

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, MAY 31, 1907.

NO. 22.



It's the old, old Story

The BEST Blue will win out at the end. Don't
experiment with your customers. Sell them

Keen's Oxford Blue

and please them—

All jobbers

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

The Best



Starch Trade

is held by selling brands of tried merit.

In this line

Benson's "Prepared" Corn

and

Edwardsburg "Silver Gloss" Starch

have held the confidence of the consumer.

The argument is plain.

For sale by all jobbers.

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1855

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

A QUICK TURNOVER

of his stock is what every grocer is looking for. The quicker his shelves are emptied the more profit he makes. It is, therefore, imperative that he should stock only goods which are ready sellers and goods which do not require to be pushed in order to sell them. There are no food products on the market to-day which are quicker and easier sellers than the C. & B. lines. They have quality, reputation and their price is right. The firm has been in business over two hundred years, and their goods are known all over the world. C. & B. do all in their power to help the rapid sale of their goods by giving the most uniform high quality and by advertising to the general public largely and systematically.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,
MONTREAL.



SPECIALS WORTH ORDERING

Pickles of all sorts—Capt. White's Oriental Pickles—Col. Skinner's Mango Relish—West India Pickles.

All C. & B. Pickles are put up in PURE Malt Vinegar made at their own vinegar brewery, London, England.

ORDER NOW

"Thistle" Finnan Haddies

Pickles that always please. Sound, piquant Pickles preserved in absolutely pure Malt Vinegar. Packed in bottles with showy labels, which are a great shelf attraction for the store. ALWAYS THE SAME!

Packed in Scotland.

Distinguished from all others because **REAL HADDIE**. Many times better than any other packed because not cheap mixed fish. An honest production from best material. Palatable, wholesome. Keep perfectly in any climate. "The Haddie that draws trade and holds it."

Hannah's Pickles

Sold by leading wholesalers.

A. P. TIPPET & CO., Agents

Montreal.

Toronto.

Fry's Cocoa.

Absolutely Pure Cocoa with no false flavorings added nor any injurious drugs or chemicals. Made by one of the largest manufacturers of Cocoa in the world. Concentrated and hence of great strength. A quarter-pound tin, which retails at 25 cents, will make fifty cups of rich, delicate Cocoa—one-half a cent a cup.

Sold by leading wholesalers.



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOS, W. I.

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

REGINA.

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

TORONTO.

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

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.

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

You Don't Throw Good Money After Bad when you employ
RICHARD TEW & CO.
to collect your outstanding accounts. You get yours—or we get nothing.
23 Scott St. and 28 Front St. East
TORONTO, ONT.
Established 1890

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.

TORONTO.

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

VANCOUVER.

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

MONTREAL

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

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

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

ROBERT ALLAN & CO.
General Commission Merchant
MONTREAL
Agencies: "Royal Crown" Skinless Codfish. Canned Salmon—"Lifebuoy," "Otter" and "Salad" Brands. Morris & Co., Pork, Chicago.

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

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

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

PRUNES
"CARNATION" BRAND
SANTA CLARAS
IN STORE
Quotations at request.
Anderson, Powis & Co.
Toronto Agents

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from firms wishing a representative in Winnipeg. Travellers call regularly on the Wholesale and Retail Trade in Western Canada.
Highest references and financial responsibility.

(Continued on page 4.)

Get Ready—Now's the Opportunity

The best sellers in the grocery trade last year were :

ROWAT'S

Lime Juice
Lime Juice Cordial
Lemon Squash
Raspberry Vinegar

*In Fancy Stopper Decanters
to retail at 25c.*

*Our First Spring
Shipment Arrived*

New Pack Herrings and Haddies are now being offered by the packers and they are all asking us more than what we'll sell them to you at to-day. Better stock up now at our special quotations because prices are sure to advance.

Canned Herrings and Haddies

\$3.60 per case—while they last.

A chance of a lifetime—at the prices we are offering.

Marmalade

(A well-known brand)

10-oz. Glass Jars,

16-oz. " "

Wine Quart Gem Jars,

3 doz., 40c. per doz.

3 " 90c. "

3 " \$1.80 "

We will be candid—this is last year's brand, but it is in good condition. **Excellent value at the prices.**

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

Manufacturers' Agents—Continued.

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

T. E. CHAREST
MANUFACTURERS' AGENT
11 ST. GABRIEL ST., QUEBEC
Extensive connections with retail and wholesale grocery trade of this city.
Highest references.

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

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

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

Gordon McDonald & Co., 6-7 Cross Lane, London, E.C., have been importing goods of all descriptions for the Grocery and Provision Trade from Canada for several years now, and can give references to several well-known firms in Montreal. Write us.

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

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

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

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

SHALLCROSS, MACAULAY & CO.

VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

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

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



CANADA PAPER CO.

LIMITED

Toronto

Montreal

Windsor Mills, Que.

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

—OFFICES IN CANADA—

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

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

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

MONTREAL, QUE.
TORONTO, ONT.

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



Right in line for the Spring cleaning.

Best of all Laundry Starches.

OCEAN MILLS, MONTREAL

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.

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, the reason that it gives general satisfaction and the customer tells others about same.

Write for prices.

EXPERIENCED ADVERTISEMENT WRITERS

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

"Grocer Hashisownbrand bought flour of a firm of good millers and sold it under "Peerless" Brand. He worked up a large and profitable trade, when the siren came, in the person of a talkative salesman of another mill, who offered what he claimed was as good or better flour for 50 cents per barrel less. The bait was taken, and in three months Hashisownbrand had lost his trade in Peerless flour and then excused himself with 'I didn't mean to.'"

DO YOU SEE THE POINT?

Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynvalley, Maple Leaf, Lion, Thistle, Grand River and White Rose Brands have been on the market for over a quarter of a century.

You have been selling some, or all of these brands ever since you have been in business. You know that your Customers have been well satisfied. You know that the Canners' guarantee is behind every tin, and that you run no risk.

DON'T listen to the siren. HOLD FAST to those Brands that have satisfied your customers in the past.

On the chance of making a few extra cents you cannot afford to lose your trade.

CANADIAN CANNERS, Limited

Reputation and Profit

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

OLD HOMESTEAD BRAND

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

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

OLD HOMESTEAD BRAND

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

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

The Old Homestead Canning Co.

PICTON, ONTARIO

Ask For The Proofs



I claim that my brand of Jams and Jellies is the best by test of any manufactured in Canada. The particular women of the Dominion have been educated up to this fact. They declare that

E. D. S. Brand JAMS and JELLIES

are by far the most wholesome and purest that can be bought at any price.

Important—I wish every Grocer in Canada, who has not proven my claims, to send us a post card asking for the proofs.

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

E. D. Smith's Fruit Farms, WINONA, - ONTARIO



Satisfaction Both Ways.

¶ Nowadays the go-ahead grocer stocks only those goods that he knows will please his customers and at the same time afford satisfaction to himself.

Magic Baking Powder

is delightfully satisfying to the housewife who buys it, because it makes the lightest and most wholesome kind of biscuits, cakes, etc.

¶ It affords satisfaction to the grocer who sells it, because it is splendidly advertised and yields him a substantial profit. **DO YOU SELL IT?**



Established 1852.



National Licorice Co.

Brooklyn, N.Y.

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

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

Ashley & Lightcap, Agents, Winnipeg, Man.
H. S. Daly, Agent, St John, N. B.
J. F. Mowat & Co., Agents, Vancouver, B. C.

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

Valencia Raisins

Next Time You
Order, Ask for

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

"W. Abel" Standard
Quality

4 Cr. Layers
Selected
Fine Off-Stalk

Packed by
Mahiques, Domenech & Co.

Canadian Agents:
Rose & Laflamme
Montreal and Toronto

SPEAKING OF SAUCES

Do you know of any
other sauce that is as
much in demand and
yet gives the grocer as
good a margin as

Paterson's Worcester Sauce ?

Honestly now, do you?
We don't.

ROSE & LAFLAMME,
AGENTS,
MONTREAL & TORONTO



“**O.K.**”
REGISTERED

England's Foremost Fruit Sauce

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

Muscateles, from Malaga	Raisins, from Valentia
Cane Sugar, from West Indies	Mangoes, from West Indies
Rranges, from Seville	Ginger, from Jamaica
Ned Peppers, from Zanzibar	Capsioums, from Zanzibar
Cutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Garlice, from Italy
Shallots, from Channel Islands	Soy, from India
	Lemons, from Messina
	Virgin Malt Vinegar

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

George Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY

McTavish & Worts,

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone, Main 6285

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

THE CANADIAN GROCER

Blended in Ceylon

TEAS

In 50 lb. Boxes

Our original blended Teas are put up in the above shape and are perfect in draw. It will pay you to get samples and prices before buying. These Teas are sure to please.

Thomas Kinneear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

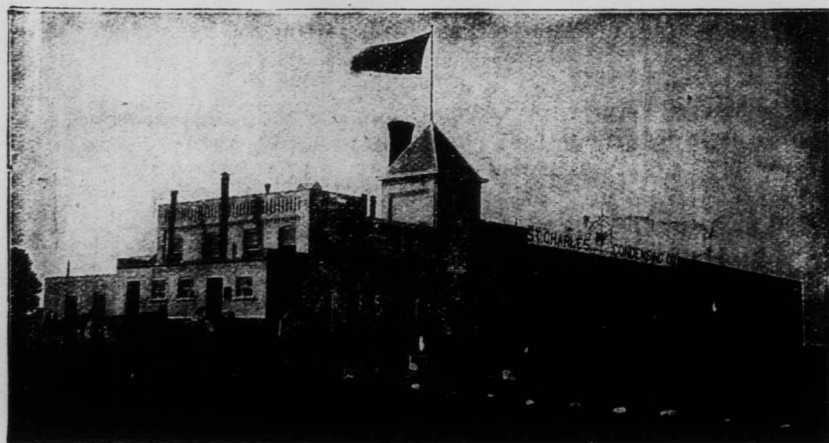
Credit and Money

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

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

Windsor Salt

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



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

Never
fat
som
very
It's
"NO
No
ma
dis
TH
Yes
But

Never mind what your forefathers used to do, they did some things well and many very badly.



Black-Green - Mixed

It's the living palpitating present that you have to deal with "NOW." The modern methods versus the antiquated.

No man with his eyes open can be ignorant of the fact that in the matter of Tea sales "SALADA" leads all others by an unreachable distance.

THERE MUST BE A REASON

Yes, certainly—imitators have tried to jostle its progress.

But where are they to-day ? Wholesale terms in return for Postal.

Address "SALADA" Toronto and Montreal or New York

PHENIX

**WASHING
POWDER**

Our *first large* shipment has been received and we are now prepared to fill all orders *immediately*.

If you are not booked yet write us to-day before our supply is all gone.

Phenix is the most wonderful cleanser on the market. *It always gives satisfaction because it thoroughly cleanses.*

Many other washing powders are said to be first-class, but *none can approach Phenix.*

Phenix has stood the test.

AGENTS REQUIRED EVERYWHERE

Address

C. A. CHOUILLOU & CO.

14 Place Royale MONTREAL

Distributing Agents for Canada



Keep your stock of

STERLING

BRAND

PICKLES

in good assortment for approaching holiday and picnic season.

MADE IN CANADA BY

The T. A. LYTLE CO.

Limited

TORONTO, CANADA

CODES,
A.B.C. 4TH EDITION
WESTERN UNION
ARMSBYS 1901.



BANNATYNE ST. EAST
TRANSFER TRACK.

NO. 3



Winnipeg

CALGARY BRANCH NICHOLSON & BAIN

Canadian, United States, Foreign Manufacturers and Shippers

DEAR SIRS,—

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

NICHOLSON & BAIN

WHOLESALE COMMISSION MERCHANTS AND BROKERS

Head Office: WINNIPEG
Established 1882

CALGARY

WINNIPEG

EDMONTON

GREIG'S WHITE SWAN PREPARED COCOANUT

In cocoanut you want something true in flavor, fine in texture, bright in color, good in appearance, and pleasing in taste. Something that will not grow rancid quickly, thus causing you loss and annoyance.

That's the kind we make—beautiful long threads that will satisfy the most exacting.

An important point, too, is that it does not cost you any more—perhaps not as much—than inferior and poorly-made cocoanut.

Our **WHITE SWAN** guarantee is behind every pound.

Try a lot, and if all we claim for it is not abundantly proved, send it back at our expense.

Samples and quotations cheerfully sent on request.

THE ROBERT GREIG CO., Limited, WHITE SWAN
MILLS, TORONTO

St. George's Baking Powder



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

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

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

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

St. George's is the best Baking Powder that chemistry can evolve. We've tested it every way.

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

Don't Turn Your Back

ON SUCH AN OPPORTUNITY OF INCREASING
YOUR BUSINESS AS YOU WILL HAVE IN THE

Greater Montreal Pure Food Show

TO BE HELD AT **THE STADIUM**, CORNER
DULUTH AVE. AND ST. HUBERT ST., MONTREAL

**July 1st to 7th,
1907**

Write to-day for full particulars
if you have not yet obtained
a booth.

Do not wait till the last minute,
you stand a poor chance then.
Booths are on sale at reason-
able prices.

The fair will be up-to-date in
every respect.

Delays are Unprofitable!

**Montreal Grocery
Clerks' Association**

J. B. E. POIRIER, Treasurer

74 Notre Dame St. E.

Montreal



CANADA'S DEMANDS

THE ever-increasing sale of LIPTON'S Teas, Coffees, Jams, Pickles, Jellies, and general provisions has made necessary the establishment of a Canadian branch, in order that the Canadian business may receive every attention. On May 1 last our new Canadian branch, under the management of Mr. A. E. Carson, was opened and all correspondence relative to the Canadian trade should now be addressed to

**THOMAS J. LIPTON, 75 FRONT ST., E.
TORONTO**

**Tea
Merchant**



HIS MAJESTY THE KING

**By Special
Appointment**

**WHERE THE BRITISH FLAG IS FLOWN
THERE THE FINEST TEA IS GROWN**

THE FINEST TEA

—THE TEA OF KINGS

IN

THE FINEST PACKAGE

—THE KING OF TEAS

LIPTON'S TEAS

PACKED IN AIRTIGHT TINS ONLY

THE CANADIAN GROCER

**QUAKER
CANNED
GOODS**

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

OUR mammoth factory is now running to its fullest capacity refining the best grades of imported raw sugars obtainable, and hereafter we will be in position to supply the trade with

Crystal Granulated Sugar

throughout the entire year.

The quality is not surpassed by anything on the Canadian market to-day, and for any purpose for which sugar is used, is equal in every respect to the best in the world.

Ask for samples and prices.

The Wallaceburg Sugar Co.
LIMITED
WALLACEBURG, - ONT.

Western Representatives:
MASON & HICKEY, WINNIPEG

Thousands of particular Women declare that the delicious goodness and vitalising qualities of Ripe, Juicy Fruit and Fresh Vegetables are preserved in

FARMER BRAND

Canned Fruits and Vegetables

This fact explains the ever-increasing demand for **Farmer Brand**—tells the whole story of our race for supremacy in the Canned Goods industry.

Our ideals were high when we started business. We determined to be something more than just another canning concern. So we engaged the services of men who had come near making the canning of fruits and vegetables an exact science. With practically unlimited capital and controlling vast areas of the best fruit and vegetable lands on the face of this planet, we were able to live up to our ideals.

We can——**the goodness**, not some of it but **all the goodness** of ripe, juicy fruit and all the **energy-building qualities** of fresh vegetables. Do you wonder that the women of Canada insist on

Farmer Brand

Can you meet the demand?

FARMERS' CANNING CO.

Limited

BLOOMFIELD, ONT.

Direct Results from Selling ONLY RED ROSE TEA

*Hundreds of merchants have had
equally as good results as Mr. Barnes*

April 19, 1907

*T. H. Estabrooks,
St. John, N. B.*

Dear Sir,—

Your letter of April 10th, 1907, to hand stating that my business with you in 1906 increased about 25 per cent. over 1905.

For the last year I have handled no other Tea but "Red Rose." I have found that Red Rose Tea gives better satisfaction than any I have ever handled, and if you continue sending me as good Tea in the future as you have in the past (which I believe you will) I will handle no other.

Please send me by first trip up of Steamer "Crystal Stream" 1 case Red Rose Tea, and greatly oblige.

*Yours truly,
D. W. Barnes.*

**TORONTO OFFICE,
3 WELLINGTON STREET, EAST**

G. H. CAMPBELL, Manager

**T. H. ESTABROOKS,
ST JOHN, N.B.**

PRINCE OF WALES SPICES

You will be interested in hearing something about our famous **Prince of Wales Brand Spices** if you are an up-to-date, progressive grocer.

These Spices are shipped us direct from primary markets and are **put up in our own factory** in attractive tins and cartons.

Their **purity is guaranteed.** Our reputation of over half a century stands behind **Prince of Wales Brand Spices.**

It would be possible for us to tell you a lot more about **Prince of Wales Spices**, but we would rather have you place a trial order and be convinced through observing their selling qualities.

COST IS GREATER BUT—THE VALUE IS THERE

S. H. EWING & SONS

96-104 KING ST., MONTREAL
Telephone Bell, Main 65
Bell, Main 155

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating Spring requirements
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

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

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS:

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

KENNETH MUNRO, Coristine Bldgs., Montreal

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

KYLE & HOOPER, Front St. East, Toronto

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

KOPS BREWERY,

-

FULHAM, LONDON, S.W.

CANNED GOODS for Fall

It is important for you to book Fruits and Vegetables. The outlook at present is blue for the packer.

Tartan
BRAND
SIGN OF PURITY

has stood the test of years. It is not the cheapest but is the best, and we protect our friends by delivering goods of the finest quality. Mail us your requirements for Fall and you will not be sorry.

For further Particulars Phone 596. Free to buyers.

Preference given to all orders booked prior to 30th June.

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

THE LATEST ON THE
MARKET

BEE BRAND
JELLY POWDER



Retails at 6 for 25c. with good profit. An enormous seller.

Our **Special Box** contains six flavors—

RASPBERRY
STRAWBERRY
LEMON
PINEAPPLE
CHERRY and
NUTTO

but we pack any flavor required.

Write us for free samples and prices

Snowdon, Forbes & Co.
449 St. Paul Street
MONTREAL

TWO STANDARD LINES

"GOLDEN RULE" Sardines
"OAK BAY" LITTLE NECK Clams

NEW PACK GOODS.
PROMPT DELIVERY.
Every Tin Guaranteed.

INSIST on getting the above brands. They are **MONEY-MAKERS.**

Packed Only by

McDonald Packing Co.
FAIRHAVEN, - N.B.

Sole Distributing Agent for Canada:

J. W. Windsor, - Montreal

There's a Smack

about the Flavor of

Aroma Tea and Aroma Coffee

that appeals to drinkers.

There's a steadiness in the growth
of your trade and profits in hand-
ling these lines, and that makes a
grocer glad.

Ask Our Travellers

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

TO MANUFACTURERS !

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

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

TIME FOR CAUTION



The market in Canned Goods continues so very active the temptation will be to buy inferior grades rather than pay the higher prices. We urge grocers in their own interest to stick to lines they know to be good, and to get their orders placed without a moment's delay. The new output of "Essex" goods is a step nearer perfection than anything previously attempted in Canada, with nothing in sight to equal them for quality and flavor.

Telephone and telegraph orders receive prompt attention.

The Essex Canning and Preserving Co.

8 Wellington St. E., - TORONTO

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



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

The ROYAL CROWN Limited,
Winnipeg, Man.

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

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

24

The Business of a Grocer

is more easily damaged than any other business on earth. People expect his goods to be perfect. That explains two things—the growing demand for



2 in 1

and just why the wise grocer stocks the incomparable polish.

2 in 1 is not only a perfect polish—it is

also a wonderful leather food.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co.

LIMITED

Hamilton, Canada.

Buffalo, U.S.A.

Grocery Sugar

We offer a nice, bright, dry crystal grocery yellow in barrels at an attractive price. *See our travellers.*

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO



Capstan Brand Pure Tomato Catsup

is known from ocean to ocean as the finest Catsup on the market, once sold, always asked for.

We guarantee it to give perfect satisfaction.

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

It's in the Preparation



Beware of imitations coarse, They follow, but cannot endure; The Coconut wanted is "White Moss," Clean, wholesome, good profit and pure.

ARE YOU SELLING IT?

Ask our agent in your district for samples and information.

The Canadian Coconut Co.
107 Leguachetiere St West, Montreal

Vancouver, B.C.—J. F. Mowat & Co.
Winnipeg—J. M. Scott.

St. John, N.B.—W. A. Simonds.
Quebec—Albert Dunn.

Kingston, Ont.—W. H. Dalby.

CANNED GOODS

We handle exclusively "Old Homestead Canned Goods." Communicate with us. We will make it interesting for carload buyers.

S. J. CARTER & CO.

58 McGill Street, - MONTREAL

DON'T THROW MONEY AWAY

Every fruit grower, every grocer, every vegetable grower loses large sums annually through windfalls, early ripenings and overloaded market.

Every cent of this can be saved.

Our Modern Canner will preserve your perishables simply, easily, cheaply.

Write for Booklet.

Modern Canner Co.,

Canadian Branch, St. Jacobs, Ont.

TENTS

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited

28 St. Peter Street, Montreal



The Finest
Family Polish
on the Market.

BLACK JACK

AT YOUR JOBBERS'

BECAUSE

we have always given uniform and high quality, our sales, last season, of the

CONDOR Japan Teas have **Exceeded 3000 80-lb packages—**

No such result could have been obtained unless we had, **BEYOND QUESTION, THE BEST. Market in Japan is higher, but we still quote:**

Condor I, 40-lbs.,	42½c.	Condor V, 80-lbs.,	25c.
Condor II, 40-lbs.,	37½c.	Condor XXXX, 80-lbs.,	22½c.
Condor III, 40-lbs.,	35c.	Condor XXX, 80-lbs.,	20c.
Condor X, 80-lbs.,	30c.	Condor XX, 80-lbs.,	18½c.
Condor IV, 80-lbs.,	28½c.	Condor LX, lead packets,	27½c.
		Golden Pheasant, lead packets,	20c.

Come in and have the best—The Condor were never beaten

BECAUSE

we sell Coffees on the same principle as we sell Teas, our sales of them have quadrupled since the installation of our gas roasting plant, 16 months ago. We import the best, selected in every country of growth, for their cup qualities, we blend them scientifically and we roast them perfectly—**We have and we give the best, beyond compare, for the money. A trial order will convince you.**

OUR STANDARD BLENDS ARE :

WHOLE OR PURE GROUND

Imperial,	15c.	V.S.C.,	27½c.
Plantation,	18½c.	Condor,	30c.
Special,	20c.	3MD	35c.
Old Crow,	25c.	La Parisienne,	40c.

Madam Huot's Coffee—A gem without its equal—1-lb. tins, **32c.**,
2-lb. tins, **62c.**

It will pay you to ask for samples and prices of Teas, Coffees, Spices and Vinegars before buying.

The E. D. Marceau Co., Ltd.

MONTREAL

KOPS (England)

Non-Alcoholic Beverages

Still and Sparkling Wines

ALE and STOUT

Lime Juice, CORDIALS and Liqueurs, strictly temperance drinks for

TEMPERANCE PEOPLE

Pleasant, Palatable, Wholesome not even approaching

the limit of spirits allowed by the Ontario License Act for so-called temperance drinks.

Kops ALE and STOUT

are brewed from the finest Kentish Hops, contain all the healthful and nourishing qualities of good Ale and Porter, but brewed in such a manner that they contain no more Alcohol than **newly made bread**. A perfect nourishing and palatable tonic for invalids and delicate people. These goods have been submitted to Dr. A. R. Pyne, M.B., M.C.P. & S., Toronto, Dominion and Ontario Analyst and certified to by him as above, also by many eminent English Analysts.

First-class Grocers and Druggists should stock these goods.

Fullest guarantees given as to their purity and non-alcoholic qualities.

Orders can be placed through wholesale Grocers, or direct with

KYLE & HOOPER

27 Front St.

- - -

TORONTO

Sole Agents for Ontario

For Bang Up

RED RED SALMON

BUY VICEROY

Price \$1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

202 McGill Street

P.O. Box 2360

MONTREAL



Pure Food is Essential
to Good Health

Grocers Buy

**Wagstaffe's Fine
Old English**

Pure Fig and Lemon Marmalade. This is something new—a fine spring tonic. Blueberries in 20-oz. Vacuum Jars, every pound guaranteed pure.

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:

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

We use precautions at every step so that you may get the best grades of Coffees in a fresh and perfect condition with all their native qualities unimpaired.

Chase & Sanborn,
The Importers, Montreal

TOMATO CATSUP

CANADA PRIDE

Pts. c/s 2 Doz.

12 oz. c/s 2 Doz.

Qts. c/s 1 Doz.

Nothing better in the market.

PRICE RIGHT.

WARREN BROS. & CO., Limited

TORONTO

An article such as this
always does you credit

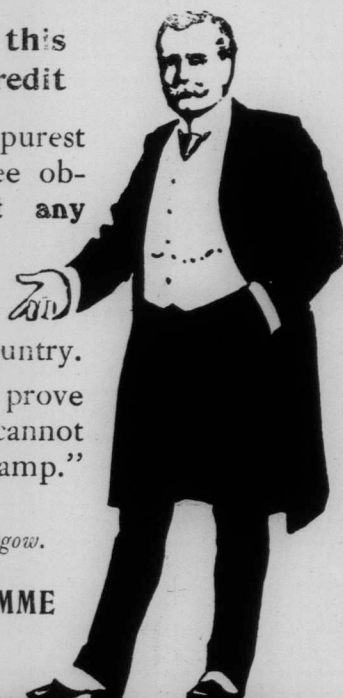
'CAMP' COFFEE is the purest
and most reliable coffee ob-
tainable **anywhere at any**
price. That's why it
has made a grand name
for itself both here
and in the Mother Country.

One trial order will prove
conclusively that you cannot
afford to neglect "Camp."

Manufactured by
R. Paterson & Sons, Glasgow.

Agents: ROSE & LAFLAMME
MONTREAL.

