JOS. COTE, QUEBEC**

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC  
N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

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

# BLACK WATCH

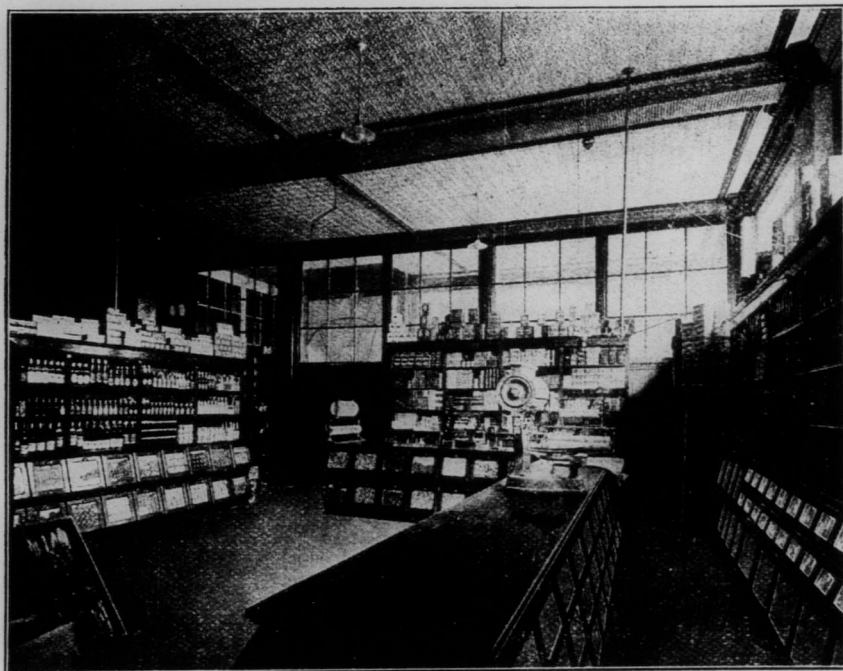
The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



**IT IS TIME  
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

**WALKER BIN FIXTURES**

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

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

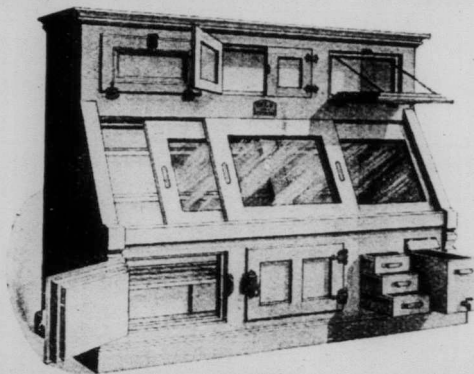
Designers and Manufacturers of  
 Modern Store Fixtures

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.  
 Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.

Mr. Grocer, Be up-to-date and use the

**Aubin's  
Patent  
Refrigerator**

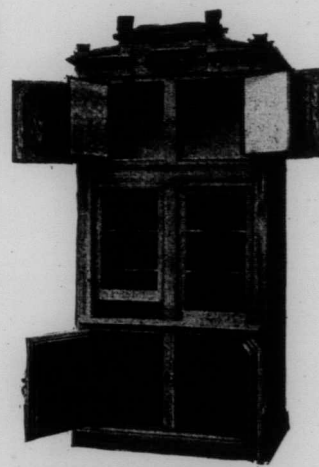
Perfect Dry Air Circulation.  
 Highest testimonials from leading grocers in Canada.



Made in 10 sizes.  
 Silver Medal Quebec Exhibition.  
 Diplomas:  
 Ottawa, Montreal and Toronto

**C. P. Fabien  
Manufacturer  
Montreal**

Toronto Sample Room: Stewart & Co.  
 Representative, 178 Victoria St.



Still the  
 Best in the  
 Market

**Arch  
Refrigerator**

Serviceable,  
 Dry,  
 Temperature  
 and  
 Easy to use.

**John H. Hock  
& Co., Ltd.**

Toronto

**Saving at the Spigot  
 And Wasting at the Bung**



It takes skill to distinguish between real and make believe economy. Of all mistakes the most unfortunate one is that of the man who would rather save a few dollars than install the

**Allison  
Coupon  
System**

Every penny invested in these books means dollars saved, time economized, kicking stopped and everybody made happy. Stop the leaks.