'CAMP' COFFEE



Buy only
RIVERDALE BRAND
Canned Goods.
WHY?

The Lakeside Canning Co.
WELLINGTON, LIMITED - ONTARIO

BECAUSE

They are grown in
the best fruit and vege-
table district in Canada.

They are manufactured by the
most modern machinery and process.

They have given excellent satisfaction in
the past.

And because, the packers of this **Riverdale Brand** are
determined to hold their old customers and to secure
new ones by giving entire satisfaction in the future.

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
LIMITED
WELLINGTON - ONTARIO

WM. GALBRAITH & SON,

WHOLESALE GROCERS

80 and 82 St. Peter Street

MONTREAL

We continue to control "Canada's Pride" Canned
Goods for the City and District of Montreal. These
goods have won their way to first place amongst the
Canned Goods of the Dominion. Try them.

CANNED FRUITS

All Canners are practically sold out, stocks in hands of wholesalers are rapidly running out.

We have yet a full range of

- | | |
|--|---|
| Apples, Gallons and 3's | Pears, Unpeeled, Gallons |
| Blueberries, Gallons and 2's | Pears, Bartlett, 2's and 3's in Heavy Syrup |
| Cherries, Red Pitted, 2's in Heavy Syrup | Pears, Flemish Beauty, 2's and 3's |
| " " Unpitted, 2's in " " | Pears, Light Syrup, 2's |
| " Black Pitted, 2's in " " | Plums, Lombard, Gallons |
| " White " 2's in " " | Plums, Green Gage, Gallons |
| " " Unpitted, 2's in " " | Plums, " " 3's in Heavy Syrup |
| Currants, Red, Gallons | Plums, Lombard, 2's in " " |
| " " 2's in Heavy Syrup | Plums, Damson, 2's in " " |
| Gooseberries, 2's in " " | Plums, " " 2's in Light Syrup |
| Grapes, 2's in Heavy Syrup | Raspberries, Red, Gallons |
| Lawtonberries, 2's in Heavy Syrup | " " 2's in Heavy Syrup |
| Peaches, Yellow, 2's in " " | Rhubarb, 2's in Heavy Syrup |
| Pears, Peeled, Gallons | Raspberries, Black, 2's in Heavy Syrup |

JAMES TURNER & CO., Limited, Hamilton, Ont.

To Manufacturers' Agents

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

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

Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.



OLIVE OIL—THE PUREST

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

Manufactured by

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada

THE BEST **LAUNDRY SOAP**

Vinegar—White, Cottell's

The Vinegar that makes Trade, and keeps it

There are other vinegars on the market, but for purity and delicacy of flavor, you'll find none to surpass our

Pure Malt,

for table or pickling. Get a sample lot—NOW.

OUR ADDRESS:

Warner Rd., Camberwell, S.E., London, Eng.

EFFECTIVE ADVERTISING
HOW TO PRODUCE IT

Brief Talks Given
 Occasionally by
 T. Johnson Stewart.

"High and mighty thoughts in an ad. are like flowers at a funeral—pretty; but don't put much life into the subject."

Rusty Mike's Diary.

There have been a few ads. sent in lately full of high and mighty thoughts—one primed with quotations from Shakespeare and another shot with phrases which only Lord Byron could have coined. Picturesque! Well, yes. But picturesque literature is seldom advertising. The business world is material through and through. Material interests only sway the lady who sits on the family wool sack. And she has not time to read Shakespeare, or Lord Byron or Macaulay before shopping. Besides, grocery ads, should be grocery ads., nothing more—nothing less. The space costs money. Tell your story. You wouldn't talk over the long-distance telephone with your wholesaler about the new theology or the imperial conference. These subjects are mighty interesting, but Mrs. Jones wants to know something about your groceries and provisions. It would be as reasonable to talk political economy over the long distance telephone when you intended to talk business as to talk poetry in an advertisement which should be all business.

Although some ads. sent in the last two weeks have been poetical in the extreme, yet we have received more than the average quantity of really good ads.

Fitzpatrick & Co.'s ad. appears for the first time in print. This ad. was struck off on the typewriter and then copied on a mimeograph, because there is no local paper in Lambton Mills. The wording of this ad. is exceptionally good. The writer wastes no time, but gets down to the essential facts at once. Fitzpatrick & Co. realize the superiority of newspaper publicity to all other brands of advertising, but their ad. seems to me to be about the best they could do under the circumstances.

C. E. Choat & Co., Halifax, say: "We always send the same wording to each paper and we notice that some ads. are set up so much better than others when the material is exactly the same."

I think that most advertisers experience the same thing. The best set-up ad., as a general rule, is the most attractive ad.; but this is just where the shrewdest critic on earth would go up against it. What appeals to me—what seems attractive—may or may not be attractive to the other fellow. I can-

not discern any material difference in the set-up of the ads. sent in. There is one thing sure, that the writer of your ad. has not been at all explicit. The printers seem doubtful of his meaning "C.O.D. for some," stands serenely

pleased to give you the opinion of our expert on printing and set-up whenever you desire.

* * *

Mr. McCrea, of Guelph, sends us in "The ad. that shook the town."

This is what Mr. McCrea says, "You may think it strange to cut on an article like bread—so staple—so little profit; but in our case we found it a great benefit. Bread is 10c. in Guelph; 8c. other places. The people were complaining bitterly, and in one week our sales rose from 20 loaves to 200 per

A Few Seasonable Reminders

Maple Syrup—

We have a quantity of the finest quality offered, brought in from Quebec Province. Try some at 30c. per qt. You will find it a treat.

Seeds—

are needed just now. We have most varieties of vegetable seeds in bulk, also vegetable seeds in packages, 2 pkgs. for 5c. and 25c. per doz. pkgs.

All kinds of flower seeds in packages, at 2 for 5c. and 25c. per doz. pkgs.

Onion sets, splendid sample, 10c. per lb.

Housecleaning Time is Here—

See our range of Scrub Brushes, from 5c. to 25c.

Mops, 10c.; and with spring, 15c.

Stove Brushes, 15c., 20c., 25c.

Whitewash Brushes, 15c., 25c., 40c.

Whiting, Lime and Alabastine in packages.

A good line of Mixed Paints, Sterling Brand.

(True to the name.)

FITZPATRICK & CO.

LAMBTON MILLS

alone in The Mail copy. It isn't quite so lonely looking in The Echo, while The Recorder has tacked it on in front of "Best Quality Lime Brushes." Undoubtedly The Recorder ad. is some better than the other two. However, your copy could not have been very neatly or clearly arranged when two printers stumble at the same place. The Recorder man used his brains, and he discovered what you meant. Apart from this fact, the other two ads. are very creditably displayed. We will be

day. We wouldn't deliver bread alone so the people had to order their groceries to get the bread. The Guelph bakers shut our supply off but we are now getting better and cheaper bread from Galt. It pays to do the right thing at the right time."

Of course it pays. We would like to reprint McCrea's ad. but space forbids. However, if our readers will turn up our last talk in a recent issue of The Grocer they will have a pretty good idea of Mr. McCrea's advertising style.

He wastes no space but gets down to facts right away.

* * *

That's the main thing about all advertising. Don't waste space and use common sense. The people of your town simply want to know the values you have for them—the wholesomeness and purity of your groceries and provisions. High sounding phrases may be all right in some cases, but they are all wrong in grocery advertising.

TELEPHONE AS ORDER CLERK.

The average retail grocer has long since come to regard the telephone as an essential to his business, but one of questionable blessing. True, it brings him trade without the necessity of sending around his delivery order clerk, but it is also convenient for the housekeeper that the grocer may be called on to send up a yeast cake and use the time and wear and tear of a delivery wagon and driver to do it. One grocer says that since he put in the telephone he has had to triple his delivery service to accommodate the little calls made on him by 'phone.

In view of this questionable benefit of the 'phone, the experiment being tried by the largest grocery house of Mossup, Connecticut, is worthy of consideration. This house has undertaken to replace its order clerks by the telephone and will undertake to make it a success. Fifty telephones have been installed in the houses of regular customers at the expense of the grocery house, and hereafter the users of them are expected to send in their orders direct to the store, thus eliminating the order clerk. If it turns out that the scheme is a success, more 'phones will be established and a private exchange established with the grocery store as its "Central."

PURE FOOD LAW RESULT.

Not only has the manufacturer and dealer in honest food products come to regard the Pure Food Law as his best friend, says the New York Journal of Commerce, but so has the public generally. From various classes of trade come reports that since the law went into operation, it has served to inspire confidence in goods which had fallen into disrepute by reason of adulteration and impurities which prevailed under the old system. One of the most notable of these is package coffee, trade in which has enjoyed a decided improvement within the past six months, attributable to the assurance of the Pure Food Law. Coffees in packages had come to be understood by discriminating consumers as goods justly to be regarded with suspicion. Peas, beans, chicory, rice and various grains were freely mixed with real coffee, and once ground would escape detection. But the Pure Food Law has changed all this. It is now a punishable offence to make or sell such mixtures unless the truth is plainly told on the label. Wherefore, legitimate coffee houses have come to sell more and more package coffee in the ground form, till once more the trade has assumed profitable and creditable proportions.

FROM GROCER CORRESPONDENTS

BROCKVILLE.

The 1st of July celebration, to be held annually here, is now an assured fact, the committee having secured enough of the necessary to warrant their going ahead. A fine program of sports and entertainment, including balloon ascension, horse races and a 10-mile road race, having been arranged. The advertising committee are hard at work on their share of the labor.

A large and enthusiastic meeting of the Retail Merchants' Association was held last Thursday evening in the town hall. Delegates were elected to represent the Brockville branch of the association at the convention to be held in Hamilton on the 2nd, 3rd and 4th of July.

A committee was appointed to wait on the manufacturers to try and have them arrange to have their pay-day on Friday evening, instead of Saturday, as is now the custom.

The object of this is to give the merchants a chance to close their places of business on Saturday night at ten o'clock.

The sum of \$100 was voted to the 1st of July celebration committee. A resolution was here read re the Wednesday half-holiday, which was duly seconded.

Considerable discussion pro and con was held as to the advisability of having the holiday, some being in favor of a five o'clock closing hour during the week, while the majority favored the half-holiday during the months of July and August. After nearly everyone present spoke on the resolution, it was put to a vote and carried.

The 8th Royal Rifles, of Quebec, spent the 24th and 25th in our town, and all seemed to enjoy themselves.

During the afternoon of the 24th a program of sports was arranged and took place at the fair grounds, in which a number of the military and civilians took part. On the afternoon of the 25th both officers and men were entertained by the 41st Regt., and treated to a boat ride up the St. Lawrence river among the islands, arriving back in town about 6 p.m., leaving again for Quebec about 11 p.m.

EDMONTON.

H. W. Adams, F. J. Leonard, W. A. Hoffman and Warren Beckhart, all connected with Swift & Co., Chicago, are in Edmonton, at present. They have secured 20 acres at the junction of the Canadian Northern and the surveyed line of the Grand Trunk Pacific, and purpose erecting a large packing plant, with subsidiary factories on the property. Plans have been accepted for the work and calls for its completion by September of this year. The plant will have a large killing capacity and at first will be able to dispose of at least 500 hogs, cattle and sheep, and will be in a position to handle 5,000 each day as soon as the country can produce the quantity.

Monnville, eighteen miles north of Edmonton, promises to become quite a

coal mining centre. The present capacity of the mines is 350 tons a day, and the company expect to increase it to 1,000 tons. Some of the capitalists interested are Mr. Alfred Allayne Jones, Dr. Chas. W. Wilson, of Montreal, Messrs. J. H. Morris, Chas. Carey, J. H. Picard, Oscar Sessier, and others.

W. H. Harvey & Co. have 75 men at work laying carbolineum, with which a number of streets in the city are to be paved.

E. E. Vincent, Alberta, manager of the Office Specialty Company, is in the city this week.

Kennedy Bros., of Summerside, P.E.I., have purchased a number of lots here and intend erecting a wholesale warehouse this summer.

J. J. McLaughlin & Co. are installing machinery and expect to begin the manufacture of aerated waters next week.

The building permits for the first two weeks of May run up to almost \$200,000.

The first volume presented to Alberta provincial library arrived this week. It came from John Ross Robertson, of the Toronto Telegram, and is a copy of Morgan's Canadian Men and Women.

Col. Talbot, M.P., for Bellechasse, with a party passed through here this week. They are heading for the Brazean river and will prospect for coal, etc. Brazean is about forty miles south of the proposed line of the G. T. Pacific.

The Edmonton Logging Co., composed of local capitalists, of which the president is Robert F. Lee, of Crofts, Lee & Gallinger, have sold out their interests in Vancouver Island for a sum in the vicinity of \$200,000.

R. A. Bowes and R. Van Frank, of the Home Bank department, in connection with the Northern Bank, are in the city establishing this branch of their institution.

The Oscar Brown Co. have the credit of unloading the first carload of bananas in Edmonton, shipped directly from New Orleans. It was ten days in transit.

The week just ended, though a little cool, has been fine, sunny weather, and seeding has been going ahead briskly.

P. E. Bulchart, of the Great West Land Co., will go to the coast and possibly south to California on a holiday trip for the benefit of his health.

KINGSTON.

Thousands of merchants, travelers and business men and their employes enjoyed a big treat last week in the spring number of The Canadian Grocer. It certainly is a credit to the MacLean Publishing Co., and well worth the whole year's subscription to any merchant. The wholesalers who doesn't have his name in its columns is blind to his own interests, and the retailer who is not a subscriber is two dollars ahead and hundreds of dollars behind. The information each week is better than Cobalt at 10 cents a share.

John Eves, grocer, Market street, has closed down, not being able to re-lease

his present premises, as they are going to be used for offices. He has bought a boat and intends carrying freight in the upper lakes.

Those who tendered for institutions for the coming year and for the military camps are not pleased at the advance in prices. Potatoes went as high as \$1.25 a bag on our market, and a good many are wanted, and the price tendered is around 90c. Too bad; no wonder the Government gets rich.

Chas. Porter, for the past thirty years a faithful employe of Fenwick, Hendry & Co., wholesale grocers, severed his connection on account of ill-health. His fellow employes presented him with a gold ring. He has gone to see his son-in-law, Frank Brown, of Farnaham, Que., who had his leg taken off in a railway accident.

Hard to get good brooms. Some of the corn used looks like hay. Illinois corn is dear and scarce. Some factories are not putting up anything under 25c. brooms.

There seems to be a steady advance in all lines and the prospects of futures going higher makes the grocer load up. Every storehouse is full of sugar and flour.

Kingston expects to reduce gas for lighting and heating to one dollar. Everyone feels good over it, especially business men.

Victoria Day passed off fine. Everyone was pleased. A finer day couldn't be ordered. The fair grounds had an audience of 7,000. The games were good and the horse races the best in years. Nothing is equal to an honest horse race. That is, leaving out the betting and jockeying. Why? Because then the best horse wins.

Crowds came on excursion boats from many parts of the States, Canadian and American flags floated from many buildings. One Yankee lady put the Stars and Stripes on top, but had to change the position and put the Union Jack above, and a lady made her do the act.

The Humane Society are taking active steps to protect dumb animals. Some boys seem to be born with a devil in them. As a rule a slow driver will sit and gape at a baseball match, then grab his whip and make the horse go like mad to make up. The poor horse cannot complain and that is where the society comes in. Several drivers lost their places lately and were given short notice. May the good work proceed. The meanest man I know of is the one who beats a willing horse. There are exceptions; some lazy horses need a touch-up, but they know a thing or two and generally get fat. Don't fault your delivery horse for being a little lazy, he will last longer than his giddy brother who wants to make a 2.40 clip.

A few grocers met on the corner of the market and discussed the market by-law prohibiting merchant before 10 o'clock. The president of the Growers' Association said it was a darn shame for the city council not to wipe off all such by-laws, which were injurious to the county and city. He was going to bring the matter before the city council next meeting, and counted on the support of the local merchants and Retail Merchants' Association. Mrs. Brown, with the plaid shawl, sitting on a rig close by, said, "More power to your elbow, Bob. I am disgusted sitting here listening to people asking

prices and thumbing my butter. I want to sell out and get some dry goods and hardware. I have twenty miles to drive. I am told that only one alderman is in favor of sustaining the by-law and that the other aldermen are afraid of him, for he has two big fists and knows how to use them. My daughter in Chatham says the same darned by-law is there, but they are going to kill it this summer and bury it deep." The man with the monocle said, "Hear, Hear. I can't see why the merchant can't quit business for half an hour and attend a meeting once in a while for their betterment. Stick in the mud—stick in the mud." Meeting together often created harmony and harmony is what is wanted in grocery circles to-day; too jealous of one another, too much knifing, and going-to-run-the-other-fellow-out-of-business. What rot! Give it up, boys, and forget about the other fellow. Lend him a bag of potatoes if he runs out and you will feel happier and gain true riches that is not affected with moth or rust.

ST. CATHARINES.

The various branches of business are so interwoven that speaking of one touches the other. The grocer is so intimately associated with the market gardener that both classes must be in unison. It is thus in St. Catharines, and the gardener brought to the grocer some of the finest asparagus ever grown, though the season has been backward. Early spring vegetables were late to mature this season but the gardeners feel hopeful that the result will be satisfactory.

The village of Merriton, a suburb of St. Catharines, is a manufacturing centre that attracts public attention. W. Thompson is one of the leading grocers, and being in a good locality does a lucrative and safe business and owns the store he occupies as also his dwelling house. Mr. Gander is another of Merriton's prosperous grocers who, being in the heart of the business centre, captures a good many of the mechanics and workers in the manufactories.

Among the manufactories are the Riordon paper mills, the Lincoln paper mills, the cotton mills and James Wilson's foundry. Thorold, immediately south of Merriton, once a centre of manufactories, has lost by fires many of the most prominent flour mills, though two remain—the Welland Flour Mills, owned and operated by the Hedley-Shaw Milling Company, and the Fife Mills, owned and operated by Rowantree and ex-Mayor Munro.

Leslie McMann, ex-mayor of Thorold, chairman of the Board of Trade, a veteran of the Fenian Raids of 1870, is one of Thorold's most prominent and prosperous citizens and as a grocer conducts an extensive trade. Mr. McMann is a native-born citizen of Thorold. His father, Benjamin McMann, held a trusty position on the Welland canal for many years.

J. Simson is another of Thorold's old established grocers, having been in the business many years. He, too, has the confidence of his fellow townspeople and is popular.

Robert Dougan is another of Thor-

old's native born citizens and embarked a number of years ago in the grocery business. He is one of Thorold's sturdy sons and at one time was in the hardware trade.

WOODSTOCK.

From time to time the statement which is so often made, that the cost of living is continually going up, is substantiated by material increases in the purchase price of articles of every-day and every-meal consumption. The latest staple article of diet to advance in Woodstock has been bread, which went up one cent a loaf this week. It now sells at five cents for the pound and a half loaf instead of four cents as for some time previously. Some weeks ago the bakers of the city decided to abolish the two-pound loaves, and make none larger than a pound and one-half. The price was accordingly reduced from five to four cents. In the past three or four weeks, however, flour has advanced thirty cents per hundred pounds, and as the result, at a meeting on Saturday the bakers agreed to put the price back to its old position, without, however, changing the size of the loaf. It is improbable that the price will go higher.

Elmer Day, of Morden, Manitoba, was in the city the other day, and dropped in to see your correspondent. Mr. Day is here for a few weeks, visiting in this city and in the vicinity of his former home is East Missouri township. He is not as pessimistic in regard to this year's crop in the Northwest has been the tone of many interviews and statements coming from the West. Of course, he says, the acreage of wheat this year will not on the cultivated part of the country be as great as last year. But there is continually so much more land being brought into cultivation, there will this year be so much more than last, that the difference in the amount planted with wheat will not be as great as it seems. He thinks if the weather from this time is half way favorable, the crop will be fair.

At this stage of the spring not much has been heard about the weekly half holiday. This is doubtless due to a great extent to the backward season. When men are going around in their overcoats and gloves, and have experienced so few really fine days that they may be almost counted on the fingers of one hand, they do not think very much about the necessity or pleasure of a weekly cessation from labor for the space of half a day. Last year nearly all trades and lines of business enjoyed half holidays, but things were pretty much muddled by the manner in which they were arranged. Grocers and some other lines observed one afternoon in the week, barbers another, lawyers still another, while various of the factories closed one afternoon, each choosing the day which best suited its individual convenience, without consulting the general interests of the whole. The result very naturally was that people from the country hardly knew when to come in to town to do shopping, if they were unable for any reason to come Saturday, and no matter what day they struck very probably the premises of some person or firm with which they wished to do business would be closed

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If anything is done this season towards establishing a holiday, an endeavor will be made to so arrange things that the confusion of last year will be avoided, while all its benefits, and more, will remain. But who wants to talk of holidays when on this, the twenty-seventh day of May, snow has been falling in occasional furies all day?

W. M. McElheran has returned from Winnipeg, to become business manager of the Sentinel-Review, the position which will be vacated this week by R. F. Parkinson, as noted in this column a week or two ago. Mr. McElheran was formerly manager of the job department of the Sentinel-Review. Less than a year ago, he went to Winnipeg as western manager for the Farmers' Advocate. The West did not come up to expectations, and as a place to live, he says, cannot touch good old Woodstock, hence his return. Mr. Parkinson goes to Montreal to become associate advertising manager for the McDougall publications.

Speaking from the pulpit of the Central Methodist church Sunday evening, the pastor, Rev. G. H. Cobbledick, in giving a sermon on the proper observance of the Sabbath, made an earnest plea to his congregation that they refrain from leaving unnecessary shopping until Saturday night, and then ask that parcels be delivered that night. It was time he spoke. The practice of ordering goods Saturday night, which might just as well have been purchased early in the week, is very common. That is what keeps many a proprietor and his clerks, working up to a late hour and sometimes even past the midnight hour into the Sabbath, straightening up his stock and premises ready for Monday morning opening after a busy day's trading. And this is not the worst. By their thoughtlessness, these people keep boys of tender years at work until late Saturday night delivering parcels long after such boys should be at home. Such conditions are not peculiar to Woodstock. They exist all over, despite all the endeavors made from time to time to secure their correction. Though for a time it would seem strange, it would cause no permanent inconvenience and no actual financial loss to merchants, if all stores and shops closed at six or seven o'clock Saturday nights the same as they do any other night in the week.

Trade has not yet picked up very much, but little can be expected while this weather continues.

YARMOUTH N.S. NOTES.

Cain Bros., Yarmouth, have recently put on a fine covered delivery wagon for their grocery business, which is a credit to the firm and which shows their progressiveness. This firm, in the lobster season, makes a specialty of shell-lobster, sending it to the homes all ready for the table, which is much appreciated by housekeepers. The store of this progressive firm is laid out in a very fine way for the display of their goods, and is one of the best kept stores in this vicinity. No wonder the firm are doing the bulk of the grocery business in this town; their store is full of activity from morning till night.

It would be well for the "Poor Food" inspectors to make a round of this section, for there are a lot of inferior goods being sold and there is grave

doubts as to their meeting the requirements of the pure food law.

W. P. Crosby has recently moved into his new store, two doors north of the old one. This is one of the best fitted-up stores in Nova Scotia, everything in the fittings being of the latest and best. Mr. Crosby makes a specialty of carrying the finest goods, and reports his sales as double what they were this time last year.

The right man in the right place is what the knights of the grip say of Manager Geo. A. Pattee, of the Grand hotel, Yarmouth. Mr. Pattee is an American hotel man and he knows how to run one. It is by far the most popular hotel in Nova Scotia. There is no bar at this hotel.

Jacob Boyd, the north end grocery man, of Yarmouth, is an ardent sportsman. He has brought home some wonderful fine catches of trout the past week. Jake has a spot all to himself that the other followers of Isak Walton have not yet got on to, and if he has his way they will not get on to it just at present. The two strings we saw were beauties, running from $\frac{1}{2}$ to 2 lbs. It made one's mouth water to see them.

G. Murray Cain, the cash grocer, of Yarmouth, is certainly doing quite a business. His prices tell and he sells and buys entirely for cash.

The many friends of Mr. McGrath, of Dichrie & McGrath, Tusket, will regret to hear he was under the weather for a day or two recently. Mr. McGrath is very popular with the travelers.

T. G. Hatfield, of Tusket, has begun to build a new store at the three corners, which will be by far the largest in Yarmouth county. Mr. Hatfield is one of Tusket's and Yarmouth county's most progressive merchants.

Under the new management the Ellis hotel, at Port Maitland, promises to become one of the most popular summer resort hotels in the province. The new manager, Mr. Baker, runs an automobile to and from Yarmouth during the summer months twice a day.

"Dad" Fuller, the most popular man on the road, was a recent visitor to Yarmouth. The Flavelle Milling Company are to be congratulated on having so popular a representative as "Dad." Everyone is his friend, travelers, merchants and hotel men.

Yarmouth, N.S. and Vicinity.

One of the most progressive and up-to-date firms in the Maritime Provinces is that of Nickerson, Grant & Co., of Yarmouth, jobbers of fruit and confectionery, and manufacturers of mineral waters and fruit syrups. This firm also puts up one of the best breakfast foods on the market. "Whole Wheat and Meal." They have also a fine trade in "Not a Seed" raisins, which are put up specially for them and which are giving the best of satisfaction to the trade. This firm's advertising of "Whole Wheat and Meal" is unique, and a very handsome picture represents a fine moose head in burnt wood effect. They are also agents for the United Fruits Co.'s line of steamers for the Maritime Provinces.

HAMILTON.

The tomato situation here looks as if this year's crop would be a short one. Growers say that the plants are not doing at all well and when the season opens for transplanting they will

not be in as good a condition as they should be and as the growing time promises to be very short the outlook is not encouraging. For some cause or another the wholesale grocers are not pressing the sale of futures and it is generally supposed that the Canadian canners are not as anxious this year as they have been to fill up the trade with futures or possibly the retailer has found out that the run of the market pays better than loading up with stock that takes him nine months to dispose of.

One enterprising firm is quoting for sporty grocers a speculative price on corn, peas and tomatoes, with a guarantee of sixty per cent. of the order filled if crop is short. This looks better than buying at open figures and letting the seller fix the price. That way looks too much like the seller betting on a sure thing.

The firm quoting prices for futures seems to have done a pretty large business, from what can be learned about it. This may be an incentive to others to follow suit and the retailer will know just about where he is at if he buys on a settled price.

Trade here is a little quiet; the extremely cool weather seems to have had a depressing effect. Our market, one of the best in Canada, has been a little slow the last few days, farmers seeming to have little to bring in at present, but it has been a splendid season for the market gardeners who have a hot-bed attachment. They have sold immense quantities of lettuce, spinach, onions, radishes, etc., at fancy prices. Growing this green stuff for city trade looks like a veritable gold mine and pays better than most of the Cobalt stocks!

R. T. Steele, formerly of Lucas, Steele & Bristol, has become a very large factor in the Laidlaw Lithographing Co. It is expected that this concern will become one of the largest in its line in Canada.

E. Hazell, of Hazell & Dawson, Main St. grocers, was operated on on Sunday at the City Hospital for appendicitis. He is a very popular young man and his many friends are hoping for his early recovery.

LONDON.

The Retail Grocers' Association is to hold a meeting to-morrow night, when the picnic matter will likely be settled. The committee has obtained rates from the Grand Trunk to the following places: Toronto, Hamilton, Sarnia and Detroit, and from the Canadian Pacific to Toronto and Detroit. Whichever place the majority prefer will be the one chosen.

In this connection it has been learned that if the association so desires it can successfully fight the individuals who have a cut-and-dried arrangement with the Michigan Central to run an excursion to the Falls as a "grocers' picnic" on whatever day the association may chose for its outing. It seems that according to an agreement among the railway companies no persons except those formally organized, holding regular meetings with duly elected officers, can run excursions on any of the roads. The parties having to deal with the Michigan Central are not an organized body, and consequently in contracting with them the railway company is violating the agree-

THE CANADIAN GROCER

ment. It is not improbable that the Grocers' Association will put the matter to the test.

Mr. Vanderveer, who was recently elected secretary of the Retail Grocers' Association, finding it impossible to devote the time to the office necessary, has intimated his intention of resigning, and Mr. Hays, the former secretary, has been prevailed upon to again take the position.

Quite a number of grocers in the outlying parts of the city are in the habit of keeping their stores open to all hours every night in the week, and the association is endeavoring to bring them into line and induce them to observe a uniform early closing hour, as in the down-town stores.

With the retirement of C. H. Lee from the grocery business, the central part of Dundas street is left with but two or three grocery stores, where once there were a score or more. The cause of this undoubtedly is the high rents prevailing on this street, which the profits of the business will not permit the grocer to pay. More remarkable still is the fact that many of the best locations on both Dundas and Richmond streets have been taken by Greeks and Turks, who appear to possess the secret of paying the highest rents and still making money out of restaurants, billiard rooms, bowling alleys and shoe shine parlors. The fine premises of W. J. Reid, the Crystal Hall, on Dundas street, is the latest to be turned over for this purpose at an annual rental of \$7,000 or \$8,000. What grocer could stand such a rent as this?

During the past two weeks flour has twice advanced—first 10c., and then 25c. per cwt.,. Thus far, however, the grocers have only made an increase of 20c.

Garden stuff is remarkably backward this season. This time last year home-grown strawberries were in the stores. Now the berries have barely formed.

Brokers' advices regarding California fruits indicate about half a crop of prunes. The prospects for raisins thus far are good. No Spanish quotations have yet been received. Teas continue high. Raw sugars, if anything, are rasier, while refined show no change in prices, the market being stiff. Wholesale business has shown considerable improvement the past two weeks. Canned goods are moving slowly, owing to high prices, although there is still some cutting among retailers.

In connection with their new, big establishment in the East End, Gorman, Eckert & Co. will have a large canning factory, where vegetables of various kinds will be put up on a large scale. This is an entirely new branch of business for this firm, but that they will make it a "go" no one familiar with their business methods and enterprise doubts.

PETERBORO.

The usual agitation has been started for the weekly half-holiday during the summer months. Needless to say, the grocery clerks are enthusiastic over the idea. But it is not likely that they will get it. Last year an effort was made to have all the stores close for half a day each week. All the larger stores, and especially those in the centre of the city, signed the petition, but one or two kept open. This year very few grocers will sign.

Another important feature is that many of the grocers handle fruit during the summer, and as fresh fruit will not keep, the grocer stands to lose considerably by the half-holiday. One grocer said that last summer he invariably received a large shipment of fruit the morning of the half-holiday or just before a regular legal holiday and very often he lost more than the profits on the whole consignment through spoilage. Then, the grocery stores close at six o'clock every night the year round, except Friday and Saturday nights and nights before a holiday. Clerks have no trouble in getting off any time they wish, and therefore the merchants do not think it fair to themselves to give a half-holiday also.

Cheese and Flour.

The cheese makers in this district had an idea of running their factories on Sunday. But when a despatch from Kingston was received to the effect that the Lord's Day Alliance there intended to prevent such work, the idea was dropped.

The flour mills in the city are all running to their full capacity, and have many orders ahead. The article turned out here is of a superior quality and the demand is rapidly increasing. The Peterboro cereal mill will shortly double its capacity. After waiting for several weeks the Peterboro Cereal Co. yesterday received the two big rolls which will be used in manufacturing the new cereal known as Korn Flakes. These are the first of the kind made in Canada and special patterns had to be made for them. There are two rolls which are 24 inches in diameter and 24 inches long, while the journals are 6 inches in diameter. Both the rolls and journals are water cooled. The rolls weigh one ton each, while the whole machine weighs six tons and is capable of exerting a pressure of thirty tons. The machine cost \$1,500, and will be installed the first of the week.

The export trade of cereals, except rolled oats, has been found by some of the local manufacturers to be unprofitable and that end of the business is being dropped. The reason given is that the English people have not yet been educated to the use of modern breakfast foods, and to accomplish this means a very large amount of money spent in advertising. A great deal has already been spent but not in the right way and until a new scheme, one which will appeal to the English people, is adopted, the export business is not likely to prosper. Mr. Sutcliffe, of Manchester, England, was in the city last week trying to make arrangements with W. H. Meldrum, manager of the Peterboro Cereal Co. for handling their goods in England. It is likely that Mr. Sutcliffe's firm will get the agency, although the local firm is not anxious about the Old Country trade. The local demand is growing so rapidly that it keeps the mills running night and day to handle the orders.

Canned Goods a Profitable Investment.

In speaking with Mr. Davies, manager of T. Kinnear & Co.'s branch here, your correspondent learned that the very late season and cold weather did not affect the wholesale grocery trade. He said that business is getting better every week. The only difference noticed so far is that the price of early vegetables is very firm and it will not likely be any

cheaper until the weather becomes more seasonable. Canned goods, such as fruit and vegetables, will very likely be much firmer next year, as prospects for early fresh fruit are very poor.

When asked what he would advise retail merchants to do who happened to have a large stock of canned fruit and vegetables on hand at the present time, Mr. Davies replied that for himself he would hang onto them. He would not advise any merchant to put any canned goods on the bargain counter this year. There is every indication that next fall the output of the canning factories will be considerably smaller than usual, and the demand for them is continually on the increase. It looks as though it might be good speculation to purchase a large stock of canned goods now, if they can be got at a right price, and hold them until next fall and winter.

OTTAWA.

Grocery trade here is reported quiet, owing somewhat to the very cold weather, farmers being busy and not coming in; also as is usual towards the end of the month business slackens considerably.

The judgment rendered by Justice Britton on Saturday last in connection with the case of D. Halliday, asking for the quashing of the early closing by-law, which case was tried here a short time ago, was received by most merchants with a sense of great disappointment, as the advantage of closing their stores at 6 o'clock on ordinary week days and 9 p.m. on Saturdays, was being felt as a blessing and just what you would call ideal conditions for the grocery trade. In fact some of those who approved the by-law when before council expressed their regrets for doing so after having a taste of the new regulation. However, things are not much changed, as the general by-law, closing all stores in the city at 9 p.m. Saturdays will include the grocers, this fact having been pronounced so by the city solicitor to-day, so that 7.30 p.m. the hour stated in the old by-law for ordinary week days, and 9 p.m. in the general by-law, will govern the closing of grocery stores for a time. It is generally agreed by most of the leading grocers, that they will still close their stores at 6 and 9 p.m. by mutual consent now that the people are educated to these hours, so that very little change will be noticed, regardless of the recent decision of the courts.

* * *

The Retail Grocers' Association will go to Alexandria on June 26 for their annual outing. It will take the form of an excursion from Ottawa, and, at Alexandria on that day a large picnic will be held by the Roman Catholic Church there, which will provide the programme and also the meals. The Montreal Grocers' Association will hold their annual outing the same day at Alexandria, so that altogether some 5,000 or 6,000 people are expected to be in attendance as the church people hope to see a large turnout from their own neighborhood. Special rates from Ottawa and all intervening points will be

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THE CANADIAN GROCER

given by the Grand Trunk for that day on the Grocers' special train.

The Ottawa delegates to the Retail Merchants' Convention in Hamilton, July 2nd next, are looking forward to the pleasure of meeting so many of their confreres from Ontario.

Ottawa is holding an Old Boys' Reunion which promises to eclipse anything of its kind ever held. Most of the capital's best citizens are entering into the spirit of the thing and are helping to make arrangements on a large scale in the way of entertainment. The city will look its prettiest and any old resident of Ottawa should not fail to arrange for a visit at this time. It's simply going to be immense.

STRATFORD.

The market on Saturday was fairly attended by both buyers and sellers, but there is little change to note in prices. Eggs sold at from 16c. to 17c. per dozen, and butter was slightly easier at 22c. per pound. There are very few apples now and for what were seen the price of 25c. per peck was asked. Farmers express the fear that if the cold weather continues the crop this year will be poor. It is said that early apples have already been blighted by the frosts. Tomato plants were offered at 25c. a box or 15c. a basket, and cabbage plants at 30c. a hundred.

Owing to the backwardness of the season green stuff is not offered in large quantities yet. On the market Saturday it sold at the usual prices of 5c. per bunch. However, despite the scarcity of the article, our city grocers are managing to meet the demand.

W. J. Norfolk, the popular grocer on Ontario Street, was forced to vacate his old stand and has moved across to the other side of the street. His former premises have been leased to the manager of a new theatre. Mr. Norfolk's new stand is larger than his former one, and he has had it retouched in many ways, making it one of the best grocery stores in the city. It is well lighted, bright and clean, and is an even better stand than his former one.

Special Number a Winner.

Your correspondent called on a Grocer subscriber the other day and was greeted with the following remark: "I tell you what, The Grocer got out a splendid Spring and Export Number last week. I thoroughly enjoyed reading the news of the grocery trade contained therein." Others spoke along the same lines and one handed us the following clipping which he said should be read by all clerks. "Send it to The Grocer where it will be read by hundreds of clerks."

Don't forget loyalty to your employer.

Don't get sore and take it out of customers.

Don't let a customer stand without attention; show him or her at least that you know he is waiting.

Don't use slang in addressing customers.

Don't growl at taking a short luncheon on busy days.

Don't talk about bad luck.

Don't forget the old customer is one of the most valuable.

Don't misrepresent your goods.
Don't dodge the cranky customer; he can teach you.

Don't think no one else can fill your place.

Fruit Damaged.

On Monday it snowed here in the afternoon, and frosts followed at night. The grocers are of the opinion that the fruit season will be a failure in more ways than one. The frost is bound to affect the progress of all lines of fruit. Some of the grocers complain of loss of business on account of the backward weather. At this time last year the green goods were plentiful while at present the supply is somewhat scarce.

A glance over the industrial and commercial relations of Canada, the United States and Europe brings to the mind the importance of the biscuit manufacturing business. During the past few years this branch of industrial



W. J. MOONEY
President Stratford Board of Trade.

life has been one of phenomenal growth. One of the outstanding instances of this truth is found in the story about the Mooney Biscuit and Candy Co. of this city, a company which has in four years jumped into prominence in the business world. It is only four years ago that the manager and president of the company, W. J. Mooney, who is also the new President of the Board of Trade, put into effect his idea of starting a factory. Prior to that time he was a hustling traveler. To-day the company are enlarging their five-storey building and have branches in Montreal, Winnipeg, Toronto, Hamilton, Ottawa, Calgary and Sydney, C.B. Mr. Mooney is a man who thoroughly understands every department of the business. The Mooney Perfection Cream Sodas are to-day considered the best made in the Dominion. In the few seasons since the company started to do business trade has extended to the West Indies and even to the Arctic regions, while their products are to be found in all parts of the Dominion.

INGERSOLL.

By the death of Arthur L. McCarty, son of Mr. and Mrs. A. J. McCarty, which occurred on Tuesday of last week, Ingersoll lost one of its most popular young men, and a musician whose abilities were recognized wherever he went. The deceased had been in poor health for some time and his demise at the early age of 30 years was deeply regretted by a wide circle of friends. Several weeks ago the deceased returned from Portage la Prairie, Man., where he had been residing for upwards of a year and a half as the leader of the band of that place. When he reached Ingersoll it was known to the members of the family and his intimate friends that the end was not far distant.

As a musician the late A. L. McCarty had few superiors. When a mere boy he sprang into prominence as a clarinet player, and from thirteen to seventeen years of age he was connected with Ingersoll bands. His career was one of continual advancement. He became a complete master of the clarinet and his ability won recognition from such a famous organization as the Guy Bros.' minstrels, with whom he toured Canada and the United States for two seasons. As a band leader he was also eminently successful. He was associated with Ingersoll bands in this capacity for some time and his services were not only appreciated by the members, but by citizens generally.

In 1900 he engaged in the confectionery business in London, which he conducted very successfully for four years. During his residence in the Forest City he was a member of the Evans orchestra. In the summer of 1905 he went to Toronto, where he was identified with the Queen's Own band. The funeral, which took place on Thursday afternoon to the Ingersoll Rural cemetery, was very largely attended. Many floral tributes from friends far and near indicated the high esteem in which the deceased was held.

The Much-abused Elements

Many have been the complaints that have been heard during the past few weeks at the weather conditions. The weather is always a ruling factor in connection with trade and merchants generally have had just cause for complaint this season. In place of the bright sunshine and balmy zephyrs, characteristic of the month of May, and which always add a swing to business generally, there have been snowfalls, and high winds that compelled one to cling tenaciously to the winter overcoat and the heavy underwear. One passes the clothing store, where the straw hats are artistically exhibited, with chattering teeth and a longing for the opportunity to step in and buy. The general inclination is one of willingness to be separated from a couple of dollars if the investment would bring about a more salubrious climatic change. The grocers, however, have not the same cause for complaint, as those engaged in other branches of mercantile trade, and while the clothier, the tailor and others are waiting for the bright days, the grocer is still handing out the "necessaries of life."

It is gratifying to the Ingersoll grocers, to know that there is a consistency about their trade that is probably not found everywhere, and the week ends always balance up well. The farmers

who do not get into town on Saturday usually manage to get in some day the following week, and in this way trade is kept up to a uniform mark.

Eggs.

People who rely upon the market for their supply of eggs invariably feel the effects of the rounds of the buyers in the country. It has been a long time since the price of eggs was kept at such a high point as has been the case this spring. Two weeks ago all that were offered were freely taken at eighteen cents a dozen. On Saturday last the price showed a slight reduction, the majority of the sales being made at sixteen and seventeen cents. It appears that the large buyers buy up the eggs almost as quickly as they are gathered and that many farmers would rather dispose of their supply on the premises than take the time to drive to town, even if they can get a cent or so more a dozen for their offerings. This state of affairs has had the result of greatly curtailing the market offerings; and the

send large contingents of Orangemen, and that one of the most successful celebrations in the history of the town is anticipated.

GROCERY TRADE NEWS OF NEW BRUNSWICK.

St. John, N.B., May 27.

Despite the cold and backward weather business continues brisk and jobbers report that trade up to the present time is ahead of last year. High prices rule in almost all lines. Cheese declined half a cent and cornmeal has advanced ten cents. Manitoba flours now sell at \$5.75 to \$5.95 a barrel, and Ontarios are quoted at \$4.55 to \$4.85. The cold weather is having a bad effect on the harbor fisheries and the indications are that the catch will be very much behind the past few seasons. Only a limited catch of gaspereaux is reported, and salmon and shad are only being taken in small numbers and may be classed as luxuries, salmon selling for thirty cents a pound wholesale.

000 barrels and is expected to prove a great convenience.

Another important step will be the extension of the yards by the moving of freight shed No. 3. This shed will be moved out to the Paul street line and rebuilt. This will give room for the laying of several tracks, which are sorely needed at the time the heavy winter traffic is on. During their visit Mr. Emmerson and Mr. Butler attended a meeting of the harbor committee, which was appointed recently to make arrangements for the future development of the harbor. The committee will meet again in the near future and prepare plans, which will be submitted to Mr. Butler. He has promised them every assistance.

The members of the grain commission appointed by the Dominion Government arrived in the city last Thursday, and after inspecting the shipping facilities, wharves and elevators, left for Halifax. They appeared very much interested in the work now being carried on to provide more room for the increasing business of the port.

Elijah Terxa, of Fredericton, and Parlelou Terxa, of Boston, have bought out the grocery business carried on at Fredericton for some years by the Two Barkers, Ltd.

GALT.

Grocery affairs in Galt are rather quiet at present, owing to the backward state of the weather. "We simply cannot supply the demand for green vegetables," said a Main street merchant to your correspondent.

Galt was visited by a regular winter blizzard on Monday. The snow fell at intervals almost all day, and the wind reached a high velocity. None of the old timers can remember a year in which there was such a severe snowstorm as that on May 28.

Considerable anxiety is felt among the Galt grocers regarding the probable outlook for the fruit crop. The reports of heavy frosts in the fruit growing district are serious, and the merchants here who do a large fruit business have about decided that their income this year from that source can be estimated in very few figures.

Joseph Zuccaro has requested your correspondent to state that the groundhog which fell a victim to his trusty revolver was interred with all due solemnity.

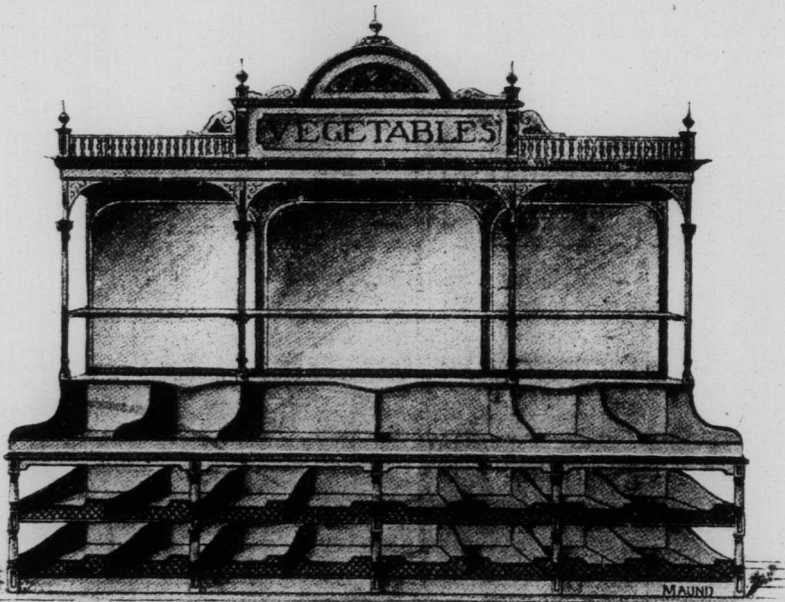
The grocery store of Pat Radigan is being remodelled and repainted, and, when finished, will present a much improved appearance.

The merchants in Galt are beginning to renovate and repaint their premises in order to make a good showing when the Old Boys return in August next.

There is a rumor current that a new grocery store will shortly be established in a new building to be erected on South Water street.

The half-holiday project is still a dead issue, and the probabilities at the present time point to the fact that the project has been interred with the epitaph "Requiescat in Pace."

The grocers in Galt speak in most complimentary terms of the excellent special spring number issued by The Grocer. One merchant made the re-



STORE SUGGESTIONS—Stand for Displaying Vegetables, English Design.

vendors do not lose much time in learning that they practically control the situation.

From what can be learned from the surrounding country the backward weather has had a disastrous effect. Considerable Fall wheat is said to have been killed, while it is also feared that much of the fruit, especially plums and cherries, have been seriously damaged. Some farmers who have large plum orchards went to the trouble of protecting their trees by keeping a fire burning all night, but the majority of producers did not take any precaution and it is believed that they have suffered severely.

With the commencement of spring the demand for canned goods generally has shown an improvement and the indications point to a rather brisk trade in these lines.

Arrangements are now being made for a monster 12th of July celebration. It is expected that several counties will

Eggs are very firm, but butter is coming in quite freely and the price is dropping somewhat. Potatoes are very scarce and there is a big demand for them at \$2.25 to \$2.50 a barrel. Only a limited quantity are arriving on the river steamers, as the farmers are holding them back for seeding purposes. Nova Scotia and P.E.I. shipments have arrived during the week, and prices ranging from \$2 to \$2.50 a barrel were paid.

M. J. Butler, Deputy Minister of Railways, and Hon. H. R. Emmerson visited the city on Thursday last, and with G. M. Jarvis, divisional superintendent; L. R. Ross and other terminal officials, went over the I.C.R. terminals and mapped out some important changes that will be welcomed by wholesale grocers and merchants in general. It was decided to commence the erection of a large flour shed near the Mill street crossing. It will have a capacity of 7,-

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mark that he had seen many trade journals, but that The Canadian Grocer was easily the best.

CHATHAM.

Ald. Potter has, since the beginning of the year, been the head and centre of a hard fight on behalf of municipal ownership in connection with the civic lighting plant. The alderman is a staunch advocate of continuing the lighting business as a municipal undertaking, and is a steadfast opponent of the proposal in certain quarters to transfer the lighting to the Chatham Gas Company, a private corporation. As chairman of the civic property committee, Ald. Potter has had his work cut out for him lately, his investigations into the subject of lighting involving much labor and research. At a recent council meeting, when it was decided to refer the matter to the Ontario Municipal and Railway Board, Ald. Potter was warmly congratulated both by Mayor Stone and by Ald. Kerr, the chief champion of private contract, on the manner in which he had attended to the work of his committee.

"There is every indication of a boost in the prices of beans this season," said N. H. Stevens, president of the Canada Flour Mills Company last week. "The prices have already advanced 45 cents in Detroit, and it is likely there will soon be a corresponding advance here. In spite of this the crop, it is feared, will be a poor one. The farmers are afraid to plant for fear of their plants being frozen and the seed wasted. The cold is still so severe in the north that the prospects for the bean crop here are not very bright."

There is still another canning factory in view for Kent county. This time Blenheim is the prospective location. On Monday evening Bates & Lloyd, the promoters of the enterprise, met the Blenheim council and discussed the project. The council decided to submit a by-law to the electors, providing for a loan of \$10,000 for ten years, repayable without interest.

30 Per Cent. Assessment.

Henceforth the assessment of Chatham retailers will, in all likelihood, be on the basis of 30 per cent., instead of 35 per cent. as heretofore.

Such, at least, is the interpretation of the Assessment Act given by no less an authority than Provincial Secretary Hanna in a letter to Secretary Mills, of the Board of Trade.

At the organization meeting of the retail merchants last winter, Dominion Organizer Brubaker brought the matter up, claiming that Chatham retailers were assessed at too high a rate, higher than that obtaining in certain towns and smaller cities. The matter was referred to a committee, who waited on the Provincial Secretary at Toronto. While they failed to see that gentleman personally, the Assistant Provincial Secretary expressed the opinion that under the act the 35 per cent. assessment applied to Chatham.

Secretary Mills wasn't satisfied with this interpretation. Like Organizer Brubaker, he was a resident of Berlin at the time the act was drafted and remembered that in its original form it placed the rate for cities at 30 and for towns at 35 per cent., the extension of the 30 per cent. rate to towns over 10,000 population being made at the instance of Berlin, where the retailers claimed that it was unfair to levy on them a higher rate than in cities whose population was smaller.

Provincial Secretary's Letter.

Mr. Mills accordingly laid the matter in detail before Provincial Secretary Hanna. In reply Mr. Hanna wrote:

"Replying to your letter re percentage of assessment payable by the retail merchants in Chatham, it would seem that the words 'in other cities' in line 4, sub-section 1, section 10 of the Assessment Act must be construed to mean 'all other cities,' and the limitation of population applies only to towns. Under the general law, a town cannot be erected into a city until it contains 15,000 inhabitants, and I think it must be assumed that a city incorporated by

special meeting of the R.M.A. members of the grocery trade comprised fully fifty per cent. of the gathering.

NOTES.

D. Nephew, grocer, etc., of Finch, has been burnt out.

Charles H. Lee, of London, grocer, is closing out his business.

Smith, Avery & Mills, grocers, of Saskatoon, have dissolved.

Gelinas & Co., general store, of St. Alexis des Monts, have dissolved.

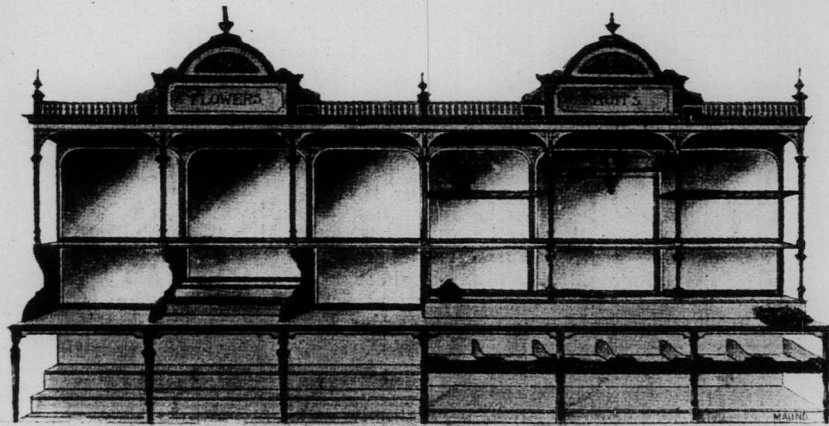
Noel Gibeault, grocer, etc., of St. Johns, has sold to Eugene Rodieu.