**HERE IS HOW THEY WORK:**

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

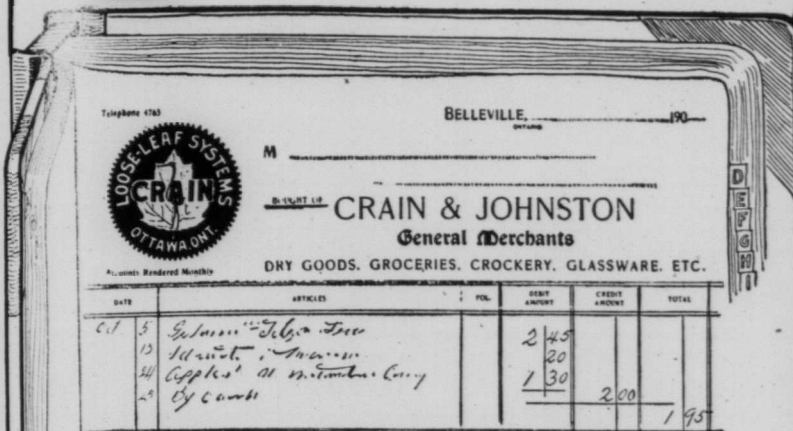
Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free.  
 For sale by the jobbing trade everywhere.

Manufactured by  
**ALLISON COUPON CO.**  
 Indianapolis, Indiana.

**The EBY-BLAIN CO., Ltd.**  
 Canadian Agents

# Crain



## The Totals Only of the Accounts Are Posted in the Ledger

The old, slow and laborious method of posting every item of an account from the day book to the ledger is agreeably missing in the Crain Monthly Account System.

By the Crain method the accounts are written up in duplicate daily from the counter check books or blotter—always up to date.

At the end the month, or other regular periods of rendering, the originals are torn out and sent to the customers, the duplicates removed and filed on a separate binder, and the *total monthly balance only posted in the ledger.*

Just think of that for economy of time and labor. Glad to mail our folder, "The Retail Dealer's Friend," with complete information.

## Monthly Account System

THE ROLLA L. CRAIN CO., Limited, Ottawa  
Branch Offices—Toronto, Montreal, Winnipeg

### FIXTURES, COUNTERS AND SHOW CASES

designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or phone me.

**J. HOWELL JAMES**  
333 Lippincott Street, TORONTO  
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application

**FRANK H. BARNARD, PRINTER**

246 Spadina Ave. Telephone Main 6357, Toronto

SPRAGUE

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

## DON'T WHINE!

When Collections are Slow

Send them to

**The Beardwood Agency**  
313 New York Life Bldg.  
MONTREAL

**AND WE WILL GET THE MONEY FOR YOU**

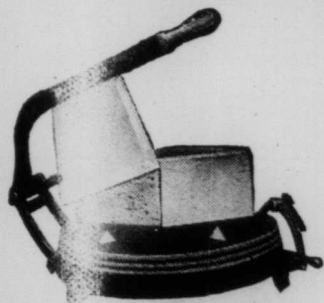
## Queen City Water White Oil

GIVES PERFECT LIGHT

The most economical high-grade oil ever sold in Canada.

FOR SALE EVERYWHERE

### The PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions.

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St., HAMILTON, Ont.  
OF CANADA

## Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

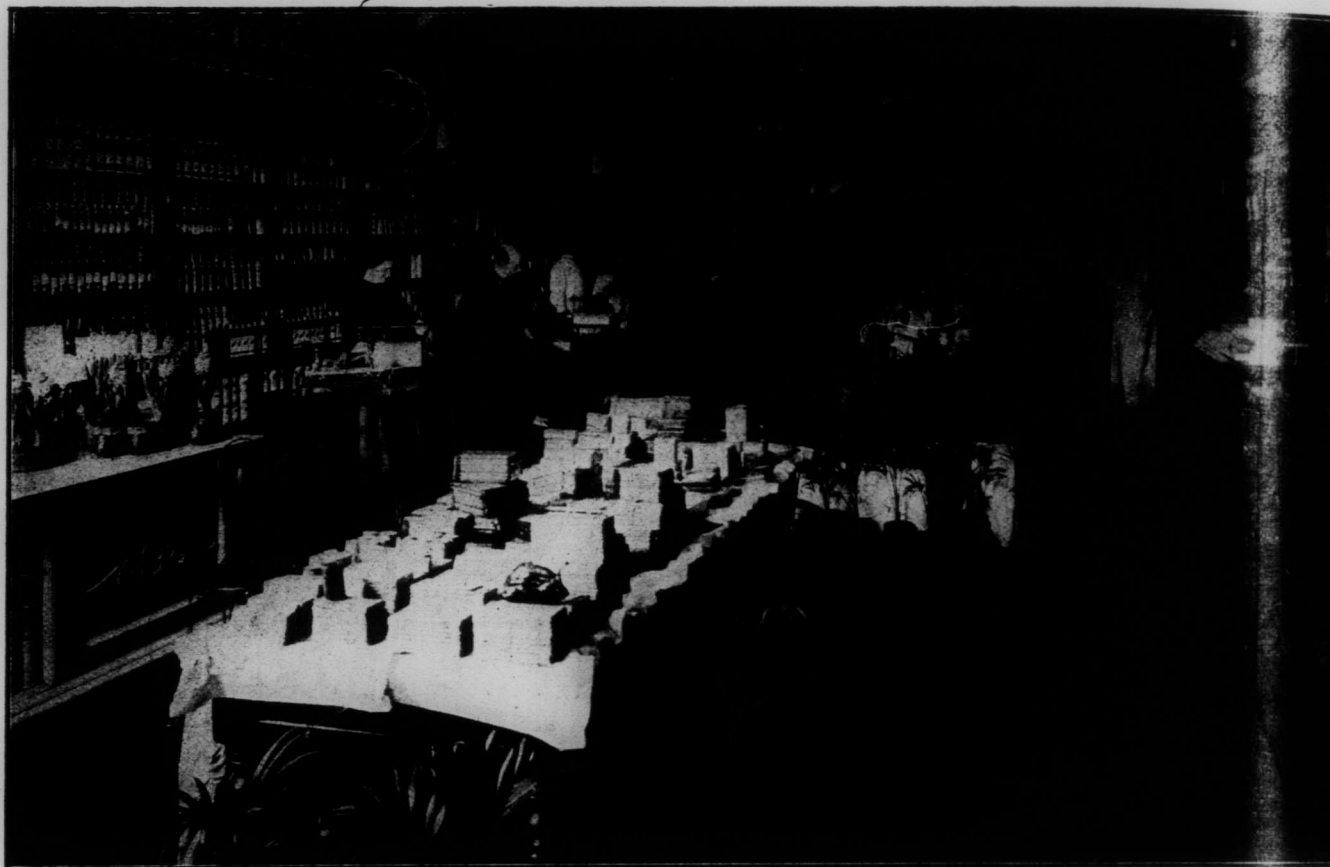
### COUNTER CHECK BOOKS

and make business a pleasure.

**WE MAKE THE MERCHANTS' TAGS**

**The Merchants' Counter Check Book Co., Ltd.**  
TORONTO - MONTREAL  
Canada

# TESTIMONY



Toronto, February 25, 1908.

MacLaren Imperial Cheese Co., Ltd.,  
Agents, Star Egg Carrier & Tray Mfg. Co.,  
Toronto, Ont.

Gentlemen:

Some few years ago while attending the convention of the National Association of Retail Grocers of the United States held at Niagara Falls, N.Y., we had our attention called to the Star Egg Carrier, and were so impressed with it that we gave a trial order.

We have used Star Egg Carriers ever since, and consider them absolutely indispensable. They certainly solve the problem of the safe delivery of eggs with the least possible trouble and expense.

We unhesitatingly recommend Star Egg Carriers to anyone selling and delivering eggs.

Yours sincerely,

R. HIGGINS & SON.

**Star Egg Carrier & Tray Mfg. Co.**  
**ROCHESTER, - N.Y.**

Bo



71  
Over 210,000  
one

The Com

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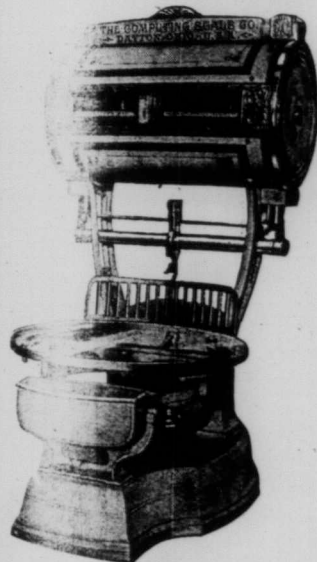
We  
best  
phone c  
up-to-da  
any oth  
the best

SEX

88-90 T

## Boston Special

*Absolutely Automatic*



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

**Plain Figures Show Value**

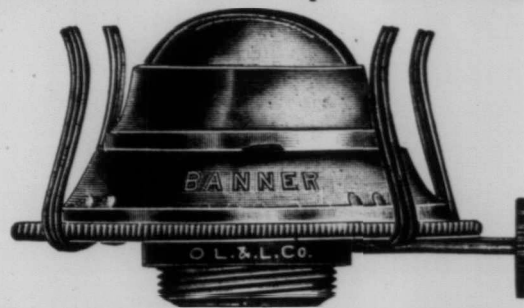
No mistakes or errors are possible. Down weight not possible.

**The Dayton**  
Over 210,000 Scales sold. Are you one of the users?

*Pays for itself*

**The Computing Scale Co. of Canada, Limited**  
Toronto, Ont.

## Banner Lamp Burners



Every burner carefully inspected and guaranteed. Orders solicited through the jobbing trade.

**ONTARIO LANTERN AND LAMP CO., LIMITED, HAMILTON, ONT.**

## Three Good Things For Shippers

of Groceries, Canned Goods, Liquors, etc.

**WARMINTON'S CLUTCH NAILS**

for strengthening and repairing boxes.

**WARMINTON'S PAIL HOOKS**

for Candy Pails, Lard Pails, etc.

**WARMINTON'S STRAPPING**

for binding cases.

Save you more in a month than will pay you for a year's supply.

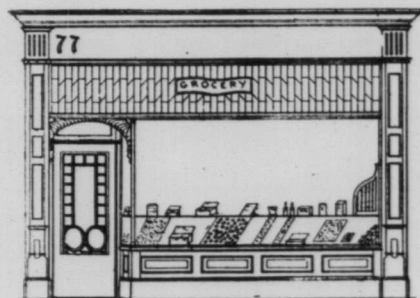
Prices on application.

**J. N. WARMINTON**

Patented Shipping Specialties

207 St. James St., - Montreal, Canada

## STORE FRONTS



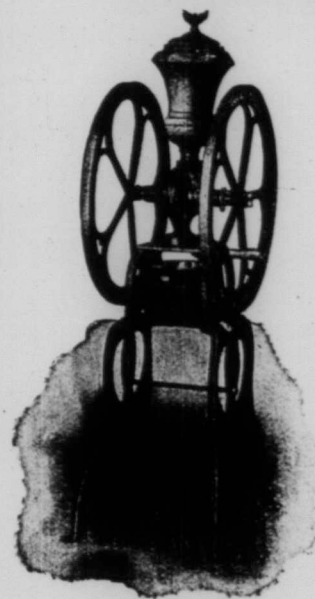
We are First. Our Facilities are the best. Our Designs the Latest. Write, phone or call for estimates. An attractive up-to-date window sells more goods than any other kind of advertising, and secures the best results for the least money.

**SIXTON & CO., Limited**  
88-90 Teraulay Street, . . . TORONTO

## COLES' Coffee Mills

PULVERIZING AND GRANULATING

Points of . . .  
**Excellence**



Price \$25.00

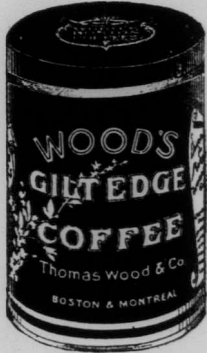
**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. PHILADELPHIA, PENN., U.S.A.

AGENTS:

Todhunter Mitchell & Co., Toronto,  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal,  
Gorman Eckert & Co., London, Ont.

# "He's Got the Goods"



ESTABLISHED 1879

This phrase is positive, terse and comprehensive.

The straight-out and straight-forward business man is not awed by competition, because the rock of his foundation is truth, and "he has the goods" to prove assertions.

Therefore when it is emphasized that

## WOOD'S COFFEES

are the purest, most deliciously blended, and pre-eminently the BEST the market affords, "we've got the goods" to back the statement up.