W. C. Allan, general store, Buchanan, has been succeeded by Gillespie Bros.

Philippe Desbarnais, grocer, of St. Rosaire, has been burnt out. Some insurance was carried.

J. W. Low and Hamilton & Co., who conduct general stores at Finch, have been burnt out. Both the establishments were partially insured.

Frederick Kyle, of McMeekin & Co., tea merchants, London, was in Toronto this week visiting the firm's agents, Geo. Musson & Son. He went on to



STORE SUGGESTIONS—Stand for Flowers and Fruits Suggested by English Expert.

special act containing less than 15,000 becomes subject to all laws applying to cities."

After pointing out that Chatham was clearly subject to the act, the Provincial Secretary went on to state that, while the matter was not entirely clear of doubt, he was of the opinion that under the act the business assessment of Chatham should be on the 30 per cent. basis.

The letter was laid before a special R.M.A. meeting Tuesday evening, when Messrs. C. H. Mills and G. W. Cowan were appointed to wait on the city council and lay the Provincial Secretary's interpretation of the act before them.

If the council refuse to carry out this interpretation—which is thought to be exceedingly unlikely—a test case will be made.

That the grocers, despite unfavorable hours, are doing their share in the work of organization, is strikingly evinced by the fact that their section of the R.M.A. is one of the most active in the city. In addition, at Tuesday evening's spe-

cial meeting of the R.M.A. members of the grocery trade comprised fully fifty per cent. of the gathering.

Davidson & Hay are placing on the market a new English sauce called Hindoo, of which they expect great things.

C. L. Marshall, manager of the brokerage department of the MacLaren Imperial Cheese Co., will start to-morrow on a trip to Halifax, Sydney, St. John, Quebec and Montreal, especially in connection with the firm's business for Maconochie's goods. He will visit the eastern agencies and soon after his return will go to the Pacific coast on a like errand.

NEW CONNECTION FOR OLD FIRM.

Nicholson & Brock, the birdseed and mince meat manufacturers, have arranged with Frank L. Benedict & Co., of Montreal, to act as their representatives in that city.

Nicholson & Brock are a live firm and deserve all their success. This new venture should go far towards enlarging their trade in Ontario.

HAWKERS' AND PEDDLERS' BY-LAW

Retail Merchants' Association Prosecute Case at Galt—Magistrate Says By-law is in Restraint of Trade—Decision Will be Appealed:

The first real case of an infraction of By-law No. 87, known as the Hawkers' and Peddlers' By-law, was heard in the Galt Police Court by Magistrate Blake on Tuesday, May 28.

Wesley G. Hull, of London, was charged that on May 27th, 1907, he being a transient trader, or a person not appearing on the assessment roll of the town of Galt in respect to business or income assessment, unlawfully offered goods for sale, contrary to By-law No. 487.

The Retail Merchants' Association, who are prosecuting the case, were represented by M. A. Secord, and the defendant by J. H. Hancock, who pleaded not guilty for his client.

Mr. Secord said that the defendant was being prosecuted under Section 3 of By-law No. 487, which reads as follows:

Every transient trader or other person whose name has not been duly entered on the assessment roll in respect of income or business assessment for the then current year, and who may offer goods or merchandise of any description for sale by auction or any other manner, conducted by himself or by a licensed auctioneer, or by his agent or otherwise, is liable to prosecution.

The words "Transient Trader" wherever they occur shall extend to and include any person commencing in the municipality the business in the said clauses mentioned; who has not resided continuously in such municipality for a period of at least three months preceding the time of the commencement by him of such business therein.

Never Asked for An Order.

Chief Gorman and Town Clerk McCarty gave evidence to the effect that the defendant had not secured a transient trader's license, and the latter to the fact that the defendant's name did not appear on the assessment roll of the town.

Mrs. Mary Christie was called by Mr. Secord, and said that Hull had sold her three pounds of tea on Monday. He had delivered the tea.

To Mr. Hancock: Did not buy tea on Monday, but had ordered it same time previously, and it was delivered on Monday.

This evidence closed the prosecution and Mr. Hancock called the defendant, Mr. Hull, to the stand.

Mr. Hull said that he was in the tea business for himself with headquarters in London. He had regular customers, and at certain intervals he supplied these with a certain quantity of tea. He did not carry samples. Had no stationary premises in the town of Galt. He never delivered the tea at the time of taking the order and never asked for an order.

To Mr. Secord: Had standing orders with customers. By this he meant that he delivered so many pounds of tea

once every two months. Took three pounds of tea to Mrs. Christie on Monday and received \$1.15. Had also delivered tea at Mrs. Christie's on March 25. Had been supplying Mrs. Christie since November, 1906. Did not live in Galt.

To Mr. Hancock: Tea delivered on Monday was ordered March 25th.

To Mr. Secord: "I have no transient trader's license and have not had this year."

Three Opinions.

Mr. Secord submitted that the prosecution had made out a case under Section 3; the defendant was not a resident of Galt, not on the assessment roll in respect to business or income tax, and, finally, he had sold tea. Mr. Secord said that all the facts considered he would ask for a conviction.

Mr. Hancock submitted that no case had been made out. The by-law said "offer goods or merchandise for sale." At the time the tea was sold there was no offering of goods or merchandise. Mr. Hancock said the defendant simply took orders on foot and then delivered the goods. There was no provision in the by-law regarding the delivery of goods. Mr. Hancock submitted that no case had been made out against the defendant.

Magistrate Blake said that he had no doubt that Mr. Hull had both offered for sale and sold tea. The point was whether or not Mr. Hull was a transient trader. If he was not a transient trader he could peddle tea until kingdom come; if he were a transient trader he would be fined.

Mr. Hancock said that he would submit that Mr. Hull was not a transient trader, for the reason that he could not be placed on the assessment roll.

Mr. Hancock said that if there was a conviction the case would be appealed.

Mr. Secord said that a person who did not continuously reside in town was a transient trader. If a person was on the assessment roll, in addition to that, he would have to reside in town before he could comply with the provisions of the by-law.

In Restraint of Trade.

Magistrate Blake said that so far as the evidence was concerned he thought that Mr. Hull was a transient peddler. The magistrate said that in his personal opinion the by-law was in restriction of trade, but that officially he would have to follow the law as laid down in the by-law. As the case was a technical one he would impose a nominal fine of \$1 and 50 cents costs, which would allow for an appeal.

Mr. Hancock, at the conclusion of the case, said that an appeal would be made and the by-law tested.

T. A. Rutherford, president of the Retail Merchants' Association, F. L. Hamilton, secretary, and a number of other merchants were in court and took notes of the proceedings.

Toronto's Transient Traders.

In connection with this case it may be interesting to note that Sub-section 14 (a) of the Transient Traders Act was passed in 1906 in consequence of a decision of the Privy Council in the case of City of Toronto v. Virgo (1896) appeal cases p. 88.

The City of Toronto had assumed to pass a by-law prohibiting any hawker, etc., from prosecuting his trade or calling in any of the streets or portion of streets in the city of Toronto therein named. The hawkers contended that this by-law was invalid as going beyond the powers in that regard conferred on the city by the Municipal Act. They argued that the power to "license, regulate and govern" did not include the power to prohibit and prevent, which had been assumed by the city. Their contention was upheld by the Privy Council and the by-law was held to be in excess of the city's powers, therefore of no effect.

Sub-section 14 (a) was accordingly passed to cover this point, and under the power conferred by this amendment the Police Commissioners of Toronto passed in July, 1906, a by-law prohibiting the sale of fruit, candies or peanuts from any basket or from any wagon, cart, or other vehicle upon the principal business sections of Yonge, King and Queen Streets, under penalty of \$50 and costs or six months' imprisonment.

The provisions following the words "peace officer" in the first proviso to Sub-section 14 were also added in 1906.

A COMPLIMENT.

The Stratford grocers have just received the annual spring and export number of The Canadian Grocer. It is a very bright number and besides containing a large budget of grocery news from the Stratford correspondent, it also reproduces a pen and ink sketch of the "maple product" window recently exhibited at H. T. Barker's store. The sketch was made by Albert H. Myers, a clerk in Barker's store.—From the Stratford Daily Herald.

TAILOR-MADE HOUSES.

J. M. Taylor, grocer, of Montreal, is dabbling in real estate futures. He is building two good looking three-flat dwellings on Rozelle Street and says he has experienced no difficulty in finding tenants. The houses, which are comfortable, roomy and well designed, will be ready for occupation in September. Why do not more grocers go and do likewise?

MRS. RICHARD CADBURY DEAD.

Mrs. Richard Cadbury, wife of the millionaire English chocolate manufacturer, recently met death under peculiar circumstances. She had concluded a tour of the world with her four daughters, and was returning on the Empress of India when, on May 21, during a terrific gale, she was thrown violently down the saloon stairway of the steamer and died of the effects. The body was embalmed and is being taken to England by her daughters.

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THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - - - *President*

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BUTTER.

The North of England is the stronghold of Danish butter, and if Canadians mean to make any impression with their product it is essential that they should follow the Danish method of packing. The present system of shipping butter in boxes is ruining Canada's chances of obtaining any foothold in the Leeds and Hull districts. The butter should be shipped in casks and the Canadian trade agent at Leeds reports to the Department of Trade and Commerce at Ottawa that practically every dealer has suggested continually that all Canadian butter sent to the north of England should be packed in this manner. If we do not conform to the requirements of our customers, we need expect no consideration or favor at their hands. Independence carried too far becomes pig-headedness.

CAUTIOUS CHICAGO.

Owing to the packers having notified the commission men that they will no longer stand the loss on condemned cattle, and that they will refuse payment on cow-stuff until it has been passed by the Government inspectors, meat prices

in Chicago are expected to take a big jump within the week.

The commission men have notified all their customers of the action taken by the packers, and have advised them to withhold all shipments of cattle to the big markets controlled by the trust until the matter is adjusted. Meanwhile meat will be virtually at a premium before the week is over, and it is a bold man who undertakes to prophesy where the prices will go to. Chicago, at any rate, has learnt her lesson from "The Jungle," and is taking no chances. Mr. Sinclair will be growing egotistical.

WHEAT.

A well-known daily paper recently wired 130 of its correspondents the following questions:—"Have farmers stopped seeding wheat? How does acreage compare with last year? Has there been any growth? What acreage is being sown to coarse grains," On this somewhat comprehensive list they demanded 50 words of information from each man, and the summarized result can hardly fail to be instructive.

The average tenor of the reports is optimistic, but indicates that in Manitoba the wheat acreage will be from 8 to 10 per cent. less than last year. Saskatchewan, while a gain is confidently looked for, will not show so large an increase as was originally anticipated. From all points throughout the west the soil was reported in splendid condition and well seeded. Some warm weather, followed by light showers, will ensure a crop equal, if not in excess, of those reaped in the last two years.

The wheat market may conceivably suffer as a result of these improved crop conditions. Its extraordinary activity is certain to be somewhat depressed, but no one is likely to object to that. What is of quite as much importance is that confidence in the west will be restored and strengthened by the present favorable outlook.

A PARABLE.

There was a Grocer who refused to read the Advertisements in his Trade Journal. He said it was Principle, and he spelled it with a capital P. He said he Knew his Business, and he Knew who he wanted to Buy from, and no one could Teach Him anything. No—Sir-ree. The Rut he lived in finally grew so Deep that he was scarcely visible to Passers-By.

Just at this Time, along came Opportunity, and, seeing the Wretched Condition of the man, he bent down and offered him his Hand. The Rage of the Grocer over this Piece of Presumption was Terrible to witness. He cursed Opportunity for daring to Address him, and his face expressed Eleven different kinds of Emotions at once. He looked as though he would like to Break Something, and that, if he had a Preference, was the Fifth Commandment. Growing speechless at length, with the Unaccustomed Effort of his own Eloquence, he stood silent and Glared at Opportunity, who thus proceeded to address him:

"Your Evil Temper," said he, "is surpassed only by your Colossal Ignorance. You are Immersed in your own Egotism, and though you may consider yourself a Living Encyclopedia of all Knowledge since Noah left the Ark, you will find that opinion shared only by Yourself. I am glad to have met you, however, for you present a New Field for my Exertions. Henceforth I shall devote myself to the Extinction of your Species." Saying which he turned on his heel and left the grocer to His Thoughts.

EGGSTRAORDINARY

Truth is stranger than fiction, but it is not upon that basis that we submit the following item. Let it stand, without fear or favor, strictly upon its own merits.

W. Marriott, an Old Country farmer, found in his farmyard an egg whose length was 7½ inches, whose circumference was 6½ inches and whose general appearance was like unto the product of a youthful ostrich. While not wishing to place any undue strain upon the credulity of our readers, it is our plain duty to add that within this oviparous monstrosity there lurked a second egg, perfectly formed and pure white. After this, the least we can do is to supply what Mr. Marriott's modesty or imagination forbade his giving utterance to, and assure our readers with all the veracity at our command that within the second egg, peacefully sleeping and perfectly self-contained, reposed a young turkey, which, as soon as it was liberated, rose, and with great dignity picked its way across the yard to the kitchen, whence it has not since reappeared.

Gilmour & Co., of Brockville, are losing their local representative, who is going to Victoria, B.C., having accepted a position in the far west.

Markets and Market Notes

QUEBEC MARKETS

POINTERS:—

- Canned peaches—Advanced.
- Canned lobsters—Scarce.
- Japan tea—Firm.
- Seeded raisins—Prices withdrawn.
- Nuts—Firm and higher.
- Beans—Higher.
- Compound lard—Advanced.

Montreal, May 30, 1907.

Jobbers do not complain of lack of trade, but say demand is very fair for most lines. The backward summer is handicapping business more or less, but everything considered, satisfaction is expressed with the volume of orders being received. Strike troubles are over and it is easier to ship goods by boat, but it is still rather difficult to obtain prompt shipment of merchandise by rail. Collections are good in most quarters.

Prices are climbing in nearly all lines. Japan teas are firmer and the market is advancing. Quite a good business is being done in most teas. Sugar is about steady with only fair business. The weather is against this article. In molasses, first lots of new crop have arrived, and customers are being supplied daily. Canned peaches are higher, 15c. to 20c. a case. All canned fruits are very scarce. Canned lobsters are hard to obtain, few jobbers having any stock worth speaking about. Prices on seeded raisins have been withdrawn. Prunes are strong, with advancing tendency. All nuts are very firm and in many cases higher. Coffee appears to be firmer now that the Brazilian Government has ceased buying. Evaporated apples are rather quiet. Beans have been advanced and are firm. Compound lard is $\frac{1}{2}$ c. to $\frac{1}{4}$ c. higher. Bulk olives have been advanced 15c. to 20c. a gallon. Imported castile soap is up $\frac{1}{2}$ c. to 1c. a pound. Glucose has been advanced 10c., while pot barley is also selling for higher prices, \$2.40, an advance of 30c., being asked per bag. No barrels are obtainable.

SUGAR — Sugar is about steady but business being transacted is not large owing, to some extent, to the unfavorable weather.

Granulated, bbls	\$4 60
" " 4-bbls	4 75
" " bags	4 55
Paris 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
Powdered, bbls	4 80
" " 50-lb. boxes	5 00
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2 "	4 30
No. 1 " bbls	4 20
No. 1 " bags	4 15

SYRUPS AND MOLASSES — First shipments of molasses have been received by several houses and they are now supplying their customers. Demand

for molasses to arrive is good. Advices from the Islands are to the effect that practically the whole crop has been sold up. The crop this season seems to have fallen short of anticipations.

Barbadoes, in puncheons	0 29	0 31
" " fancy	0 30	0 33
" " in half-barrels	0 31	0 34
New Orleans	0 23	0 35
Antigua	0 30	0 40
Porto Rico	0 40	0 02
Corn syrups, bbls	0 02	0 03
" " 1-bbls	0 03	0 03
" " 2-bbls	0 03	0 03
" " 3-bbls	0 03	0 03
" " 4-bbls	0 03	0 03
" " 5-bbls	0 03	0 03
Cases, 2 lb tins, 2 doz per case	1 10	2 00
" " 5-lb. " 1 doz. "	2 45	2 40
" " 10-lb. " 1 doz. "	2 40	2 35
" " 20-lb. " 1 doz. "	2 35	

TEA — Japan teas continue interesting. There are many rumors going the rounds. Some are informed that prices at present ruling in Japan are 2c. to 3c. above those quoted this time last year. Cable advices received by those in a position to know would indicate that, while the market is firm with an upward tendency, there has not been the increase in prices stated by some. Actual business has been transacted at figures which are certainly not 3c. above last year's quotations. Teas which are sold by the importers at 20c. and more are scarcely any higher than they were in 1906, perhaps $\frac{1}{2}$ c. or so, while lower grades will be rather higher than last market. Some tea men find quite a demand for old Japans in preference to new crop, but as stocks of old cannot be at all large there is little likelihood of much business being done in this quarter. Indians and Ceylons are firm, with very good demand for the better grades. China greens are in fair demand.

Japans—Fine	0 29	0 31
" " Medium	0 20	0 23
" " Good common	0 15	0 18
" " Common	0 15	0 17
Ceylon—Prin n Orange Pekoe	0 20	0 33
" " Pekoes	0 17	0 20
" " Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
" " Hysons	0 18	0 20
" " Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
" " " pea leaf	0 19	0 22
" " " pinhead	0 30	0 35

COFFEES — Reports from Brazil state that the Government has stopped buying, having purchased about 6,000,000 bags, which means about half this year's crop. The fact of the Government's going out of the market seems to have lent some strength to the situation and it is likely there will be considerable buying now. Local coffee men are wondering what the Brazilian Government is going to do with the coffee now on its hands. Its movements will be watched with interest.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio No. 7	0 23	0 04
Santos	0 09	0 11
Maraonho	0 11	0 13
Roasted and ground 20 per cent. additional.		

DRIED FRUITS — There has not been a great deal doing in this market lately, but demand is improving, and

during the week there has been a little more activity than usual. Prunes are looking up, there being quite a demand for this line. The market is strong. Quotations on seeded raisins have been withdrawn by California houses. Some expect that seeded for August-September shipment will be very scarce and, consequently, high, but it is too early yet to say definitely. Currants are firmer abroad and quiet locally. Nuts are strong all around. Tarragona almonds are selling 14 $\frac{1}{2}$ c. to 15 $\frac{1}{2}$ c., an advance. Prospects are for a larger crop this year. First shipments will be made end September or beginning October. There is a stronger feeling in walnuts, stocks abroad being gradually cleaned up. Peanuts are very firm and higher in primary markets. Strong demand is reported, especially for low grades. Filberts are quoted 12c. to 13c.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 09
Selected, per lb.	0 09	0 10
Layers, "		0 10

Dates—		
Hallowees, per lb.	0 04	0 04
Sais, per lb.	0 03	0 03
Packages "	0 05	0 06

California Evaporated Fruits—		
Apricots, per lb.	0 21	0 23
Peaches, "		0 18
Pears, "		0 16

Malaga Raisins—		
London 'ayers	2 25	
" " Connoisseur Clusters	3 00	
" " 1-box	1 10	
Royal Buckingham Clusters, 1-boxes	1 37	
" " boxes	4 50	
" " Excelsior Window Clusters	5 50	
" " 1/2's	1 50	

Californian Raisins—		
Fancy seeded 1-lb pkgs	0 11	
Choice seed d. 1-lb. pkgs	0 10	
Loose Muscatels 3 crown	0 19	
" " 4 crown	0 10	

Prunes—		per lb.
30-40s	0 09	0 09
40-50s	0 08	0 08
50-60s	0 06	0 06
60-70s	0 07	0 07
70-80s	0 07	0 07
80-90s	0 06	0 06
90-100s	0 06	0 06
Oregon prunes (Italian style), 40-50s	0 07	0 07
" " 50-60s	0 07	0 07
Oregon prunes (French style), 60-70s	0 06	0 06
" " 80-100s	0 06	0 06
" " 100-120s	0 04	0 05

Currants—		
Filiatras, uncleaned, barrels	0 07	0 08
Fine Filiatras, per lb., in cases	0 08	0 08
" " cleaned	0 08	0 08
" " in 1-lb cartons	0 09	0 09
Finest Vostizzas "	0 09	0 09
Amaliss "	0 09	0 09

Sultana Raisins—		
Sultana raisins, per lb.	0 13	0 15
" " 1-lb carton		0 15

Elemes Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 08	0 09
Four crown, fancy, 10-lb. boxes	0 06	0 07
Three crown	0 06	0 06
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 15
" " pulled figs, in boxes, per lb.	0 15	0 20
" " stuffed figs " " box	0 25	0 30

SPICES — There has been no change in the spice situation since last report.

Peppers, black	0 16	0 20
" " white	0 25	0 30
Ginger, whole	0 16	0 20
" " Cochin	0 17	0 20
Cloves, whole	0 20	0 30
Cream of tartar	0 25	0 25
Allspice	0 12	0 15
Nutmegs	0 30	0 55

EVAPORATED APPLES — Demand is but fair at 10c. for small lots. A

better price can be had on large orders.
BEANS AND PEAS — Beans are stiff and prices are advancing. Peas are firmer.

Choice prime beans	1 45	1 50
Soup pea, whole, bag 2 bushel	2 25	2 35

MAPLE PRODUCTS — The maple syrup season is just about over. Except for the tail end arrivals little is coming in. Maple sugar is in fair demand at lower prices.

Pure maple syrup, bulk, per lb.	0 05½	0 07
Compound maple syrup, per lb.	0 05	
Pure Townships sugar, per lb.	0 0½	0 07½

RICE AND TAPIOCA — Rice continues to sell at the old figures. Tapioca has not changed locally, little business being done. Reports from Singapore state that stocks are not at all heavy, and holders are asking firm prices.

B rice, in 10 bag lots	3 10
B rice, less than 10 bags	3 20
C rice, in 10 bag lots	3 00
C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 07 0 07½

MONTREAL.

PROVISIONS — Lard, especially compound, is very firm. This latter has been advanced ¼c. to ½c. a pound within two weeks. Oil is very firm, hence the higher prices. Smoked meats are higher, as will be noticed. Plate beef has been put up another \$1 and supplies are very limited. There is not much of last summer's pack offering.

Lard, pure tierces	0 12	0 12½
" " 56-lb. tubs	0 12½	0 12½
" " 20-lb. pails, wood	0 12½	0 12½
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 12½
" " 5-lb.	0 12½	0 13
" " 3-lb.	0 12½	0 13
Lard, compound tierces, per lb.	0 09½	0 10½
" " tubs	0 09½	0 11½
" " 20-lb. pails, wood	2 23	2 23
" " 20-lb. pails, tin	2 13	2 18
" " cases, 1-lb. tins, 60 lbs. in case	0 10½	0 11½
" " 5-lb.	0 10½	0 11½
" " 3-lb.	0 10½	0 11½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	23 50	
American short cut clear	24 50	
American fat back	22 50	25 00
Breakfast bacon, per lb.	0 15	0 16½
Hams	0 13½	0 16½
Extra plate beef, per bbl.	15 50	16 50

BUTTER — The market this week is slightly easier, lower prices ruling. Figures will have to decline still further, however, before any export business can be done. Local trade is very good. Dairy, tubs, is quoted this week. Large rolls are about finished.

New creamery, choice, boxes	0 21	0 21½
" " pound prints	0 22	
Large roll	0 19	0 19
Dairy, tubs	0 17	0 20

CHEESE — Cheese is in good demand and business being transacted is fairly large. For old, some are asking as high as 15½c., but purchases have been made at 14c. Export business is increasing as the make becomes larger. The Old Country markets are pretty bare and all that we can ship will be easily placed in England. Importers object to the present prices as being too high, but they must pay them now, and probably for some weeks to come, or do without the cheese.

Cheese, old	0 14	0 15½
" " new, large	0 13½	
" " twins	0 13½	

EGGS — Prices have not changed ma-

terially since last report. The market is firm under arrivals none too large. Dealers are asking 17½c. to 19c. for No. 1 and 21c. for selects. There is not much storing being done at present.

HONEY — Continued cold weather is affecting the honey industry and the outlook is none too bright for a good crop. One farmer writes that cold weather has killed off nearly half his bees and he does not expect to have nearly so many hives as in former years. Farmers in other sections of the country are meeting with like experience. Meantime trade locally is dull.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10
Buckwheat	0 07	0 08½

CANNED GOODS

MONTREAL—All canned fruits continue very scarce, greatly handicapping trade. Many jobbers are asking figures above list prices, peaches, for instance, selling at \$2.20 to \$2.25 for 2's and \$3.25 and \$3.50 for 3's. Orders are being taken for new crop goods at open prices. Cold weather is affecting vegetables considerably. Canned lobsters are practically unobtainable. Few jobbers are supplied, and those having a stock are getting the prices. Business in this line will not be brisk now, owing to this scarcity, until the end of June, when new pack appears on the market. Imported sardines are going well, but other canned fish are slow. Canned meats are selling better than they have since the exposure. Canadian brands are in strong demand while American lines appear to be recovering somewhat from the severe blow dealt them a year ago.

TORONTO—Very firm markets all along the line characterize the canned goods trade. The season has now gone so far that at least two or three weeks additional consumption is assured. That means at least 5 per cent. increased consumption for the year, which is not a small consideration. Stocks of canned fruits are getting into small compass and the backward season brings a short pack of tomatoes within the range of possibility. Peaches, yellow, 2's, are advanced to \$2.25. Pears are firmly held. Golden wax and Refugee beans are higher.

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.