Canadian Factory and Salesrooms:

No. 428 St. Paul Street

MONTREAL

### CLASSIFIED LIST OF ADVERTISEMENTS.

**Baking Powder.**

Gillett, E. W., Co., Toronto.  
National Drug Co., Montreal  
Royal Baking Powder Co., New York

**Biscuits, Confectionery, Gum, Etc.**

Bode's Gum Co., Montreal.  
Cowan Co., Toronto.  
Kingsley Mfg. Co., Cincinnati.  
Money Biscuit & Candy Co., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms, Brushes and Woodenware.**

Nelson, H. W., & Co., Ltd., Toronto  
Stevens-Hejner Co., Port Elgin, Ont.  
Woods, Walter, & Co., Hamilton.

**Canned Goods.**

Balfour, Smye & Co., Hamilton.  
Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Cannery, Hamilton.  
Lea Pickling & Preserving Co., Simcoe.  
Old Homestead Canning Co., Picton.  
Turner, James & Co., Hamilton, Ont.

**Canners' Supplies.**

Acme Can Works, Montreal  
Norton Mfg. Co., Hamilton  
Sanitary Can Co., Niagara Falls, Ont.  
Schram Automatic Sealer Co., St. Louis  
Stecher Litho. Co., Rochester, N.Y.

**Cash Sales/Books.**

Carter-Crume Co., Toronto

**Cheese Cutters**

American Computing Co., Indianapolis

**Cigars, Tobaccos, Etc.**

American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clutch Nails, Pail Hooks, Strap-  
ping Etc.**

Warminster, J. N., Montreal.

**Cocoas and Chocolates.**

Baker, Walter & Co., Dorchester, Mass.  
Chocolats Meurisse, Montreal  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James & Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

**Cocoa Nut.**

Canadian Cocoa Nut Co., Montreal.

**Computing Scales.**

Computing Scale Co., Toronto.

**Concentrated Lye.**

Gillett E. W., Co., Toronto.

**Condensed Milk and Cream.**

Fussell & Co., London, Eng.  
Truro Condensed Milk Co., Truro, N.S.

**Cotton Seed Products.**

Brayley, J. M., Montreal

**Counter Check Books.**

Carter-Crume Co., Toronto  
Merchants' Counter Check Book Co., Toronto

**Crockery, Glassware and Pottery.**

Campbell's, R. Sons, Hamilton.

**Dairy Produce and Provisions.**

Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Pearman, F. W. Co., Hamilton.  
Heath, L. A., Winnipeg.  
Ingersoll Packing Co., Ingersoll, Ont.  
Lain Packing & Provision Co., Montreal  
MacLaren Imperial Cheese Co., Toronto  
Nickerson & Hart, Halifax, N.S.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Feathers**

Poulin, P., & Co., Montreal

**Financial Institutions & Insurance**

Bradstreet Co.

**Fish.**

Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Cassidy John E., Montreal  
Connors Bros., Black's Harbor N.B.  
James, F. T., & Co., Toronto  
Leonard Bros., Montreal  
McLea, J. & R., Montreal  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

**Flavoring Extracts.**

Capetan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fluid Beef.**

Bovril Limited, Montreal.

**Foreign Importers.**

Scott, David, & Co., Liverpool, Eng.

**Fruits—Dried, Green, and Nuts.**

Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinneer, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Nickerson & Hart, Halifax.  
Rattray, D., & Sons, Ltd., Quebec  
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.

**Gelatins.**

Cox, J. & G., Edinburgh, Scotland.  
Nickolson & Brock, Toronto.

**Grain, Flours and Cereals, Seeds**

Battle Creek Toasted Corn Flakes Co., London, Ont.  
Canadian Shredded Wheat Co., Niagara Falls, Ont.  
Greig, Robert, Co., Toronto.  
Harty, J. B., Picton, N.S.  
Kirouac, Nap. G., & Co., Quebec.  
Nickolson & Bain, Winnipeg.  
Paradis, C. A., Quebec

**Grocers—Wholesale.**

Adelstein, P., Montreal  
Balfour, Smye & Co., Hamilton.  
Bell, Thos., & Sons, Montreal  
Boyd Co., Port of Spain, Trinidad  
Ozo Co., Montreal.  
Carter, S. J. & Co., Montreal.  
Casson, John, & Co., Toronto  
Chaput Fils & Cie, Montreal  
Olson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blair Co., Toronto.  
Eckardt, H. P., & Co., Toronto.  
Fenwick, Hendry & Co., Kingston, Ont.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Hudson, Hebert & Cie, Montreal  
Kinneer, T., & Co., Toronto.  
Laporte, Martin & Co., Montreal  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
Warren Bros., Toronto.