Apples, standard, 3's	1 07½	1 05
" " preserved, 3's	1 32½	1 30
" " standard, gal.		2 95
Blueberries—		
2's, standard	0 95	0 92½
2's, preserved	1 45	1 42½
Gals., standard		4 50
Cherries—		
2's, red, pitted	2 27½	2 25
2's, " " not pitted	1 77½	1 75
Gals., red pitted		8 90
" " not pitted		7 40
2's, black, pitted	2 27½	2 25
2's, " " not pitted	1 77½	1 75
2's, white, pitted	2 42½	2 40
2's, " " not pitted	1 92½	1 90

Currants—		
2's, red, H.S.	1 82½	1 80
Gals., red, solid pack		7 40
Gals., red, standard		5 15
2's, preserved	2 02½	2 00
2's, black, H.S.	1 92½	1 90
2's, preserved	2 15	2 12½
Gals., black, standard		6 65
Gals. " " solid pack		8 15
Gooseberries—		
2's, H.S.	2 17½	2 15
2's, preserved	2 40	2 37½
Gals., standard		6 50
Gals., solid pack		8 50
Lawtonberries—		
2's, H.S.	1 80	1 77½
2's, preserved	1 97½	1 95
Gals., standard		5 50
Peaches—		
1½'s, yellow (flats)	1 72½	1 70
2's, yellow	2 65	2 62½
3's, yellow	2 42½	2 40
3's, yellow (whole)	2 42½	2 40
2's, white	1 77½	1 75
2½'s, white	2 55	2 52½
3's, white	2 75	2 72½
3's, pie	1 32½	1 30
Gal., pie, peeled	4 67½	4 65
Gal., pie, not peeled	3 72½	3 70
Pears—		
2's, Flemish Beauty	1 67½	1 65
2½'s, Flemish Beauty	2 02½	2 00
3's, Flemish Beauty	2 17½	2 15
2's, Bartlett	1 82½	1 80
2½'s, Bartlett	2 22½	2 20
3's, Bartlett	2 37½	2 35
3's, pie, not peeled	1 32½	1 30
Gal., pie, peeled	4 02½	4 00
Gal., pie, not peeled	3 42½	3 40
Pineapple—		
2's, sliced	2 02½	2 00
2's, grated	2 12½	2 10
2½'s, whole	2 82½	2 80
Florida 2's, sliced or grated		2 60
Singapore, 1½'s, sliced		1 50
" " 2½'s, whole		2 30
Plums, Damson—		
2's, light syrup	1 20	1 17½
3's, light syrup	1 72½	1 70
2's, heavy syrup	1 35	1 32½
2½'s, heavy syrup	1 67½	1 65
3's, heavy syrup	1 97½	1 95
Gal., standard	3 37½	3 35
Plums, Lombard—		
2's, light syrup	1 25	1 22½
3's, light syrup	1 75	1 72½
2's, heavy syrup	1 40	1 37½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	1 97½	1 95
Gal., standard	3 57½	3 55
Plums, greengage—		
2's, light syrup	1 30	1 27½
2's, heavy syrup	1 45	1 42½
2½'s, heavy syrup	1 72½	1 70
3's, heavy syrup	2 00	1 97½
Gal., standard	3 87½	3 85
Plums, egg—		
2's, heavy syrup	1 72½	1 70
2½'s, heavy syrup	2 00	1 97½
3's, heavy syrup	2 32½	2 30
Raspberries, Red—		
2's, L.S. (Shafferberries)	1 55	1 52½
2's, H.S.	1 77½	1 75
2's, preserved	1 97½	1 95
Gals., standard		5 65
" " solid pack		8 65
Raspberries, Black—		
2's, black, H.S.	1 77½	1 75
2's, preserved	1 92½	1 90
Gals., standard		5 40
" " solid pack		8 40
Strawberries—		
2's, heavy syrup		2 50
2's, " " preserved		2 17½
Gals. " " standard		6 42½
Gals. " " solid pack		9 17½
VEGETABLE		
Asparagus—		
2½'s, tips, California		3 90
2's, Canadian		2 80
Beets—		
2's, sliced, sugar and blood red		1 02½
2's, whole		0 82½
3's, sliced, " "		1 25
3's, whole, " "		1 15
Beans—		
Fancy brands		0 90
2's, golden wax		0 85
3's, " "		1 35
Gals. " "		3 92½
2's, refugee or valentine (green)		0 90
Gals. " "		0 97½
2's, crystal wax		0 97½
Red kidney, 2's		1 05
Lima, 2's		1 30
Corn—		
2's	0 95	0 92½
Gal., on cob		4 65
Carrots—		
2's	0 97½	0 95
3's	1 07½	1 05
Cabbage—		
3's	0 92½	0 90
Caulliflower—		
2's	1 47½	1 45
3's	1 87½	1 85

THE MARKETS

The Canadian Grocer

Paranips—		
2s	0 97½	0 95
3s	1 07½	1 05
Peas—		
1s, extra fine sifted	1 02½	1 00
2s, standard	0 87½	0 85
2s, early June	0 97½	0 95
2s, sweet wrinkled	1 02½	1 00
2s extra fine sifted	1 27½	1 25
Gals., No. 4	3 92½	3 90
Pumpkins, 3s	0 95	0 92½
Gal.	3 02½	3 00
Rhubarb—		
2s, preserved	1 20	1 17½
3s	1 97½	1 95
Gal., standard	2 77½	2 75
Spinach—		
2s	1 45	1 42½
3s	1 87½	1 85
Gals.	5 17½	5 17
Squash—		
2s	1 20	1 17½
Gal.	3 52½	3 50
Tomatoes—		
2s	1 00	0 97½
3s, all kinds	1 20	1 17½
Gals., all kinds	3 62½	3 60

SAUCE, ETC.

Tomato sauce, 1s	0 50
" " 2s	0 80 0 83
" " 3s	1 00
Chili sauce same as tomato sauce	
Catsups, tins, 2s	0 75 0 90
" gal.	4 50
" jugs	7 70 12 00

FISH.

Lobster, tails	4 00
" 1-lb. flats	4 30
" 1-lb. flats	2 25
Mackerel	1 10
Scotch	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Tails, per doz	1 80 1 90
1-lb. Flat	1 95
1-lb. "	1 20
Rivers inlet	1 65 1 70
Northern River Sockeyes	1 65 1 75
Cohoos, per doz	1 35
Humpbacks	1 00 1
Sardines, French ½s.	0 12 0
" Portuguese ½s.	0 08 0 10
" P. & C. ½s.	0 25 0 27
" P. & C. ¾s.	0 35 0 38
" Domestic, ½s.	0 03 0 03½
" Mustard, ½ size, cases 50 tins, per 100	4 00
Haddies, per doz	1 10 1 00
Kipperd herrings, domestic	1 20
" imported	1 35 1 60
Herrings in tomato sauce, domestic	1 00
" imported	1 30 1 40

MEATS, ETC.

Beef, corned 1s, per doz	1 400
" 2s	2 5
" 3s	7 50
" 14s	17 50

Per dozen tins.

Chicken, 1s, boneless	3 00
Turkey, 1s	3 00
Duck, 1s	2 85
Tongue, 1s, lunch	2 75 3 00
Soup, 2s, giblet	1 96
" 2s, tomato	1 00
" 3s	1 45
Pig's feet, 1s, boneless	1 40
" 1½s	2 50

ONTARIO MARKETS.

POINTERS—

Business—Less active.
Sugar—Continues firm.
Active trade in canned goods.
White beans—Higher.
Butter—Lower.
Provision markets—Firm.

Toronto, May 30, 1907.

Trade is not as brisk this week as it has been, but a fair business is passing and there is no complaint about collections. The lull is generally attributed to the cold weather and more active buying is expected to result from the return of seasonable temperature. Little sugar is moving at present, but the market is firm. Canned goods are the feature of trade at present. There is an active demand for both vegetables and fruits and stocks of the latter are getting into small compass. Prunes are

selling well and spot stocks are pretty low. This line is especially interesting because of the outlook for a short crop and high prices the coming season. There has been a marked advance in white beans primarily, though it has been only partly communicated to the jobbing trade. There are now indications of a normal sultana raisin crop.

TEA—Demand continues about normal but considerable difficulty is encountered in securing lower grade tea of a kind good enough for this market. Latest mail advices from London report a strong demand for tea up to 7d. per pound.

COFFEE—The visible supply of the world on May 1 was 16,009,449 bags; a month before it was 15,397,742 bags, and on May 1, 1906, it was 10,356,157 bags. The large increase is of course due to the abnormal production in Brazil which it is claimed by the opponents of cheap coffee, will be small this year and next. Locally, trade is normal at about unchanged prices.

SUGAR—While sugar is not selling as briskly as a little while ago, the market continues firm. The raw market has

LAST MINUTE PROVISION MARKETS.

Montreal, Thursday, May 30, 1907.

BUTTER—Prices declining. Demand good.
CHEESE—Market firm under fair demand.
EGGS—Prices advancing. Now asking 18c. to 19c. dozen.
PROVISIONS—Firm.

been somewhat inactive, but firm. The situation now turns more upon beet than Cubans. Reviewed last week. Willett & Grey say: "The influence from Europe was on the whole not entirely satisfactory. Daily fluctuations up and down from 9s. 10½d. to 10s. to 9s. 11½d. at the close, indicated uncertainty for the immediate future of beet sugar. The quotations for the home markets, while not very stable in appearance, still maintain actual business to a moderate extent at full prices, the last spot sales being 3.92c. per lb., or 1-16c. above last week."

D. Rattray & Sons, Montreal, under date of May 27, say of raws: "Our market, referring particularly to British West India sugars, has been quiet and featureless, but very firm, holders asking 2½c C. & F. basis 96 degrees, equal to 3¼c. duty paid Montreal. Barbados grocery grades are also higher, holders asking an advance over previous prices. "The New York market has also been quiet, but firm. Cuban sugars have sold at 2 9-16 C. & F. basis 96, equal to 3.92 duty paid New York, and sales are rumored at 1.32 higher, 50,000 to 100,000 bags having been sold at the advance."

In regard to refined, D. Rattray & Sons say: "Owing to the unseasonable weather, both here and in the U.S., the demand has been very quiet. At the moment we see no reason to expect immediate further advances, but the tendency is for higher prices as the season progresses. All refiners are holding firm at list prices. Greenock refiners have advanced their prices, owing to the higher quotations ruling with them for raw sugars."

Paris lumps, in 50-lb. boxes	5 35
" in 100-lb. "	5 05 5 25
St. Lawrence granulated, barrels	4 70
Redpath's granulated	4 70
Acadia granulated	4 70
Berlin granulated	4 60
Florenz	4 70
Bright coffee	4 51
Bright yellow	4 55
No. 3 yellow	4 25
No. 2 "	4 40
No. 1 "	4 30
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

MOLASSES AND SYRUP—For all that is doing in these lines here at present these prices might be omitted. Quotations are unchanged.

Syrups—	
Dark	0 33 0 35
Medium	0 38 2 4
Bright	0 38 2 4
Corn syrup, bbl, per lb.	0 21
" bbls	0 03
" kegs	0 11
" 3 gal. pails, each	1 5
" 3 gal. "	1 10
" 2-lb. tins (in 2 doz. case) per case	2 00
" 5-lb. (in 1 " " " " " "	2 45
" 10-lb. (in 1 " " " " " "	2 40
" 20-lb. (in 1 " " " " " "	2 35

Molasses—	
New Orleans, medium	0 30 0 35
" bbls	0 30 0 35
Barbados, extra fancy	0 40 0 50
Porto Rico	0 45 0 60
West Indian	0 30 0 35
Maple syrup—	
Imperial qt.	0 87½
1-gal. cans	0 85

DRIED FRUITS—Prunes are selling pretty well and stocks on spot are getting into small compass. Some houses are short on some sizes and some on others. Estimate for the coming crop is being reduced and is now placed at 40 per cent. of a year ago. Prices of futures at the coast have advanced another cent and the average now is about 5 cents, compared with 2¾ cents a year ago. Reports from Smyrna now indicate, with favorable weather, a normal crop of Sultana raisins, about 40,000 tons. Greece reports almost a Canadian winter, with the season now 3 weeks behind. Conditions are not unfavorable, however, if the dreaded peronosporos can be kept down.

Referring to Sultana raisins in the special spring number of May 17, it was said "Stocks in all consuming markets are low and low opening prices are looked for." It should have read, "high opening prices are looked for."

Prunes Santa Clara—	
Per lb	Per 1
100-120s	0 04½
90-100s, 50-lb boxes	0 05½ 0 05½
80-90s	0 06 0 06½
70-80s	0 06½ 0 07
60-70s, 50-lb boxes	0 07
50-60s	0 07½
40-50s 25-lb "	0 08
30-40s	0 10 0 10½

Note—25 lb. boxes ½c. higher than 50 lb.

Candied and Drained Peels—	
Lemon	0 11 0 11½
Orange	0 11 0 12
Apricots, per lb.	0 21 0 25
Peaches	0 18 0 20
Figs—	
Element, per lb.	0 8 0 15
Tappeta	0 34 0 04
Bag Figs	0 04½ 0 05
Currants—	
Fine Filigras	0 07½ 0 08
Patras	0 08½ 0 09½
Uncleaned, ½c. less.	
Raisins—	
Sultana	0 12½ 0 15
" Fancy	
" Extra fancy	

The Co

Valencia, s Seeded, 1-lb " 16 " 12

Dates—Halloweens Sairs Domestic ev

NUTS—Nuts first-class stopped

Almonds, T " Fo she Walnuts, G " Bc

Filberts, per Pecans, per Brazils, per (The follo green. For Selected Spi A 1s, banne Japanese J Virginia

SPICE

Peppers, bl " whi Ginger Cassia Nutmeg Cloves, whc Cream of ta Allspice

Mace Mixed pickl Cinnamon

RICE

pretty tapioca.

Rice, stand. Rangoon Patna Japan Java Sago Carolina ric Tapioca, m

BEAN growing cents.

Beans, hend " prim " Lim

HIDE

Prices a than u are not cause ki at this

Hides, iusp Country hid Calf skins, Horse hides Rendered t Pulled wool

Horse hair, Wool, ul. wa

MA

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With 1 is once houses active retarded pessimis ing now Price ly unim rooms a orders cannot hand ex from la

Valencias, selected	0 09	0 09
Seeded, 1-lb packets, fancy	0 11	0 11
" 16 oz packets, choice	0 10	0 11
" 12 oz	0 09	0 09
Dates—		
Halloweens	0 05	Fards choicest
Sais	0 04	" choice
Domestic evaporated apples	0 09	0 08

NUTS—Trade is slow. There is difficulty in getting good Brazil nuts. One first-class Toronto confectioner has stopped using them.

Almonds, Tarragona, per lb.	0 15
Formigetta	0 13
shelled Valencias	0 32
Walnuts, Grenoble,	0 12
Bordeaux,	0 10
shelled	0 27
Filberts, per lb.	0 11
Pecans, per lb.	0 17
Brazils, per lb.	0 13
(The following quotations on peanuts are for sack lots, green. For roasted add 2c.)	
Selected Spanish	0 08
A 1's, banners and suns	0 09
Japanese Jumbo's	0 09
Virginia	0 11

SPICES—Quotations are unchanged.

Peppers, blk	Per lb.	0 16	0 20
white	0 25	0 30	
Ginger	0 18	0 35	
Cassia	0 18	0 75	
Nutmeg	0 45	0 25	
Cloves, whole	0 20	0 30	
Cream of tartar	0 25	0 35	
Allspice	0 22	0 28	
Mace	0 17	0 20	
Mixed pickling spices, whole	0 15	0 20	
Cinnamon, whole	0 17	0 20	
ground	0 20	0 12	

RICE AND TAPIOCA—There is a pretty good movement of rice and tapioca. Prices are unchanged.

Rice, stand. B.	0 03	0 03
Bangoon	0 03	0 03
Patna	0 05	0 05
Japan	0 06	0 07
Java	0 06	0 07
Sago	0 07	0 07
Carolina rice	0 07	0 10
Tapioca, medium pearl	0 07	0 10
double goat	0 07	0 07

BEANS—The market in the bean-growing district has advanced 5 to 10 cents.

Beans, hand picked, per bush	1 50	1 60
prime N. 1.	1 45	1 50
Lima, per lb	0 62	0 07

HIDES, WOOL AND TALLOW—Prices are steady. Receipts are lighter than usual at this time of year. There are not many hides in the country because killings are fewer than ordinarily at this season.

Hides, inspected, cows and steers, No. 1	0 09	0 08
" No. 2	0 08	0 08
Country hides, fat, per lb, cured	0 07	0 08
Calf skins, No. 1, city	0 11	0 12
" No. 1, country	0 11	0 12
Sheep skins	1 65	1 80
Horse hides, No. 1	3 25	3 50
Rendered tallow, per lb.	0 05	0 06
Pulled wools, super, per lb.	0 25	0 27
extra	0 28	0 30
Horse hair, per lb.	0 28	0 30
Wool, un-washed	0 13	0 14

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, May 30, 1907.)

With fine, seasonable weather business is once again very active and wholesale houses are experiencing one of the most active seasons on record. Trade was retarded by unfavorable weather and pessimistic crop reports, but it is coming now with a rush.

Price changes are few and comparatively unimportant this week. Canned mushrooms are practically off the market and orders placed for delivery this spring cannot be filled. There are no stocks on hand except a small supply left over from last year. This is commanding a

price of 25c to 30c. per tin. Canned plums are also practically unobtainable and canned peaches (2's) are in very scant supply. Sugar is steady at the advance noted in last week's issue.

CANNED GOODS—Canned peaches (2's) are practically off the market and hence command a high price. Canned plums are practically unobtainable. We quote:

FRUITS.		Group No. 1	Group No. 2 & 3
Apples—			
3's standard, per doz.	1 29	1 27	
gallons, per doz.	3 47	3 45	
Cherries—			
2's, red pitted, per doz. case	2 41	2 39	
Currents—			
2's red, heavy syrup, per doz	1 96	1 94	
2's black	2 16	2 04	
Gooseberries—			
2's heavy syrup	2 31	2 29	
Lawtonberries—			
2's heavy syrup	1 94	1 91	
Peaches—			
2's yellow flats	2 30	2 27	
3's	3 12	3 09	
Pears—			
2's, F.B.	1 81	1 79	
3's	2 39	2 37	
2's Bartlett's	1 96	1 94	
3's	2 59	2 57	
2's Globe, light syrup	1 51	1 49	
Plums—			
2's Damson, 1's	1 34	1 31	
2's Lombard, 1's	1 39	1 37	
2's Greengage, 1's	1 44	1 41	
2's Egg, heavy syrup	1 86	1 84	
Raspberries—			
2's red, light syrup	1 69	1 66	
2's black, heavy syrup	1 91	1 89	
Pineapples, whole, 2 lb., per case	3 55	3 51	
" sliced, 2	3 85	3 85	
" grated, 2	4 40	4 40	

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

MEATS.			
Pork and beans 1's, per doz.	1 25	1 25	
" 2's	1 90	1 90	
" 3's	2 60	2 60	
Clark's 1 lb. plain, per case	2 25	2 25	
" 2 "	1 80	1 80	
" 1 " tomato sauce, per case	2 25	2 25	
" 2 "	1 80	1 80	
" 3 "	2 25	2 25	
" Chili	2 25	2 25	
" 1 "	1 90	1 90	
" 2 "	2 25	2 25	
" 3 "	2 25	2 25	
Soups, per doz.	1 25	1 25	
Canned chicken (Man. Can. Co.) per doz	3 25	3 25	
turkey	3 25	3 25	
chicken, per doz	3 30	3 30	
turkey	3 30	3 30	
duck	3 30	3 30	
Corned beef	2 75	2 75	
" 1's per case	2 55	2 55	
Man. Can. Co. 2's per doz.	2 50	2 50	
Roast beef (Man. Can. Co.), 2's, per case	1 35	1 35	
(Clark's), 1's, per doz	2 75	2 75	
" 2's	2 55	2 55	
Potted meats, 1's, per doz.	0 55	0 55	
Veal loaf 1 lb., per doz.	1 25	1 25	
1 lb.	2 50	2 50	
Ham loaf 1/2 lb.	1 25	1 25	
1 lb.	2 50	2 50	
Chicken loaf 1 lb.	1 85	1 85	
1 lb.	3 50	3 50	
Lunchtongue 1's	3 65	3 65	
Sliced smoked beef	1 80	1 80	
1-lb. tins, per doz.	3 10	3 10	
" 1-lb. glass	3 35	3 35	
Chipped	1 45	1 45	
1-lb. tins	2 50	2 50	
1-lb. glass	3 05	3 05	
Sliced bacon	3 10	3 10	
1-lb. tins	3 25	3 25	
1-lb. glass	1 55	1 55	
Corned beef 1-lb. tins, per doz.	2 75	2 75	
2-lb.	2 75	2 75	

FISH.

Salmon, Fraser River sockeye, per case	7 25
" Skeena River	7 10
" River's Inlet	6 85
" Red Spring	6 30
" humpback	4 00
" cohoes	5 75
Lobsters (new), 1-lb. flats, per case	16 50
" 1-lb. tails, per case	10 50
" 1-lb. tails, per case	15 00
" flats, per case	15 50

SUGAR—The price is steady since the recent advance. We quote:

Montreal granulated, in bbls.	5 30
" in sacks	5 25
" yellow, in bbls.	4 90
" in sacks	4 75
Wallaceburg, in bbls.	5 20
Berlin, granulated in bbls	5 10
" in sacks	5 15
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-bbls.	6 25
" in 100-lb cases	6 25
Raw sugar	4 70

SYRUPS AND MOLASSES—Quoted as follows:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 20
" 5-lb tins, per 1 "	2 65
" 10-lb tins, per 1 "	2 45
" 20-lb tins, per 1 "	2 50
" barrel, per lb.	0 03
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-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03
Porto Rico molasses in 1-bbls, per lb.	0 04
Blackstrap, in bbls., per gal.	0 31
" 3 gal. bts., each	2 25

COFFEE

Whole green Rio, per lb.	0 10
" roasted " per lb.	0 12
Ground roasted Rio	0 13
Standard Java in 25-lb. tins, per lb.	0 33
Old Government Java in 25 lb. tins, per lb.	0 32
Mocha	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 35
Maracaibo	0 19
Choice Rio	0 17
Pure	0 16
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
1-lb	0 33
Local Blends—	
Mocha and Java in 2-lb. tins, per lb.	0 33
1-lb.	0 24

MINCE MEAT

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

PICKLES—Local brands are quoted as follows:

Sour—		
1 gal pail	70	
3 "	1 81	
5 "	2 75	
Crock	65	
Bottles, 18 oz., per doz.	2 00	
20 "	2 25	
Chow—		
1 gal pail	75	
3 "	1 95	
5 "	3 00	
Crocks	70	
Bottles, 18 oz., per doz.	2 00	
20 "	2 25	
Sweet—		
1 gal pails	80	
3 "	2 15	
5 "	3 25	
Crocks	75	
Bottles, 18 oz., per doz.	2 25	
20 "	2 50	

Onion—		
1 gal pails	90	
3 "	2 40	
5 "	3 75	
Crocks	85	
Bottles, 18 oz., per doz.	2 50	
20 "	2 75	

FOREIGN DRIED FRUITS — No change in price. We quote:

Sultana raisins, bulk, per lb	0 13
" cleaned	0 14
" 1 lb pkgs	0 16
Table raisins, Connoisseur clusters per case	2 60
" extra dessert	3 40
" Royal Buckingham	4 00
" Imperial Russian	5 25
" Connoisseur clusters, 1 lb pkgs, per case (20 pkgs)	3 35
" Connoisseur clusters, boxes (5) lbs.	0 80
Valencia raisins, f. o. s.	1 75
" selected	1 85
" layers	2 10
Trenor's Valencia raisins, f. o. s, per case	2 70
" selects	2 85
" layers	2 95

CANADIAN FLOUR IN THE ORIENT

Our Trade Hindered by Cheap American Grades—Transportation Inadequate—China and Japan Demand a Special Flour—What Newfoundland is Doing.

By Alexander MacLean, Commercial Agent, Japan

California raisins, muscatels, 2 crown, per lb.	0 10 1/2
" " " 3 " "	0 10 1/2
" " " 4 " "	10 1/2
" " choice seeded in 1/2-lb. packages per package	0 10 1/2
" " fancy seeded in 1/2-lb. packages per package	0 10 1/2
" " choice seeded in 1-lb. packages per package	0 12 1/2
" " fancy seeded, 1-lb. packages, per package	3 10
Prunes 100-120 per lb.	0 04 1/2
" 90-100 "	0 05 1/2
" 80-90 "	0 05 1/2
" 70-80 "	0 06 1/2
" 60-70 "	0 06 1/2
" 50-60 "	0 07 1/2
" 40-50 "	0 07 1/2
Currants, uncleaned, loose pack, per lb.	0 07 1/2
" dry cleaned, Filiatras, per lb.	0 07 1/2
" wet cleaned, per lb.	0 07 1/2
" Filiatras in 1-lb. pkg. dry cleaned, per lb.	0 08 1/2
" Vostizas, uncleaned.	0 08 1/2
Hallowee dates, new per lb.	0 06
" in packages, per lb.	0 07 1/2
Figs, cooking, in tannets, per lb.	0 06
" in sacks "	0 10
" table, 1 crown "	0 11
" " 3 " "	0 13
" " 5 " "	0 13
" " glove boxes, per box	0 09 1/2
" " square boxes (12 oz) per box.	0 08 1/2
" " 1 lb baskets, per basket.	0 15
Apricots, choice, in 25-lb. boxes, per lb.	0 21 1/2
Apricots, standard in 25-lb. boxes, per lb.	0 21 1/2
Peaches, choice, per lb.	0 15
Peaches, " "	0 15 1/2
Pears, choice (halves), per lb.	0 13 1/2
" standard "	0 13
Plums, choice (dark pitted) per lb.	0 14 1/2
Nectarines, choice.	0 16

EVAPORATED AND DRIED APPLES—Canadian evaporated apples are quoted still at 10 1/2 to 11c. per lb., and dried at 9 3/4c. per lb. Evaporated apples imported from St. Louis are quoted by some houses at lower prices.