**Grocers' Grinding and Packing Machinery.**

Coles Mfg. Co., Philadelphia, Pa.  
Enterprise Mfg. Co., Philadelphia, Pa.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**

Keen, Robinson & Co. London, Eng.

**Jams, Jellies, Etc.**

Batger's—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal  
Lipton, Thomas J.  
Ozo Co., Montreal.  
Smith, E. D., Winona, Ont.  
Sugars & Cannery, Ltd., Montreal  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
Windsor, J. W., Montreal.

**Labels**

Stecher Litho. Co., Rochester, N.Y.

**Lamps, Etc.**

Ontario Lamp & Lantern Co., Hamilton

**Manufacturers' Agents, Brokers and Commission Merchants.**

Adam, Geo., & Co., Winnipeg, Man.  
Adamson, J. T., Montreal.  
Anderson, Potts & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Bunnell & Lindsay, Winnipeg.  
Carman, Escott Co., Winnipeg, Man.  
Chausse & Cie, Montreal  
Dunn, Wm. H., Montreal and Toronto.  
Elson & Whitlock, Moose Jaw, Sask.  
Evans, F. G., & Co., Vancouver, B.C.  
Foley, F. J., & Co., Edmonton, Alta.  
Gorham, J. W., & Co., Halifax, N.S.  
Holmes, W. G., & Co., Calgary, Alta.  
Lambe, W. G. A., & Co., Toronto.  
MacFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
McLean, J. J., Moose Jaw, Sask.  
MacNab, T. A., & Co., St. John, Nfld.  
Millman, W. H., & Sons, Toronto.  
Nickolson & Bain, Winnipeg.  
Richards, S. C., Winnipeg  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm. Co., Toronto.  
Steele, M. B., Winnipeg, Man.  
Strang Bros., Winnipeg, Man.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. P., & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
Watt, John J., Toronto

**Matches.**

Improved Match Co., Montreal.

**Mince Meat.**

Capetan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Wagstaffe Limited, Hamilton.  
Wetley J. H., St. Catharines.

**Nutmegs**

Binks, Chas. H., & Co., Montreal

**Office Supplies.**

Crain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto

**Oil**

Queen City Oil Co., Toronto

**Patent Medicines.**

Mathieu, J. L., Co., Sherbrooke, Que.

**Pass Books, Etc.**

Allison Coupon Co., Indianapolis, Ind.

**Pickles, Sauces, Relishes, Etc.**

Capetan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Lea Pickling & Preserving Co., Simcoe.  
Ozo Co., Montreal.  
Hudson, Hebert & Cie, Montreal  
Paterson's—Rose & Lafamme, Montreal.

**Poison, Rat**

Common Sense Mfg. Co., Toronto

**Polishes—Metal.**

Oskey, John, & Sons, London, Eng.  
Nickle Plate Stove Polish Co., Chicago

**Polishes—Shoes.**

Dalley, F. F., Co., Ltd., Hamilton, Ont.

**Polishes—Stove.**

James, Edward, & Sons, Plymouth, Eng.  
Morse Bros., Canton, Mass.  
Nickle Plate Stove Polish Co., Chicago

**Poultry and Game**

Poulin, P. & Co., Montreal

**Printing.**

Barnard Frank H., Toronto.

**Refrigerators.**

Eureka Refrigerator Co., Toronto  
Fabien, C. P., Montreal  
Hillock, John, & Co., Ltd., Toronto.

**Salt.**

Canadian Salt Co., Windsor, Ont.  
Gray, Young & Sparling, Wingham  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

**Soap.**

La Cie Des Savon Francais, Montreal.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Welcome Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.

**Soda—Baking.**

Church & Dwight, Montreal.

**Starck.**

Edwardsburg Starch Co., Cardinal, Ont.

**Storage and Warehouses.**

Terminal Warehouse & Cartage Co., Montreal.

**Store Fittings, Show Cases, Etc.**

James J. Howell, Toronto  
Sexton Mfg. Co., Toronto  
Walker Bin & Store Fixture Co., Berlin

**Sugars, Syrups and Molasses.**

Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Girard, P. J., Richmond, Que.  
Imperial Syrup Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Ross, L. G., Toronto  
Sugars & Cannery Ltd., Montreal.  
Tippet, A. P., & Co., Montreal.

**Tacks.**

Bazin Mfg. Co., Quebec, P.Q.