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

Ontario honey, 5-lb. tins per case.	8 75
" 10-lb. "	8 65
California honey 1-lb. glass jars, 2-do. case.	4 80
" " 5-lb. tins, 1-do. case.	8 40
" " 10-lb. " 1-do. "	10 60
" " 60-lb. " per lb.	0 14

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

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

NUTS—

Almonds, per lb.	0 16
" (shelled), per lb.	0 33
" in small lots, per lb.	0 11 1/2
Filberts	0 11 1/2
Jumbo peanuts, roasted	0 17
" green	0 14
Diamond peanuts, roasted	0 14
" green	0 11
Walnuts, new, Grenobles, per lb.	0 1
" Marbots "	0 1
" shelled, "	0 30
Pecans, per lb.	0 15
Shelled walnuts, January delivery	0 26
Brazils, per lb.	0 15

OATMEAL AND CORNMEAL—

Rolled oats, 80 lb sacks, per sack	1 85
" 40 " "	0 22 1/2
" 20 " "	0 85
" 8 " "	0 39
Granulated oatmeal, per sack	2 50
Standard, per sack	2 35
Cornmeal	1 60

EGG CASES—In good demand at following prices:

No. 1 egg case, complete	0 45
No. 1 " without filler	0 30
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
" white, "	1 85

FOR SALE.

A SNAP—Two ideal tea packing machines, guaranteed in first-class condition, will be sold below cost. Write Box 146, CANADIAN GROCER, Toronto.

AGENCY WANTED.

Do you want a live man to represent you, act as your agent or, help you manage or advertise your business? Wrightson Thorp, has wide experience of tea, coffee, general grocery, provisions, wholesale and retail, gained in the City of London and in Canada; Wrightson Thorp is looking for responsible position, with money in it, in an ambitious firm; references second to none. Address Wrightson Thorp, Toronto.

Since the Japanese tariff, effective just six months ago, gave a decided preference to wheat over flour, there has been some inquiry for wheat quotations and as to the probability of supply. Although there have been some transactions, the general report is that prices are too high. One of the latest answers is that "You Canadians are too well off, your prices show that you have a better market than we can offer you."

To a recent inquiry for business from a Canadian milling company, a leading firm here say that they will be very glad to hear from the Canadian company with their best proposals, but "at the same time we must admit that although we have tried for a long time to do business in Canadian flour, we have so far been unable to make any headway owing to the competition of the cheaper American qualities."

Another leading firm thank this office for the information but "regret to say that owing to the high price of Canadian flour it is impossible for us to do business, therefore feel that it is useless to trouble the inquiring company with our correspondence." These are representative houses, with widely extended connections, who know the market thoroughly, and whose business it is very desirable to have. There are others, who take up the inquiry, first-class houses, too; but they have the same market to cater to, and great expectations are therefore not in order. The general tenor of correspondence with the milling and grain operators in British Columbia and Alberta impresses one with the comparative unreadiness of the trade there to present a strong front in this market. Milling and elevator facilities are as yet seemingly in the early preparatory stages. And that is after all only a reasonable condition, because these things involve large expenditure of money which could not be ventured upon unless the crops to supply them could be anticipated.

Transportation Facilities.

Then there is the matter of transportation facilities. The Canadian Pacific has a great name, and has done and continues to do great things for Canada, in the Orient. But the opinion here is that the traffic is up to the facilities; and that flour and grain from Vancouver will not compete with those products from Seattle and Tacoma until the facilities are greatly increased.

As to the unreadiness for efficient exportation to this market, I find in the Vancouver Daily Province an interview very much to the point, under date of March 6.

The manager of a Vancouver milling company, interviewed, says that "within the last thirty days we have received inquiries for approximately a million

bushels of hard wheat for shipment to the Orient, principally to China. We have shipped about a thousand tons of this hard wheat to the Orient within the two or three months, and the reports we have received from there are that the grain is very satisfactory for mixing purposes. The indications are that a large amount of our grain will be used by the mills in the Orient in the future; in fact they are very anxious to secure our grain. They mix it with the softer wheats from Australia and Puget Sound, and it adds strength to their product.

Good Prospects for Alberta.

"The trouble with us is that we are unable to get this wheat, as what surplus there was—probably about two million bushels of milling wheat in Alberta—was in the greater part moved east last fall because of lack of elevator capacity. There are large amounts still in Alberta, but they are being held for milling purposes. The surplus stock for export is now practically exhausted. Were that not the case this Oriental business could be handled.

"Could we not get the wheat from Saskatchewan? No, it costs too much to get the grain from there, because the long haul to the coast is too expensive.

"I have just returned from an extensive trip through Alberta, where in the grain trade I found prospects for the coming summer extremely bright. A very large increase of winter wheat is in the ground, and this grain is looking exceptionally well. From present indications Alberta will have at least five million bushels of wheat for export this year, where she had less than two million bushels available last year. We are confident that a large part of that surplus grain will move to Vancouver. While the demand from the Orient is now making itself manifest, I believe that in the future Mexico will take quantities of our highest grade grains.

"We are now installing machinery in our flour mill. We expect to commence operations in time to place our flour on the local market by May 1.

"As to surplus for export, we have sufficient inquiries from the Orient alone to enable us to operate our mill night and day from the start. We have our eyes on the Orient, and expect to develop that trade as rapidly as conditions warrant; but we intend for the time to make Vancouver and British Columbia our principal market, and will use nothing but No. 1 hard wheat from the Northwest in the manufacture of our flour. Our surplus stocks will be exported."

What the party giving this interview says, is consistent with what I have be-

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THE CANADIAN GROCER

fore me in his company's correspondence with this office. It is consistent, too, with what has always been advanced upon this subject in these reports; that is, that the flour and grain trades of Canada tributary to the Pacific are not yet ready, but are getting ready, to take an aggressive part in the Oriental market.

I would say here, that, in order to effect profitable competition in the Japanese market with Oregon, Washington, and California flour, it will be necessary to make a specialty of flour manufacture acceptable to this market.

PTOMAINES.

Poisoning by ptomaines probably is as little understood as any of the common ills that befall man. Only recently, says the California Fruit Grower, has ptomaine poisoning been reduced to anything like scientific knowledge. In our ignorance of the cause and action of this poison we have nursed many popular delusions. For instance, canned goods have long been believed to have been the most prolific source of ptomaine poisoning, while, as a matter of fact, they are about the freest from danger. Canned goods generally are prepared from the fresh material, used before there is chance of decomposition to reach the danger point.

Furthermore, they usually are carefully sterilized. And if the bacteria of ptomaine have been at work gases will have been produced, the ends of the can will be bulged out and the presence of poisoning, or chance of it, thereby easily detected.

Throughout the entire scientific world recently special attention has been paid to the subject of ptomaine poisoning for the purpose of preventing and treating it. Professor S. C. Prescott of the Department of Industrial Biography of the Massachusetts Institute of Technology, has given to the world lately much valuable information concerning his experiments.

The word ptomaine is derived from the Greek word for corpse, the first ptomaines having been discovered in bodies. The name was suggested in the early '80's by an Italian scientist. The ancient Hebrews knew the danger from this source, and one of the commandments in Deuteronomy is: "Ye shall not eat anything that dieth of itself; thou shalt give it unto the stranger that is within thy gates, that he may eat it." Which was a valuable safeguard for the "chosen people," but a little rough on the other fellow.

Food poisoning may be caused in various ways, the substance most commonly affected being meat, sausage, fish, milk and cheese in which bacterial action produces ptomaine poisoning readily. These bacterial changes usually take place in the flesh before it is cured or cooked.

A FISH STORY.

A well known meat firm on the upper west side of New York is hoping this story will not get out. The firm in question enjoys a fine trade in sea food on Fridays, and last week received a big consignment of a certain shellfish. The manager looked over the stock and

decided that a sign on the window would help to dispose of them. Calling one of the clerks to him, he ordered him to print a sign on the window to help sell out the stock. The clerk did as ordered and returned to his work. In a few moments one of the partners entered. There was a frown on his face and he called the manager to him and entered into a noisy discussion. The clerk who printed the sign was called to the front and severely reprimanded as a result.

"Next time," cautioned the irate partner, "next time that you put up such an insulting ad. you'll lose your job, young man."

"But—but what is the matter with it, sir?" stammered the poor clerk.

The partner led him outside and pointed at the window. Beneath the names of the partnership appeared the advertisement in the following manner:

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o.....o
:
: John Brown & Co. :
:
: Lobsters.      :
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CROPS DELAYED BY WEATHER.

The very backward state of the weather has prevented full and accurate reports being obtained by the Ontario Department of Agriculture from the fruit centres of the province regarding the condition of the orchards, as the stage of growth is nearly two weeks later than usual, and in most parts of the province fruit trees have not got into leaf or blossom by the middle of May. Several reports speak of plum trees dying, but some attribute this to the severe winter of 1903-4 having told on the vitality of the trees. Other fruit trees have come through in good condition and give fair promise of fruiting should spring frost be escaped. Complaints are made of injury from the San Jose scale and the oyster shell bark louse, but more spraying than ever is being resorted to in order to overcome these and other orchard pests. There are reports of injury to small fruits by the winter.

THE BUSINESS MAN.

"If a young man does not find romance in his business, it is not the fault of the business, but the fault of the young man. Consider the wonders, the mysteries, connected with the recent developments in that most spiritual of all agents—electricity, with its unknown, and, perhaps, even unguessed powers. He must indeed be a dull and prosaic young man who, being connected with electricity in any of its forms, is not lifted from humdrum business to the region of the mysterious. Business is not all dollars. These are but the shell—the kernel lies within, and is to be enjoyed later, as the higher faculties of the business man, so constantly called into play, develop and mature. He must possess one of the rarest qualities—be an excellent judge of men—he often employs thousands. He must know how to bring the best out of various characters; he must have the gift of organization—another

rare gift; must have executive ability; must be able to decide promptly and wisely."—Andrew Carnegie in System.

A GOOD PROPOSITION.

For the past half-century Branson's coffee extract has been widely known among the British public and has obtained many awards at the leading international exhibitions. In England the Branson's essences are handled by such reputable firms as Crosse & Blackwell and E. Lazenby & Sons, and their advertisement "Call a spade a spade and Branson's coffee essence perfection" is as well known as any advertising phrase on this side of the water. In addition to a large home trade Messrs. Branson have a wide export connection and have recently entered the Canadian market. Green & Co., 23 Scott street, Toronto, are the sole agents for the Dominion, and are making a specialty of the proportion of best chicory. This preparation is recommended by the "Lancet," "Shereff" coffee, which is prepared from specially blended and high grade coffees, with the necessary proportion of best chicory. This preparation is recommended by the "Lancet," The organ of the medical profession in England, and is a good seller. Attractively packed and at a price which shows a good profit to the retailer, it is an article which up-to-date grocers find profitable and satisfactory.

MAPLE SYRUP FOR TOBACCO.

Maple syrup is used for many purposes and is appreciated in many ways, but evidently we have not yet seen the limit to the purposes to which it can be put. Tobacco manufacturers are now, some of them, using maple syrup to flavor their chewing tobacco, instead of the sweet licorice formerly employed. The Grocer learns that one large manufacturer is searching all over the Eastern Townships to secure sufficient quantity to fill his wants for the coming year.



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.

Grocers' Sundries

Large English manufacturing firm about to open extensive advertising operations throughout Alberta and British Columbia wish to communicate with a reliable house in Calgary and also Vancouver, having connection with retail grocers throughout each province. Box 147, Canadian Grocer, Toronto.

EFFECTIVE WINDOW DRESSING

Picture of the Montreal Soap Window—Illustration of a Good Window Display Spoiled by Goods on the Outside.

A very effective window display of Sunlight Soap was made recently at P. Campbell & Co.'s store, 42 Victoria St., Montreal, is shown in the accompanying illustration. Although the space inside the window was very narrow, yet with the aid of "staging" the dresser was able to show what could be done under such difficulties.

At the back three large posts were erected with cross bars at the top. These were covered with colored paper, and white tape was used to carry out the decorative idea. At the base large cartoons of Sunlight were placed, while 5-cent packets were so piled up that the housewife was at once attracted. The different posters, both large and small, were a great help in adding to the effect. Those of a more comic nature caused passers-by to stop, which is just what a smart poster should do. The window was arranged by one of the clerks, K. Harrison.

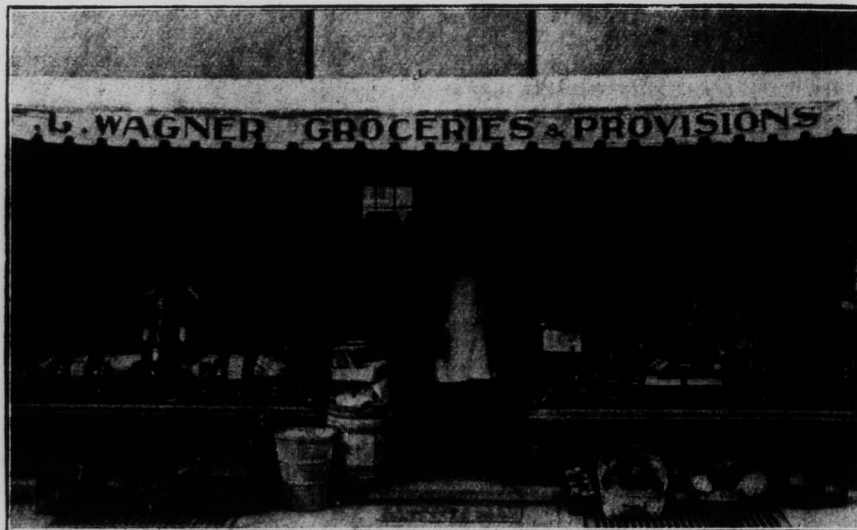
WESTERN FOOD SHOW A WINNER

The preparations for the coming Food Show in Winnipeg July 1-13 demon-

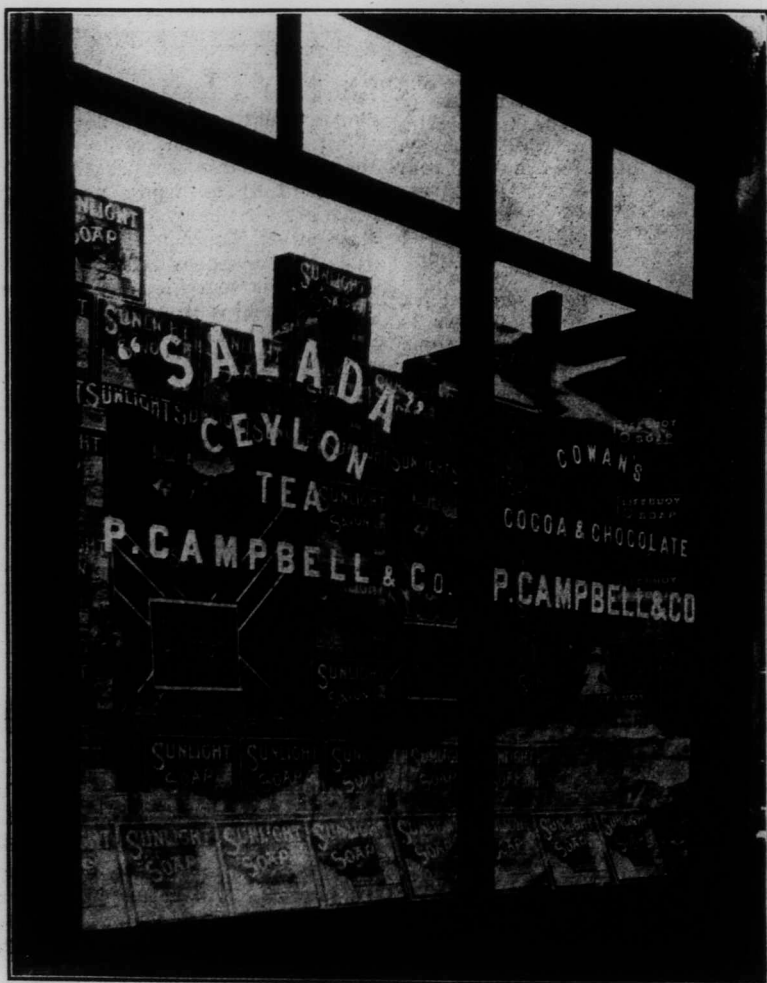
strate that as in all matters the west will lead in push and progress. Out of

a total of 70 booths, 56 have been sold and for the 14 remaining booths there are at this time more than 25 applications. The exhibits embrace every article in the food line and the exhibitors come from all sections of the Dominion and many from the United States.

When the Retail Merchants' Associa-



A Nice Front with a Defacing Fringe.



Sunlight Soap Window—Dressed for P. Campbell & Co., Montreal.

tion of Western Canada decided to have a food show, the committee appointed to manage the exhibition determined that the show should be the largest and best ever held in the Dominion and Secretary W. A. Coulson, upon whom the main work devolved, mailed in his circulars boldly stating that "this will be the best and largest food show ever held in Canada."

In addition to the seventy booths in the main hall, the two rooms on the side of the entrance will be fitted up with exhibits. One of these, 40 x 50 ft., will be used by the Lipton Tea Importing Co., and will be fitted up as a tea garden. Montreal, Toronto, Hamilton, Calgary, Victoria and other cities in Canada, with Chicago, Minneapolis, Battle Creek, Pittsburg and New York in the States, will have exhibits from manufacturers seeking the trade of Western Canada. The Association will meet in convention at the show and this has been one of the features not overlooked by wise manufacturers.

The show will be conducted as a strictly high grade, dignified, food exhibition and no vaudeville stunts will mar its business methods.

Winnipeg and the west is young, but its growth is the wonder of the world.

The Retail Merchants' Association is young, but in a trifle over two years has grown from 26 to 1,800 members and while this is the first food show they have held, it will demonstrate how things are done in the west.

BOAR'S HEAD AGAIN HIGHER.

A further advance in Boar's Head compound lard makes prices read: Tierces, 10 $\frac{1}{2}$ c.; half-barrels, 11 $\frac{1}{2}$ c.; tubs, 11 $\frac{1}{2}$ c.; wood pails, \$2.28; 20-lb. tin pails, \$2.18; cases, 3's, 11 $\frac{1}{2}$ c.; cases, 5's, 11 $\frac{1}{2}$ c.; cases, 10's, 11 $\frac{1}{2}$ c.

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

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

NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromee Street,

- Montreal

REFRIGERATORS

We manufacture the largest line of refrigerators in Canada. In oak and northern ash cases. Vitrified enamel glass and galvanized



linings. For grocers, butchers, clubs and family use. Any size made to order on short notice. Send for general catalogue, showing twenty different sizes.

J. H. HANSON

422 and 424 St. Paul St.

MONTREAL

A Boy's Bank Account

Any boy—in his spare time after school and on Saturdays—can earn in a few weeks enough money to start

A Bank Account

Write us and we will tell you how we will start you in business by providing you with capital.

Then you will make a good profit on every sale thereafter.

IN ADDITION

we will give you a watch for good work. Write at once.

The MacLean Publishing Company,

10 Front Street East, Toronto

DON'T BUY CALENDARS

until you have inspected our very large and complete range of samples. The line includes subjects reproduced by every known process of the printing and lithographing art. The selection of these designs is made with a view of meeting the advertising needs of every merchant.

Our prices will interest you.

If You Cannot Wait

For our Representatives to call on his regular trip, let us know. We will arrange for you to see the samples.

Give us a chance to demonstrate that we have the finest line on the market.

THE LONDON
Printing and Lithography Co.



BACON CURING IN ENGLAND.

The first of two lectures on bacon curing was delivered by Mr. Loudon M. Douglas, of 3 Lauder Road, Edinburgh, at the Borough Polytechnic, London, on May 15th, and there was a considerable attendance. The lecture was illustrated with original lantern slides, which lent a degree of interest to it not otherwise to be attained. The lecturer dealt at considerable length with the various breeds of pigs grown at home and abroad, and the methods of feeding them, and animadverted on the total absence of systematic teaching of pig-breeding and bacon-curing at any of our twenty-two agricultural colleges. The absence of opportunities for acquiring this knowledge hindered the development of the business, while other nations were busy preparing more and more bacon for British markets. The imports of bacon from Denmark and Canada have gone up enormously, and when we were practically at a standstill, the Governments of these countries were using every effort to encourage bacon-curing—all the produce being intended for us. There was one co-operative farmers' factory being built at Roserea in County Tipperary, and it would be the first of its kind in the United Kingdom. In Denmark there were thirty-three such factories and all were successful.

The bacon-curing pig did not necessarily belong to any of the recognized breeds, but might be classified as a special type. A fine cross was had by using a large Yorkshire or a Tamworth boar with Berkshire sows, but we had no definite data as to whether the reverse process would not be equally successful.

Bacon-curing might be conducted in several ways: (1) On the farm; (2) In the provision shop; (3) In the factory. On the farm and in the shop it was necessarily a simple business and involved only a little care. The lecturer proceeded to give specific data for curing in the small way. In his second lecture, which was delivered at the Borough Polytechnic, London, on May 22nd, he dealt with curing in the factory and showed many views of the processes throughout.

MILK IN REFRIGERATOR CARS.

Bringing to Montreal milk from a distance, in refrigerator cars, is the problem being tackled by Dr. McCarrey, chief food inspector of the city. Dr. McCarrey says that he is arranging to see officials of the C.P.R. and G.T.R. in regard to the matter.

About a year ago officials of the road in question waited on the hygiene committee of the city council in regard to this question. The committee was anxious that the companies should run refrigerator cars, as is done in many American cities. The companies, however, could not see their way to do as asked. They explained that the great difficulty to be faced was to get sufficient milk to warrant the running of such cars. It is now contended by Dr. McCarrey that as the population is growing rapidly, and as the milk supply is increasing daily, the railways may be induced to look on the matter in a different light.

Dr. McCarrey explained that if milk was brought to the city in refrigerator

cars it would be in far better condition than when hauled into the city in baggage cars. Arrangements could be made that the milk vendors be at the stations the moment the refrigerator cars arrived. The result would be that citizens would get milk quite cool and in good state. It might also be possible to get milk vendors to construct milk carts in a manner that they would hold a certain amount of ice. Such a system would also do much towards preserving the milk.

STOPPED CUTTING PRICES.

Grocers who complain of the rate cutting and associations which aim to have manufacturers of food products fix and maintain the retail price of their goods are citing the instance of the N. K. Fairbank Company of Chicago and the way it recently handled a rate cutter. It appears that recently a certain grocer advertised cottolene at cut rates, and as that was one of the products sold at a fixed rate, the local grocers' association made complaint to the company. Investigation showed that the advertiser was merely trying to work off some old stock and rather than have him do so at cut prices the company took it off his hands and replaced it with new.

NEWFOUNDLAND TAKES GOOD FLOUR.

It is interesting to note that in Newfoundland the flour most in demand of late years has been of a high grade—Manitoba patent, American Spring patent and second patent being chiefly in request. This is a marked change for the better, and has taken place during the last fifteen or twenty years. Formerly the United States had a practical monopoly of the fishery market, supplying it with low-grade flour such as what was then known as New York Supers and Twos.

"For fishery supplies" says E. D. Arnaud, "the lowest grade now required is winter wheat 90 per cent. The bulk of this flour is imported from the United States, say 2-3 American and 1-3 Ontario wheat. Winter wheat patents are not wanted in any quantity, the demand now being for either Manitoba patent or American Spring wheat patent, the consumers having arrived at the conclusion that with the latter flours they get better results, and more bread than from the soft winter wheats.

"Manitoba patents and second patents are becoming more popular each year, and it would appear that in time they will, to a large extent, shut out the American Spring wheat flours. The demand during the fall of 1906 was altogether in favor of the former in the cash trade, but as the American flour was quoted lower than the Manitoba it suited the merchants better for supply purposes and the credit trade, there being a larger margin of profit on the same."

H. Gilbert Nobbs, Canadian manager of Holbrooks Ltd., was in Winnipeg last week, a guest at the Royal Alexandra Hotel.

Expert Bookkeeping

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

Davenport, Pickup & Co.

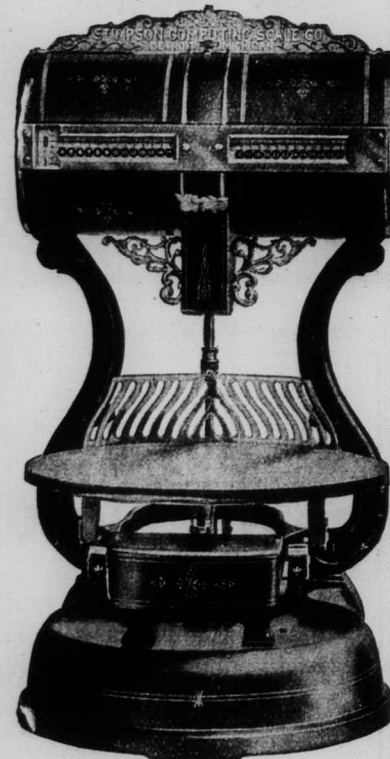
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale



This scale is especially adapted for use in a grocery store.

Range of prices, 4 to 32 cents per lb. and capacity of scale 24 lbs.

Price \$110—\$20 cash and \$10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

INCREASE your sales and **INCREASE** the popularity of your store by selling and recommending



Gold Standard JAVA & MOCHA
"THE-CHAFFLESS-COFFEE"

Its rich fragrance will delight your most exacting customer, while the splendid uniformity of this popular blend assures repeated orders.

Write us for Samples and Prices

The Codville-Georgeson Co., Limited
WINNIPEG, - MAN.

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West ?

You can't do business satisfactorily with Western Wholesale Houses unless you are represented in this territory.

We sell the wholesale trade from Port Arthur west to Edmonton, Calgary and Lethbridge.

We are agents for a number of large firms, and we have the organization to handle your account to your satisfaction.

Write us. We have good storage and track facilities. References on application.

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

TO MANUFACTURERS' AGENTS :

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

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

Address

Business Manager

CANADIAN GROCER

Montreal and Toronto.

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

123 Bannatyne Avenue East

WINNIPEG, MAN.

The Superior Quality
of our
Mild Cured Hams
Boneless Breakfast Bacon
Skinned Smoked Backs

meets the most exacting require-
ments of your customers.

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

Hot Weather Meats

The warm weather is here at last and will be for
some months. Arrange with us now to send you
daily or weekly supplies by express.

Cooked Hams
Cooked Rolls
Cooked Corned Beef
Cooked Lunch Tongues
Cooked Ox Tongues
Brown Headcheese Hooks
Beef-Bolognas
Fresh Sausage

F. W. FEARMAN CO.,
HAMILTON LIMITED

More Trade and Better
comes to the man who stocks the brand of
groceries and provisions the particular women of
Canada demand.

 **Corona** 
Brand

is so much better than the next best brand of
groceries and provisions that there is no com-
parison.
Mr. Grocer! When you place your orders with
us you are not placing them with your own com-
petitors. Besides, you get the brand that assures
a bigger and a better trade.

The Montreal Packing Co.
LIMITED
MONTREAL, P.Q.

A Better Brand than the famous
RYAN BRAND
of provisions may appear some day.

Shrewd Grocers stock our
Bacon, Ham and Eggs, Cheese, Butter,
Sausage, Bologna and Lard

because they are convinced that the
Ryan Brand is the best on the market
to-day.

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

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Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Cheese continues firm at prices which are about the same as those which ruled last week. There seems to be no end in sight, the market looking strong for the future as far as can be seen. Lower prices than now rule are bound to come, but dealers are beginning to wonder when. At the country boards stiff prices have been paid all along, and as a result any business transacted has been at figures which are rather high for this season.

As before stated, short sales have been responsible in a measure for the advanced figures quoted, while another factor in the situation is the surprisingly cool weather. With June here to-morrow we should, in the natural order of things, begin to experience warm weather, when the make of cheese will be larger and prices will be lower.

To date the make of cheese has not been nearly as large as last year. Board of Trade figures give receipts for the week ending May 25 as 22,519 boxes against 42,673 boxes for the same week in 1906, which figures out a decrease of 20,154 boxes. Total receipts of cheese for 1907 are given 79,434 boxes, against 126,088 boxes for 1906, again a decrease, this time of 46,654 boxes. It will be seen that the make this year is nearly 50,000 boxes behind what it was for the same period in 1906.

Some trading is being done with the Old Country, but importers are forced to pay the price if they wish to obtain the goods. Outgoing boats have not, however, taken the cargoes they should have at the end of May.

An improvement in the situation will be welcomed by all engaged in the cheese trade, as with matters in their present shape, business cannot help but be unsatisfactory.

It is now practically the first of June but receipts of grass butter have been very small. Under ordinary circumstances supplies of new grass butter would be quite large at this time, but this year cold weather and other things have served to delay the arrival of the butter which is so much in request.

Such as has arrived is almost entirely Eastern Townships.

If cold weather has interfered with the cheese trade it has certainly damaged the butter industry considerably. The season is away later than it should be. The cows are reported in very poor condition, and the flow of milk is unsatisfactory. The cows have been turned into the stable every night, and have been fed on feed just as though winter were at its height. There has been no grass to speak of and until there is, conditions will not be remedied. Before warm weather comes there can be no grass, therefore butter merchants cannot have summer temperatures too soon.

Receipts are increasing week by week, but are still away behind last year. Board of Trade figures indicate receipts for last week to be 4,871 packages, against 15,130 for same week in 1906 or a decrease of 10,259 packages. Total receipts for 1907, 15,522 packages, and for 1906 to this date, 44,253 packages: a decrease of 28,731 packages. It will be noticed that the receipts for one week last year almost equal the make for the entire season to the present this year. This will give one some idea as to the small make thus far in 1907.

All the butter which has arrived has been disposed of very easily. Most of it has come by express, although some freight arrivals are now being sold. It is expected that stocks will begin to accumulate in the near future, when lower prices will rule.

It has not been possible to do any business with the Old Country up to the present, our prices being quite too high to interest English buyers. They are gradually reaching an export basis, however, and when they are sufficiently low there is likely to be some trading.

In a way, it is just as well at present that we are not called upon to supply the English market. Receipts are too small to more than cover local trade.

Advices from England report a fairly steady market. English houses are disposing of the remains of Colonial butter held, and are using Irish, Danish, and some Russian as well.

THE PROVISION SITUATION

The price of live hogs is higher again this week and if the farmers want proof that there is no combine among the packers they have it in the variability of the prices being paid. They range from \$6.75 to \$6.90. The deliveries of hogs also are at about the highest point this year to date, 33,000 or over last week. Another noticeable feature of the trade is that the hogs are running heavy, showing that the farmers have been holding back for higher prices and "doing" the packers conscientiously.

The deliveries, however, are what might be expected in Canada, normally about the last of May, and the fair as-

sumption is that farmers are into the hog-raising about as usual.

The Old Country market has not been improved upon last week, but remains firm, due partly to the fact that stocks of Canadian bacon on the other side are still in small compass and will continue so until the hogs bought since the improvement of the market appear in the form of bacon, and that will be three for four weeks yet. Canadian is still quoted at 60s. to 64s. The Danes are still keeping up their supplies at the rate of 35,000 to 40,000 hogs a week.

The domestic market for products is stiffening, due to increasing demand and

the advancing price of hogs, coupled with the encouragement given packers to direct their product again for export. The firmness is specially marked in smoked meats and lard. The latter is about $\frac{1}{2}$ c. better. Demand in every direction is very satisfactory and packers are hopeful of higher prices. There is not much business coming east from the Canadian Northwest. The American markets having gone lower, makes it difficult for Canadian packers to hold their own.

Reviewing the American provision market for last week the Journal of Commerce says:

"The past week has not been characterized by any general activity or material change in prices, though early week the future markets sympathized with the grain markets, but the packers did not seem to encourage this, fearing that it will pull up the hog market also; and after a moderate advance futures turned weak and declined under fairly liberal receipts throughout the west, and became more active at the lower prices than they were early week on the higher ones as the trade balked at higher prices than the present ones for products and were more inclined to sell short when the market turned weak at the low ones. The present increased volume of receipts seems likely to hold for some time to come, and it is manifestly to the packers' interests to keep hogs as low as possible until receipts let up."

TORONTO.

PROVISIONS.—Demand for pork products is increasing and this, with the heavy advance in raw product is imparting a very firm tone to the market. This is especially true of smoked meats. Lard stocks seem to be in small compass and prices are tending higher. Dressed hogs are up 25c.

Long clear bacon, per lb.....	0 11	0 11 $\frac{1}{2}$
Smoked breakfast bacon, per lb.....	0 15	0 15 $\frac{1}{2}$
Roll bacon, per lb.....	0 11	0 11 $\frac{1}{2}$
Small hams, per lb.....	0 15	0 15
Medium hams, per lb.....	0 14 $\frac{1}{2}$	0 15
Large hams, per lb.....	0 14	0 14 $\frac{1}{2}$
Shoulder hams, per lb.....	0 11	0 11 $\frac{1}{2}$
Bacon, plain, per lb.....	0 16	0 16 $\frac{1}{2}$
" pea meal.....	0 17	0 18
Heavy mess pork, per bbl.....	22 50	23 00
Short cut, per bbl.....	22 50	23 00
Lard, tierces, per lb.....	0 12	0 12 $\frac{1}{2}$
" tubs ".....	0 12 $\frac{1}{2}$	0 13
" pails ".....	0 12 $\frac{1}{2}$	0 13
" compounds, per lb.....	0 09	0 10 $\frac{1}{2}$
Plate beef, per 200-lb. bbl.....	11 00	12 00
Beef, hind quarters.....	9 00	10 00
" front quarters.....	5 50	6 50
" choice carcasses.....	7 25	8 25
" common.....	5 00	6 00
Mutton.....	0 09	0 11
Lamb.....	0 13 $\frac{1}{2}$	0 16
Hogs, street lots.....	9 25	9 75
Veal.....	0 08	0 10 $\frac{1}{2}$

BUTTER.—Prices are one to two cents easier this week. There is practically no grass butter coming yet, which means that nothing can be stored and jobbers must keep cleaned up. They are making the price to that end. Receipts are increasing but demand is very good. Creamery solids are beginning to arrive.

	Per lb.	
Creamery prints.....	0 21	0 22
Creamery solids.....	0 19 $\frac{1}{2}$	0 20
Dairy prints, choice.....	0 18	0 20
" ordinary.....	0 17	0 18
" rolls, large choice.....	0 18	0 19
Baker's butter.....	0 16	0 17

Get Ready!

We are talking every month to over **500,000 women** with our advertising about

Clark's Canned Meat and Beans

We are telling this **half million** of women the real truth about our products. We are sending them to your stores to buy **CLARK'S MEATS AND BEANS.**

Get Ready for Them!

See that your shelves are well stocked with all lines.



THE NAME

FLY PAD

was registered as my **TRADE MARK** in 1880 and I am protected in its use under the registration act.

ARCHDALE WILSON, HAMILTON

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from **ONTARIO, MANITOBA and LOWER PROVINCES.**

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

CHEESE.—Demand for new cheese is very limited here as yet, which doubtless is a good thing for the public digestion. Old cheese is held at higher figures.

Old cheese	0 14	0 13 1/2
New	0 13	0 13 1/4

EGGS.—Receipts are plentiful and the packers having got the bulk of their future supplies put away at high prices, are backing up a little and competition in buying is not so keen and prices in the country are sagging. Jobbers selling prices however remain firm with a slight tendency in spots to advance. The cool weather keeps the eggs in first-class condition and the shrink is scarcely greater than it was early in April. Consumption is heavy.

One reason why packers are seeking to get eggs cheaper is that the price in Chicago is so low that the Manitoba and western fall trade, which is a considerable factor in the Ontario packers' business, is being threatened by American competition. Eggs are now selling in Chicago at 14c., with the cases thrown in.

Eggs	0 18	0 18 1/2
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HONEY.—It seems a little early to talk of honey crop prospects, but it is said the bees in many parts did not winter well. The crop season last year was wet and the production was very short. Honey men say such a condition makes some bee men careless. Present business is slow and prices are merely nominal.

Honey, strained, 60 lb tins	0 11
" " 10 lb tins	0 12
" " 5 lb tins	0 13
" in the comb, per doz.	2 00
Buckwheat honey, per lb.	0 5
in comb, per doz.	1 50

POULTRY.—Business is not active. Springs are down to 30c. a pound.

Live Weight.

Spring chickens, per lb.	0 30
Old fowl	0 11
Ducks	0 17

Dressed weight.

Spring chickens, per lb.	0 30
Old fowl	0 11
Ducks	0 14
Tom Turkeys	0 14
Hen	0 16

For Montreal provision markets see general markets.

NEW AGENCY.

The new firm of manufacturers' agencies, Martin & Wetmore, St. John, N.B., starts out with experienced men. R. H. Martin was for twenty years with Gowans, Kent & Co., Toronto, and represented his firm in the Maritime Provinces for nearly that time. He is a thoroughly posted crockery and glassware salesman and hasn't a bad friend in the trade. "Bob" Martin knows his goods and his trade knows him. Mr. W. J. Wetmore was for a long time with O. J. Warwick & Co., the St. John wholesale crockery house, having represented them in P.E.I. and Cape Breton. With the training, experience and connection they have, Martin & Wetmore ought to "make good" and The Canadian Grocer wishes them good luck.

Messrs. Crawford and Grasset are two new travelers on the road for Leon Fontanel, Montreal. The former will cover Ontario and the latter Quebec.

THE BEST IS

O'Mara's Bacon

IS THE BEST

A Trial Solicited

JOSEPH O'MARA
PORK PACKER
Palmerston, Ont.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

The Only Luck There Is



A Wise Business Policy

The shrewd grocer knows that it is wise business policy to stock



"HORSESHOE" Brand
of
HAMS AND BREAKFAST BACON

because we have reduced the curing of meat to an exact and simple science. Most packers are alive to the necessity of cleanliness; but—few know how to retain the succulent and appetising goodness of prime, fresh pork.

We know how

JOHN DUFF & SON
Hamilton, Can.

**GUARANTEED
PURE MILK
Condensed**


These goods are ideal in composition, preparation and finish. They represent the best product of 20th century skill and method, purity and quality.

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

CEREALS AND CONFECTIONERY

Wheat Prices in the Clouds—Flour in Big Demand—Oats Firm—Good confectionery a Profitable Line to Handle.

The wheat market is still watching anxiously the crop reports and the highest price for July wheat in Chicago was reached this week. Prices have advanced 25c. since April 4, about seven weeks. That means an advance of \$1.25 on the raw product of a barrel of flour. No one can, however, forecast the future. Some say the western wheat acreage will not be greatly reduced; others aver it will be as large as last year. Then much depends on the weather during the next few weeks. In Ontario the reports

are almost as conflicting. About the minimum estimate is half a crop of fall wheat.

The effect on products is naturally to make prices very firm. There has not been any further advance this week, but the millers see it coming if wheat prices keep up. While on the present level of prices there is no export business passing, except to Newfoundland, the millers report a very heavy demand from all parts of Eastern Canada. The retail trade has been buying heavily against the expected advance and the millers state that the higher prices have not hindered business. One miller gave an offhand quotation at the top of the market to Newfoundland, and it was snapped up on the instant.

Cereal products of wheat and oats continue at unchanged prices but the market is very firm. The outlook for oats is very bullish. Ontario stocks are exhausted. The west has some but may require most of them for seed and the increased number of stock. In the States the outlook is not promising.

Confectionery.

Quality of goods and effectiveness of display are the prime factors in the

SPRAGUE

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

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

**LEITCH BROS.
FLOUR MILLS**

Oak Lake, Man., Canada

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit.

Private brands to order.

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

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

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

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

Business Insurance

Protect your goods, your reputation and your bank account by purchasing everything you require in

Wrapping Papers, Twines, etc.

from

DOUGLAS & RATCLIFFE, Ltd.

The unrivalled strength and toughness of the D. & R. brands of paper protect your goods, their superior finish and appearance your reputation as a grocer who does everything in first-class style, and our prices and values protect your bank account. May we hear from you through our travellers or direct.

Douglas & Ratcliffe, Limited

TORONTO and WINNIPEG

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

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

Our factory has been running behind with its orders every day, but additional machinery is now enabling us to keep up with the demand.

Everybody wants Toasted Corn Flakes—they are the biggest sellers of any breakfast food yet put on the market.

If you are not stocked write us at once.

BATTLE CREEK

TOASTED CORN FLAKE CO.,

LONDON, ONTARIO

success of a confectionery department in a grocery store. There is perhaps, no foodstuff the quality of which varies more largely than that of confectionery. There is no foodstuff in which quality is more appreciated.

A good candy department is one of the most profitable ends of a grocery busi-

ness. Effective display sells the goods; quality holds the trade. It is a cinch and every bright, up-to-date grocer who is not in on it should give the subject very careful consideration at once.

MONTREAL.

FLOUR.—Millers report excellent demand locally at prices quoted below. They find it difficult in some instances to have their goods shipped, owing to congestion in railway traffic, but on the whole are meeting with satisfaction. Export trade is brisk at a good advance on prices which were quoted a few weeks ago. Indications at the moment point to higher figures.

Winter wheat patents.....	5 00
Straight rollers.....	4 40
Extra.....	4 20
Straight rollers, bags, 90 per cent.....	1 75 2 40
Royal Household.....	5 20
Glenora.....	4 61
Manitoba spring wheat patents.....	5 10
" strong bakers.....	4 40
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

ROLLED OATS.—This week the market is, if anything, slightly easier, but prices have not changed since last writing. Trading is not large, most people having stock sufficient to last them for some little time.

Fine oatmeal, bags.....	2 30 2 45
Standard oatmeal, bags.....	2 30 2 45
Granulated.....	2 30 2 45
Gold dust cornmeal, 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 00 2 10
" 80-lb. bags.....	1 90 2 05
" bbls.....	4 40

FEED.—Feed continues as bad as ever. Millers are unable to fill one-half the orders they have booked. One milling concern stated that they could not ship one-quarter the orders they had taken. Prices hold very firm under the circumstances.

Ontario bran.....	24 00 25 00
Ontario shorts.....	23 00 24 00
Manitoba shorts.....	22 00 23 00
" bran.....	21 00
Mouillie, milled.....	23 00 30 00
straight grained.....	28 00 30 00
Feed flour.....	1 25 1 40

TORONTO.

FLOUR.—Quotations remain as last week, but a further advance of 20c. is promised, if wheat prices hold. Millers doing principally a domestic trade, say business is very brisk and that while there has been heavy retail buying against the advance, higher prices have not seemed to check the movement.

MANUFACTURERS' RECEIPTS

We offer some good receipts to buyers, for several Grocery lines, including Baking Powder, Self-Raising Flour, Jelly Square and Powders, Custard Powder, Etc.

Our quotations are interestingly low on

- CALCIUM ACID PHOSPHATE**
- PHOSPHORIC ACID**
- MALT EXTRACT**
- BUTTER FLAVOR**
- HARMLESS COLORS**

Write for our price lists.

CHARLES C. BRYCE & CO.
43 and 45 Great Tower Street
LONDON, E.C. - - ENGLAND

THE BEST BY ACTUAL TEST

It has been proven to the satisfaction of all particular grocers that

McLauchlan's
Cream Soda
Biscuits

are just as perfect as Soda Biscuits can be baked, and they hold their goodness.

McLauchlan & Sons Co.
Owen Sound, Ont.

QUEBEC MARKET

Any Important firms willing to be represented in our city would do well by writing to

Alf. T. Tanquay & Co., Commission Merchants and Brokers
Lower Town—In Rear of Quebec Bank
20 YEARS EXPERIENCE.

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 & CORDON, Winnipeg

THE MOST NUTRITIOUS COCOA

More grocers would handle

Perfection Cream Sodas

if they only knew how good they were and how their goodness makes for the lasting, paying trade.



are just as perfect as pure material, cleanliness, carefulness and ingenuity can make biscuits. The unique quality of

Perfection Cream Sodas

is that their wonderful goodness is lasting. So say the women of Canada.

(3-lb. cards or tins)

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S GELATINE

Cox's GELATINE is a STEADY SELLER, therefore should always be in your STORE.

PURITY GUARANTEED BY THE MAKERS

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



THIS IS THE BRAND
THAT SIGNIFIES THE
BEST BREAD FLOUR
IN THE WORLD



Made entirely from the very choicest selected Manitoba Hard Wheat in the most modern and best equipped milling plant in the Great Dominion,

PURITY FLOUR

is the perfect standard of Patent Flour for Baker's and Household use.

Western Canada Flour Mills Co., LIMITED



Mills at
WINNIPEG, GODERICH
and BRANDON



Toronto Office
Long Distance Phone Main 6060
Phone in your Orders at our expense.

Particular People Like Our Flour

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

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

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

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

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



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

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

Dealers are requested to write for special free deal



LAMONT, CORLISS & CO., 27 Common St., MONTREAL



Don't Grope Around in the Dark

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

One Cent Per Word

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

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in-4g)

is getting so familiar to the discriminating consumer that many dealers are making it their standard.

Pure Cocoa bean, finest Sugar and the most Perfect Milk in the world are bound to win out.

Write for Sample and Prices.

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

Because It Pays



That's one of the reasons why most shrewd grocers stock Cowan's Cocoa and Chocolate. There are a few more.

COWAN'S COCOA and CHOCOLATE

are the best on the market and just as near perfection as human ingenuity and carefulness can make.

COCOA and CHOCOLATE

If it's Cowan's it's alright.

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

"Look to your profits"
is good advice for every grocer—

Mott's

"Diamond" and "Elite"
brands of

Chocolate

have been tried by the trade for over a quarter of a century and the public's demand has made for profit to the dealer.

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

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

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

THE LATE WILLIAM BAYLEY.

A Prominent Merchant—A Gifted Writer—An Honorable Man.

In the death of William Bayley, formerly of Manchester, England, but for the last 30 years a resident of Toronto, another link is removed between the old business world and the new. Born in Manchester in 1832, Mr. Bayley came to Canada in 1856 when he was 24 years old. He had married the year before the granddaughter of Major-General Braybrooke, at that time commandant of troops and pro tem Governor-General of India. After arriving in Montreal Mr. Bayley was not long in finding congenial employment and recognition in commercial circles, and finally entered into the export business in produce, in which he was successful from the start. The outbreak of the American War, however, affected all trade so disastrously that he was forced to discontinue, and having always had a strong affection for, and high conception of, the possibilities for trade in Ontario, he decided to leave Montreal and settle in Toronto. Accordingly, in 1868 he started again as a broker—an occupation then unknown in the Queen City—and while thus engaged took an active interest in all political questions touching the commercial interests of the country.

While declining any material recognition, he had so thorough a grasp of the necessities of the young country and was able to advance such practical sug-

gestions and remedies for the prevailing handicap of the United States competition and their constantly threatening control of the home market, that he soon enjoyed the confidence of the leaders of the Government, and was constantly consulted on these points and on many occasions organized the trade into influential and representative deputations. He was also largely instrumental in establishing the custom now in vogue of the Government "inviting" their expression of changes necessary before framing new tariffs.

One of the largest interests held by Mr. Bayley was that of W. C., now Sir William, Macdonald, whose interests he represented in Toronto from his earliest connection with that city and for whose phenomenal trade throughout the Dominion he was in part responsible.

Mr. Bayley was a man whose talents were not confined to the conducting of a successful business, and whose mind was not centred upon commercial affairs to the exclusion of everything else. He was possessed of high literary ability, having published, before he came to Canada, a novel entitled "Mills, Mines and Masters," which depicted the abuses of the operators and attracted a good deal of attention at the time. He was a constant contributor to the daily press upon political and other subjects, his style being always forceful and to the point. Prior to his coming to this country he took an active and leading part in the popular debating clubs and various press discussions on matters political. His opinion upon all matters

relating to trade was sought after and valued by men to whom its worth had many times been proved. He was one of the most honorable of men, scrupulously fair in his dealings with others, temperate in his opinions, with a wide knowledge of men and affairs outside his own immediate sphere of work, the relations existing between business and all those with whom he came in contact were particularly happy. In the hearts of his innumerable friends his death leaves a blank that cannot easily be filled.

MEN.

God give us men. The time demands Strong minds, great hearts, true faith and willing hands;
Men whom the lust of office does not kill;
Men whom the spoils of office cannot buy;
Men who possess opinions and a will;
Men who have honor; men who will not lie;
Men who can stand before a demagogue And damn his treacherous flatteries without winking.

—Dr. Holland.

Frank Hart, of Hart & Tuckwell, fruit dealers, Montreal, met with a nasty accident last week, whereby he broke his leg. He is now confined to his bed, but the injured limb is progressing favorably as can be expected.



**Diamond Brand
Maple Syrup
Twin Block
Pure Maple Sugar
Maple Cream Hearts
Marmalade, Jams, etc.**

Sugars, Limited - Montreal



"Pride of Canada"

PURITY

You have our absolute guarantee that any maple syrup or maple sugar sold under our label is **purest made**.

We stand ready to back this statement.

No need to fear the government inspector if you carry our goods. They have stood the test in the past, and will always be looked upon as the acme of purity and perfection in maple goods.

Maple Tree Producers' Association

WATERLOO, - QUE.



LEA AND PERRINS'

SOLD BY FIRST-CLASS GROCERS ONLY!

SAUCE

J. M. Douglas & Co., Montreal, Canadian Agents

BY ROYAL WARRANT.

Rowat's

The best Jobbers in Canada handle

Rowat's Pickles and Olives

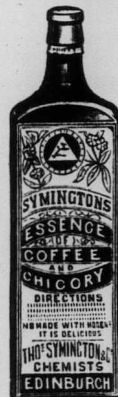
There is only **one** reason why they do so, that is, they are the best value in quality, style and price of any similar goods offered.

The new **Rowat** glass stopper decanter is a fine line and will be a trade-winner. Order

Rowat's

"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.

FRUITS, VEGETABLES AND FISH

Trade Brisk in All Lines—Strawberries in Heavy Supply—Navels Retiring—
"Fremona" Lemon Sales—Potatoes a Minus Quantity.

Improved weather conditions are responsible for the increased interest in all lines of fruit and produce throughout the country. Strawberry receipts are heavier than they have been for some time and the stock is noticeably improved. The fact that the New York market has been adequately supplied from the North Carolina crop and that few complaints on the score of quantity have been heard from either Montreal or Toronto, shows that the yield has been up to the average. New York has an option on shipments ahead of Toronto and Montreal, and any shortage in the crop must therefore be borne by these cities. This year complaints as to quality have been innumerable, but the supply appears to have been sufficient. Some Toronto firms have averaged 3 and 4 cars a week steadily. The first of the Maryland berries will soon be on the way.

Navel oranges are rapidly dropping out of the market, and the late Valencia are expected from California within three weeks. These being practically a seedless orange, are well fitted to take the place of the navel crop. \$20,000 worth of California Valencia were sold by one firm last season.

Pineapple quotations are now at their lowest, and the demand is very heavy. Owing to the initial lateness of Cuban pines there will probably be no break this season between the last of the Cubans and the commencement of the Florida crop. The latter generally rule from 75 cents to \$1 per case higher than Cubans.

The Fremona lemon sales were held in Montreal Monday and attracted buyers

from all parts of the country. Two brokers from New York bought heavily, probably for shipment to the west. The prices averaged higher than for any sale within the last five years, \$2 to \$4.20 per case being offered, according to quality. The fruit as a whole was in good condition, but some seconds, Audalusian brand especially, were wasty and unsound. The cargo consisted of about 45,000 boxes, but of these, 27,000 or more were private importations, having only about 18,000 for public sale. There was a proportionately smaller number of November cuts than usual, probably owing to the exceptionally heavy local demand in Messina. Purity brand averaged \$3.20 to \$3.35. Canadians ran as high as \$4.20.

Potatoes are scarcer than ever, and last week's retail quotations are now only to be obtained on car load lots. There are practically no offerings of any sort, and while it was expected that the high prices would bring out all stocks held by the farmers in anticipation of a better market, these hopes have not been realized, and the demand having been stimulated by the cooler weather has only served to rub in the agony the harder.

MONTREAL.

GREEN FRUITS—Considering the weather and the high prices that rule, business is good. Oranges are firm but there are no price changes to note. California navels are nearly finished, but the first of the late Valencia from that district are beginning to arrive. These are offered at \$5 to \$5.50 a box. There

MEDITERRANEAN FRUITS

The fresh arrivals of Oranges and Lemons are now to hand, and we can recommend the trade to take hold of these goods as we are sure they will please you.