**Teas, Coffees, and Spices.**

Balfour, Smye & Co., Hamilton.  
Branson and Co., London, Eng.  
Brayley & Co., Montreal.  
Ceylon Tea Association  
Chase & Sanborn, Montreal.  
Ewing, S. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Greig, Robt. Co., Toronto.  
Kit Coffee Co., Glasgow, Scotland.  
Lipton, Thomas J., Toronto.  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montre  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. O., Regina, Sask.  
Wood, Thos., & Co., Montreal.

**Veterinary Remedies.**

Young, W. F., Montreal

**Vinegar and Cider.**

Belleville Fruit and Vinegar Co., Belleville.  
Midland Vinegar Co., Birmingham and Toronto

**Washing Compound.**

Gillett, E. W., Co., Toronto.  
Winn & Holland, Montreal.

**Woodware**

Nelson, H. W., Co., Toronto  
United Factories Ltd., Toronto

**Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.**

Thorne, A. M. & Co., Toronto

**Yeast.**

Gillett, E. W., Co., Toronto

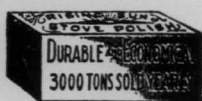




Another Store-keeper Sued for Damages

**RISING SUN**  
**SUN**  
**STOVE POLISH**  
**IN CAKES**

**SUN**  
**&**  
**PASTE**  
**STOVE POLISH**  
**IN TINS**



Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts \$15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

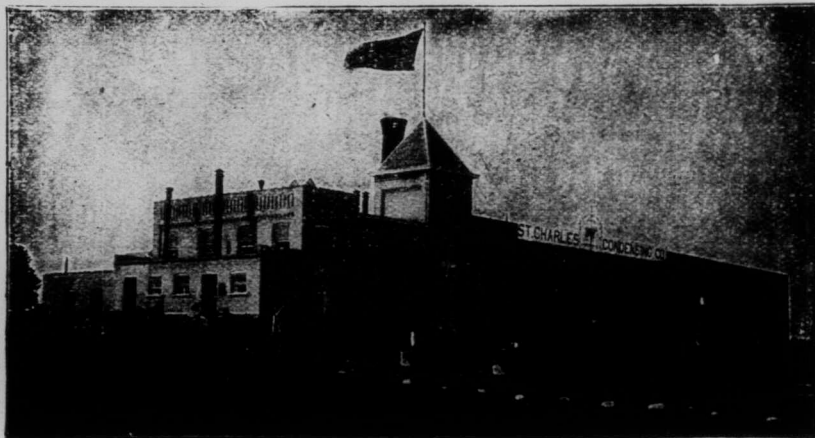
Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

**MORSE BROS., Props. - Canton, Mass., U.S.A.**

*The*  
**Terminal Warehouse**

will store by the package or rent space in their **modern fireproof storage warehouse** at a minimum charge to the merchant or importer. Why pay high rental and fixed charges for a private warehouse, when you have available a **Public Free, Bonded And Excise Fireproof Warehouse** in which cost of shipping is saved, and the fire insurance rate the lowest in Canada? **Now is the time to arrange for the storage of your Spring Imports.** Storage Rates on application to the

**Terminal Warehouse and Cartage Co.**  
 14-38 Gray Nun Street, MONTREAL **LIMITED**



INGERSOLL, CANADA—FACTORY

**AN EASY ONE.**

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

**ST. CHARLES**  
**EVAPORATED CREAM**

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

**St. Charles Condensing Co.**



"GLOBE" with Percolator.

This pot speaks for itself. When tea is drawn take the Percolator out and tea remains free from tannin.

We make seven sizes of this, also The Champion Tea Pot. Send for price list.

**R. CAMPBELL'S SONS**

HAMILTON POTTERY

HAMILTON, ONTARIO

**A SLIGHT DIFFERENCE**

IN PRICE ON A CHEAP ARTICLE LIKE

**Sal Soda**

SHOULD NOT COUNT, WHEN QUALITY IS CONSIDERED

**BRUNNER, MOND & CO.'S**

ENGLISH SAL SODA

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

**WINN & HOLLAND, LIMITED**

SOLE AGENTS

MONTREAL

**THE PEOPLE OF JAMAICA**

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

**KINGSTON "GLENER"**

might bring inquiries. Better write for rates to

**I. C. STEWART, Halifax.**

**Oakey's** The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Containers

**'WELLINGTON' KNIFE POLISH**

**JOHN OAKEY & SONS, Limited** Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

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