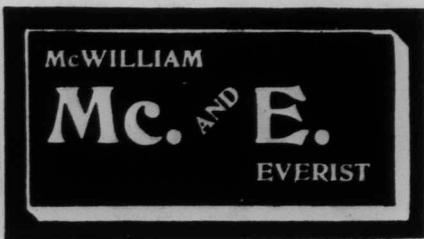
ORANGES

Ovals, Bloods, Valencias, Sorrentos

LEMONS

Messinas, Sorrentos

Long keepers or for present use.



25-27 Church St., TORONTO

3

Cars Carolina and Maryland Berries due this week.

Pineapples, Bananas, Tomatoes and a complete line of all Southern Vegetables in stock.

WE ARE EXPORTERS

to your Dominion of

Fruit and Nuts

Oranges, Lemons, Almeria
Grapes, Figs, Dates,
Almonds, Walnuts,
Shelled Nuts, etc.

C. & F. prices for one or more car lots to any point, quoted by our Agent for Montreal, Ottawa and Quebec

ANDREW WATSON

91 Place d'Youville, - Montreal

Agents for Maritime Provinces

W. S. CLAWSON & CO.

11/12 South Whf., - St. John, N.B.

Enquiries cordially invited

FRED. FISHER & SONS

St. Magnus House, Monument St.
LONDON, E.C., ENGLAND

YOU ALWAYS
GET THE

BEST GOODS

obtainable when you send your orders to us.
We have arriving daily

FRESH

Strawberries, Tomatoes, Pineapples, good color, all sizes, Cucumbers, Lettuce, Radishes, Green Onions, New Cabbage, Etc.

Also full lines of Oranges, Lemons and Bananas

Send us your orders and we will fill with care and promptness.

HUGH WALKER & SON

Established 1861

Guelph, Ont.

are a few
Liverpool.
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New dates, per
Bananas, fine st
Cocoanuts, per
Pineapples, crat
Apples, bbl....
Lemons
Mexican orange
California oran
late
Jamaica orange
Jamaica orange
Valencia orange
Strawberries, qu
New figs, per lb
Florida grape fr
Limes, crates...

VEGETA
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Parsley, per doz.
Sage, per doz...
Savory, per doz...
New cabbage, cr
Florida tomatoes
Turnips, bag...
Green beans, bag
Wax beans, bag
Water cress, larg
Lettuce, per doz
Boston lettuce, p
Asparagus, doz.
Radishes, doz...
Spinach, per bbl
Cucumbers, per d
" bag
Parsnips, bag...
Potatoes, whites
" reds, p
New potatoes, lb
" bt
" ba
Jersey sweet poti
Spanish onions, c
Egyptian onions,
Red onions, bbl...
" bag
New beets, doz. b
Old " bag...
Carrots, bag....
New carrots, do
Mushrooms, lb...
Horseradish, lb...
Rhubarb, doz. bu

FISH—F
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next week.
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Haddock, per lb...
Halibut, e3
Bluefish, per lb...
Grazz pike, e:
Mackerel,
Dore,
Smelts
Shak cod, lb.....
Brook trout, lb...
Carp, per lb.....
Market cod lb....
Pike lb.....
Lake trout lb....
Sea trout, lb.....
White fish, lb....
B.C. Salmon, lb..

are a few Valencias coming weekly from Liverpool. Florida grape fruit is about done, while Jamaica is no longer quoted. Havana pineapples are arriving freely and are selling at \$3 to \$4 according to condition. There is not much doing in apples, which are nearly finished. Lemons are firm. Bananas are about the same as to price, although supplies are more liberal. Strawberries are cheaper owing to increased receipts.

New dates, per lb	0 04	0 07
Bananas, fine stalk	1 75	
" jumbos	2 50	
Cocoanuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 25
Apples, bbl	3 00	5 00
Lemons	3 50	3 75
Mexican oranges, box	2 65	2 75
California oranges, navels	3 00	4 50
late Valencias, box	5 00	5 50
Jamaica oranges, per bbl	4 75	5 50
Jamaica oranges, per box	2 85	
Valencia oranges, case	3 75	5 75
Strawberries, qua t	0 20	0 22
New figs, per lb	0 08	0 12
Florida grape fruit, box	7 50	
Limes, crates	1 25	

VEGETABLES—Business is picking up with the warm weather and good sales have been made during the past week. Florida celery is out of the market while tomatoes from the same district are nearly finished. Egyptian onions are selling fairly well. Sweet potatoes are slow. Rhubarb is easier, owing to increased receipts, the prices now asked ranging from 75 cents to \$1. Green and wax beans are higher. Asparagus is lower. Potatoes are firm and owing to scarcity are likely to be higher in the near future.

Parsley, per doz. bunches	0 40	0 75
Sage, per doz	0 80	
Savory, per doz	0 80	
New cabbage, crate	4 50	5 00
Florida tomatoes, crate	4 50	5 00
Turnips, bag	0 90	1 00
Green beans, basket	6 00	
Wax beans, basket	6 00	
Water cress, large bunches, per doz	0 40	0 75
Lettuce, per doz	0 40	0 75
Boston lettuce, per doz	1 50	
Asparagus, doz. bunches	4 00	6 00
Radishes, doz	0 40	0 60
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	1 75
" basket	4 00	4 50
Parsnips, bag	1 25	1 50
Potatoes, whites, per bag	1 20	
reds, per bag	1 12	1 15
New potatoes, lb	0 05	
" bbl	7 00	
" basket	2 75	
Jersey sweet potatoes, basket	3 00	
Spanish onions, crate	3 50	3 75
Egyptian onions, lb	0 02	0 03
Red onions, bbl	6 00	
bag	1 75	2 00
New beets, doz. bunches	1 50	
Old " bag	2 00	2 25
Carrots, bag	1 25	
New carrots, do	1 50	
Mushrooms, lb	0 85	
Horseradish, lb	0 15	
Rhubarb, doz. bunches	0 75	1 00

FISH—Fresh halibut is arriving daily and appears to be in demand at last week's prices. Lake trout, whitefish and speckled brook trout are new lines much in demand. Fresh salmon is still scarce, but there is plenty of B.C. frozen. Gaspe salmon will probably be quoted next week. There is no change in smoked and salted lines.

Fresh and Frozen Fish.

Haddock, per lb	0 04	0 05
Halibut, express, per lb	0 08	0 09
Bluefish, per lb	0 12	
Grass pike, express	0 08	
Mackerel	0 10	
Bore	0 09	0 10
Smelts	0 08	0 10
Brook cod, lb	0 05	0 07
Brook trout, lb	0 22	
Carp, per lb	0 05	
Market cod, lb	0 04	
Fake, lb	0 07	
Lake trout, lb	0 09	
Sea trout, lb	0 10	
White fish, lb	0 07	0 09
B.C. Salmon, lb	0 12	0 20

ALL LEMON CONTRACTS

for spring delivery have been forwarded this week

Every Order Complete and as Ordered

There is money in them for you, as the market is much higher.

WE ARE LEMON SPECIALISTS

Our celebrated Home Guard Brand of Messina Lemons is the reason.

WHITE & CO., Limited

Wholesale Fruit, Produce and Fish

PHONE MAIN 4106

TORONTO AND HAMILTON

EVERYBODY'S

pleased with "ST. NICHOLAS" and "HOME GUARD." They're really-always (with emphasis on the really-always) a money-making, reliable pack.

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

PINEAPPLES

LEMONS

Now is the time to get them. \$3.75 per case

We have the gilt edge stock: St. Nicholas, Calderon, Eagle, Friendship brands, both sizes. \$4.00 per box

THE DAWSON COMMISSION CO., Limited, TORONTO

Cor. West Market and Colborne Sts.

We Are Now Offering the Trade:

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

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

MONTREAL FRUIT EXCHANGE

195 MCGILL STREET, - - - MONTREAL

I offer for prompt shipment:

1,000 Bxs. PERSIAN SULTANAS

Prices and samples on application.

ANDREW WATSON

PRODUCE BROKER

91 Place d'Youville, MONTREAL

Phone Main 4409

DRIED APPLES

BRIGHT, DRY STOCK WANTED

O. E. ROBINSON & CO.

INGERSOLL

ESTABLISHED 1886

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the condensed publicity columns of The Grocer and Tell Us If You Don't Get What You Want.

We are now booking orders for 1907 pack lobsters. Golden Crown and Golden Key brands; choice goods fully guaranteed. Flats, 1/4, 1/2, 3/4 and 1-lb. tins; talls, 1/2, 3/4 and 1.

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
—Wholesale only

**ALLISON
COUPON
BOOKS**

Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.



If a Man Wants Credit for \$10.00 and is good for it, give him a \$10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon—that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,

Manufacturers
Indianapolis, Indiana.

SALT

**BEST MAKES. NEW STOCKS WEEKLY.
PROMPT SHIPMENT.**

VERRET, STEWART & CO.
LIMITED

MONTREAL

Smoked and Salted—	
New haddies, boxes, per lb.	0 08 0 09
Kippered herring, half boxes	1 00
Smoked herring, per small box	0 10
Yarmouth lobsters, box	1 10
Prepared and dried—	
Skinless cod, 100 lb. cases	5 50
Boneless cod, 20 lb. boxes	0 05
Boneless fish, 20-lb. boxes, bricks	0 05 1/2
Boneless fish, 25-lb., boxes, per lb.	0 04 1/2
Shredded cod, 2 doz., per case	1 80
Oysters—	
Standards, bulk, per imp. gal.	1 50
Standards, Imp., qt. tins, sealed	0 40
Pickled fish—	
No. 1 Labrador herring, per bbl.	5 00
per half bbl.	2 75
No. 1 N.S. herring, half bbls.	2 50
No. 1 Sea trout, kegs	10 50
No. 1 Sea trout, kegs	5 75
Labrador salmon in bbls.	12 50
Labrador salmon, half bbls.	6 50
Large green cod, 200 lb. bbls.	8 00
No. 1 green cod, in bbls. of 200 lbs.	6 50
Small "	4 75
No. 1 Mackerel, pail	1 75
No. 1 green haddock, bbl.	6 00

TORONTO.

FRUIT—Trade is reported satisfactory in all lines. Navel oranges are becoming very scarce, and in a few weeks will be out of the market. Grape fruit is now quoted only by one or two firms. Lemons are in plentiful supply from the Montreal sales and remain firm under a steady demand. Pineapples are probably at rock bottom prices. Straw-

**Send Us Your
Troublesome Accounts**

We can collect them often when others fail. Satisfaction guaranteed. Highest references.

The Beardwood Agency

Claims Collections and Commercial Reports

313 New York Life Bldg., MONTREAL

berries are firmer as no quality and a little easier as to price.

Oranges—	
Nave s, extra fancy, 8's, 9's, 112's, 250's, 288's	3 01 3 10
12's	3 65 4 00
15's	4 25
176's, 200's, 216's	4 25 4 50
Nave s, extra choice, 95's, 112's	3 75
12's	4 00
150's	4 50
176's, 200's, 216's	2 53 2 75
Mexicans, 128's, 150's, per box	3 00
176, 200, 216, 250, per box	4 25 5 00
Valencias, ordinary 42's, per case	5 25 6 00
large, 42's, per case	5 50 6 00
714's, per box	2 25
Bloods, 80's, 100's, 150's 1/2 boxes	2 25 2 51
Ovals, 80's 10's, 150's 1/2 boxes	3 25 4 00
Sorrentos, 20's 300's	3 75 4 00
Grape fruit, Floridas, 46's, 54's, 64's, 80's	3 50
Lemons, No. 1's 300, 360	3 75 4 00
" 2's 300, 360	3 50
" Messinas and Sorrentos	3 75 4 50
Pineapples, 24's, per case	3 75 4 50
" 30's, "	3 75 4 00
" 36's, "	3 25 3 75
" 42's, "	3 00 3 50
Apples, large red, per box of 12 doz.	1 50 2 25
Bananas, Jamaica firsts, per bunch	2 00 2 50
Bananas, jumbo bunches	0 16 0 20
Strawberries, N. Carolina, per qt.	0 17
Arkansas, pr qt.	0 17

VEGETABLES—The cold weather has put a damper on trade generally, and most small dealers are taking a holiday from work—not of choice, but of necessity. Potatoes are a scarce article, and from the looks of things, likely to continue so. Only one car of new potatoes has so far been received in the city, but full supply is not looked for before the 20th of June. They will probably open at about \$4 per barrel or 50 cents a peck. Egyptian onions are almost out of the market. New cabbage is very scarce and rising in price. The first of the Tennessee cabbage should be along shortly.

Potatoes, Delawares, per bag	1 45 1 50
" Ontario	1 30 1 35
Sweet potatoes, per hamper	2 75
New potatoes, per bush basket	2 25 3 25
Onions, green per doz.	0 15
" Egyptian, 110-lb. bag	3 25 3 50
" Bermuda, per crate, 50 lbs.	3 50
Cabbage, new Canadian, per case	3 50 4 50
Beets, new, per doz. bunches	0 85 1 00
Carrots, Canadian, per doz. bunches	0 85 1 00
Lettuce, Canadian leaf, per doz. bunches	0 30 0 40
" Boston heads, p r doz	1 75
Radishes, Roseland, per doz.	0 30
Cucumbers, hot house, per doz. fancy Boston	1 25 1 75
" Floridas per hamper	4 00 5 00
Beans, white, prime, bush	1 40
" hand-picked, bush	1 50
" Lima, per lb.	0 06
" green, per bushel	4 50
Peas per bush	4 50
Tomatoes Florida, per crate	3 25 4 50
Parsley, per doz.	0 25
Celery, Florida, 3, 4, 5 and 6 doz., per case	4 75
Asparagus, per doz	1 25 2 01
Fancy Baltimore spinach, per hamper	1 00
Rhubarb, per doz.	0 50

FISH—Trade is unusually brisk for the time of year, due to the recent cold snap in the weather. Trout and white fish are moving out fastest of the fresh-caught lines. Lake Erie white fish are very hard to get. Halibut seems to command the readiest sale of anything in the fish market. One wholesaler intends to handle a car a week if possible through the season.

Perch, large, per lb.	0 06 1 07
Blue pickerel, per lb.	0 06 0 07
White fish, Georgian Bay, per lb.	0 10
Whitefish, winter caught, per lb.	0 08 0 10
Whitefish, fresh caught, Lake Erie	0 11
Pickerel, winter caught, per lb.	0 07
Haddock, fresh caught, per lb.	0 03 0 07
Herring, per 100 count	1 50
" medium, per lb.	0 06 0 07
" jumbo, per lb.	0 09 0 10
Sea salmon, per lb.	0 18
Trout, fresh, per lb.	0 08 0 09
Ciscoes, per basket	1 00
Finnan haddie, per lb.—fresh cured	0 09
Labrador herring, per bbl.	4 75
Cod, fresh caught, per lb.	0 07 0 08
Halibut, fresh caught	0 08
Shredded cod per lb.	0 08
Shredded cod per doz.	0 90
Flounders, per lb.	0 05
Halifax fish cakes, case	2 40
Live lobsters	0 17 0 18

TEACH CUSTOMERS THE MEANING OF THIS TRADE MARK



Tell them how important it is when they buy Codfish in packages to find it plainly stamped on the wrapper.

Every package of Fish bearing this trade mark is guaranteed the best obtainable. We spare no pains to supply an article that in the hands of a competent cook must give satisfactory results.

ATLANTIC FISH COMPANIES LIMITED, LUNENBURG

A. H. BRITAIN & CO., General Agents, MONTREAL

Lasting Goodness

There are more than one or two Jam and Jelly manufacturers who conduct their business along absolutely cleanly lines in every sense of the term. But—few there are whose

Jams, Jellies and Marmalades

retain the appetizing and qualities of ripe juicy fruit. We pride ourselves on our actual accomplishments in this direction. The goodness of succulent fruit remains in all our Jams, Jellies and Marmalades. The particular women of Canada know this. What does it mean to you?



The Belleville Fruit & Vinegar Co.

LIMITED
BELLEVILLE, ONT.

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

GROCERY NEWS OF NOVA SCOTIA

Ice Impedes Navigation and Some Out-of-the-Way Places Are Short of Food-stuff—Markets Firm and Brisk Business is Passing—Notes.

Halifax, N.S., May 27. The tone of the grocery markets is very firm. There is a fair business passing, but trade is restricted to some extent by ice conditions, particularly on the Cape Breton. There is a great scarcity of provisions at some of the more remote settlements and stocks are very low. It is impossible to get goods to these places and it is likely that some days will elapse before navigation to places is completely open. When the coast is clear of ice trade will receive a great impetus, though at the present time jobbers are not offering any complaint as to business. The butter market is a little easier, and the receipts of small tubs of dairy butter are increasing. Cheese is unchanged. New made is bringing from 12½ to 13½ cents per pound, and the market is firm at these prices. The receipts of eggs during the week were small. The demand is good. There is no scarcity, however. They are now quoted at 17 cents. It is thought that many will put in cold storage at these figures.

SUGAR.—The sugar market is very strong and the outlook is for higher prices. Sugar to-day is fully 35 cents per hundred pounds higher than it was at the same time a year ago. The prices quoted here are as follows:

Cut Loaf, (barrels).....	\$5.15
Extra Granulated.....	4.60
Austrian Granulated.....	4.50
Bright Yellow.....	4.40
No. 1 Yellow.....	4.10

MOLASSES.—Molasses is jobbing steadily and prices are very firm. The quotations in Halifax are:

Fancy Trinidad.....	39c.
Fancy Porto Rico.....	37 to 38c.
Extra Choice Porto Rico.....	39c.
Choice Trinidad.....	35 to 36c.
Fancy Barbados.....	32 to 33c.
Barbados.....	29c.

The grocers are now much interested in the condition of the flour market, the recent advances having upset the calculations of many of them. Some of the jobbers here have been unable to get quotations from the Ontario millers for the delivery of flour during the summer months. The jobbers' quotations here follow:

Hard wheat patents.....	\$5.25 to \$5.30
Seventy per cent.....	4.70 to 4.75
Eighty per cent.....	4.55 to 4.65
Ninety per cent.....	4.35 to 4.40
Straights.....	4.15 to 4.20

FISH.—The first fresh of the season on the Nova Scotia coast struck in at Englishtown, C.B., in large quantities last week and some phenomenal catches were made. The fish are of fine quality for the spring run. All grades of fish are very firm, and prices rule high. The fishing on the Banks so far is fair, but the shore fishing is dull and the catches are very small. Large

shore cod (ex store) are quoted at \$8 and small at \$6.50. Shore cod (ex vessel) \$5.75, and Bank \$5.50, haddock \$4, herring from \$3.50 to \$3.75, and mackerel No. 2 \$13 to \$13.50. Lobsters are very scarce and command high prices. One of the D. A. R. steamers took 657 crates of live lobsters from Yarmouth to Boston last week, which sold for \$14 for large and \$11 for small. There is a fairly good supply of fresh fish on the market. Fresh salmon is quoted at 25 cents per pound, retail.

G. A. Holt, a farmer, of Hillaton, King's County, N.S., is planting forty acres of a new variety of potatoes known as the "Scotch Magnet." It is said to be a fine producer, a good marketable tuber, and will likely supersede the other varieties hitherto grown.

The Gunn Langlois Co. expect to commence work shortly on their new refrigerator plant at Sydney. The plant will be operated by electricity, and it is expected that it will cost in the vicinity of \$40,000.

Wallace Rafuse, traveler for John Tobin & Co., wholesale grocers, is in the Victoria General Hospital, undergoing an operation.

Howard Wentzell, of Wentzell & Co., wholesale and retail grocers of this city, made a business trip to Sydney last week.

O'Neill & Mulcahy, retail dealers in fruit and produce, have removed from the McKeown Building, on Barrington Street, to their new premises opposite the city hall, on the same street.

GROCER AS GAMBLER.

An Old Jobber's Views on the Future Business—Retailers' Troubles.

"There was a time when a grocer was a grocer, pure and simple," said a prominent old time jobber the other day, "but that time has passed, I am sorry to say. If a grocer to-day means to have any part in the game of business success he must become a speculator and in no small measure a gambler.

"There was a time when the manufacturer made his goods on the basis of what he guessed he could make and finance and then sell. He took the product into the open market and sold it for what it was worth. The jobber who wanted the goods took them off his hands at whatever price they could pick out and, when those were sold to the trade, the jobber went in again and bought as much more as his trade demanded.

All Things Are Becoming New.

"But this has all changed. To-day the successful jobber has to study the

trade and crop conditions far ahead of time; he must make as shrewd a guess as he can six months hence and then contract with a manufacturer, who has also gambled according to his own best light, for whatever goods he thinks he will need to carry him through a whole season. He knows that in ordering futures he can no longer do as he formerly did, go and get more whenever he wants them. He lies awake at night forming his opinion, then he ties up capital enough to jeopardize his financial stability, perhaps, and follows it by lying awake a few more nights wondering whether or not he has guessed right. It isn't business; it's downright gambling; gambling, this trade in futures. But the whole business appears to hang on it to-day."

The Retailer's Troubles.

The retailer is troubled by the future problem, probably less than the manufacturer and jobber, but he has other problems of the time, quite as baffling. One of them is the rapid multiplication of branded goods. Not a day passes with the retailer without a visit from the drummer of some new-fangled food product, for which all sorts of future glories are painted, as a preliminary to making the grocer lay in a line. Naturally, the retailer has grown wary. He has already probably 20 or 30 lines of breakfast foods, for instance, all more or less perishable goods and all involving the locking up of good money on doubtful sales. His problem is one of constant watchfulness, else he finds his store littered with a variety of foods he cannot sell and in many cases, probably, never will.

Manufacturer Pushes the Fight.

And right there the manufacturer starts on the warpath to make the road of the retailer even more difficult. If he cannot make the retailer lay in the goods voluntarily, he will force him to. So he starts a campaign of advertising all over the country, pushing his goods and keeping the name before the consumer so prominently that it inevitably creates a curiosity to try them. Naturally, the retailer hears from it. He knows that it is a fad which will last perhaps a few months or until the next pusher starts a similar campaign to substitute a new product; yet, with a sigh, he writes the manufacturer to send him down a line. A lot of his good money goes into investment, but he knows that his competitor will do it if he don't. Most likely they both will.

All of which may be good business on the part of the manufacturer; but in view of the tremendous increase in the number of competing brands on the market and the statistics of failures among retail grocers, it offers food for reflection as to whether, in the long run, the retailer is altogether blessed by his friend the manufacturer who "makes a market for his own goods."

The Commercial Travelers' Association of Toronto are taking up subscriptions for three cots in the Muskoka Sanatorium at Gravenhurst. The travelers, as a rule, are very benevolent fellows and are responding nobly to such a worthy cause to try and stamp out the ravages of consumption.

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Advertise
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Contract
\$1,000 are:

Cash ren
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FOR SAL
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GROCER.

CONDENSED OR "WANT" ADVERTISEMENTS.

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

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

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

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

Yearly Contract Rates.

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

BUSINESS CHANCES.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about \$3,000. Address Box 145. CANADIAN GROCER

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

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

\$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

\$5,000 HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

FIRST-CLASS Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

ILL health causes the undersigned to offer for sale his business, consisting of a stock of general merchandise, store, etc.; the stock books of this business, year after year, show a profit that would gladden the heart of many a business with double or treble or even five times the capital invested. Write, or better, call and see. R. Thompson, Seagrave, Ontario Co.

FOR SALE.

FOR SALE—One share in Oshawa Canning Co., Ltd., of Oshawa, purchased at \$100 can be bought for \$50.00. Box 148, CANADIAN GROCER, Toronto.

SITUATIONS VACANT.

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

WANTED—Experienced grocery clerk, capable of window-dressing and advertising; state age, salary and experience. Address Grocer, Box 632, Brandon, Man.

SITUATIONS WANTED.

WANTED—A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.



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

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

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

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

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

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

Are You Sure That You Are Handling The Right Cigars ?

There's a reasonable doubt, Mr. Grocer, unless you are handling the cigars that made Granby famous from sea to sea. Ordinarily good cigars there are in abundance ; but cigars nearly as good as

PHARAOH and PEBBLE

are not on the Canadian market anywhere near the price.

PHARAOH is widely known as the king of all ten cent cigars. It compares favorably with the best sold at fifteen.

PEBBLE is better than most ten cent cigars and retails at five.

There's a Profit story connected with my way of doing business which every man in the trade should know. Are you posted ?

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

The Grocer

who doesn't sell Tobacco is not in harmony with the business condition of the age. Since you must sell tobacco it is necessary to sell good tobacco. You are safe in stocking

T. & B.

because all pipe lovers are convinced of its goodness. Men who know will smoke no other and particular women will allow no other to be smoked about the house.

T. & B. SELLS MORE THAN TOBACCO

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA

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COST OF DOING BUSINESS

Canadian Grocer will be pleased to receive communication on this subject: An American Example.

The cost of doing business has been discussed a good deal in The Grocer, but there are many men who don't know what it is in their own case. The Grocer will be pleased to receive communications on this subject, for it is of very great moment to every grocer, especially to those—and their name is legion—who do not try to know what it is costing them to do business. Following is an illustration taken from the Modern Grocer, with comment by "a successful grocer":—

Here is a good statement :
Sept. 4, 1905.

Stock	\$6,578.88
Fixtures	2,088.60
Cash	2,000.00
Total	9,419.13

The fixtures included 4 horses, 4 wagons and sleighs. No bills receivable as I did not purchase outstanding bills.
January 13, 1907.

Stock	\$11,726.90
Fixtures	2,088.60
Bills receivable	4,400.88
Cash on hand	611.93

	\$18,828.31
Bills payable	6,998.13
Net	\$11,830.13

Fixtures include 5 horses, 5 wagons and sleighs—1 extra horse and wagon. Value of these, including harness, \$1,000.

During this period I did \$88,537.67 business.

My salary is not included in "wages." I withdrew from the business during this time, \$1,744.72.

Expenses :

Rents	\$1,344.00
Lights	210.00
Telephone	60.00
Insurance (wooden bldg., high)	463.52
Horse shoeing	80.00
Horse feed	480.00
Advertising	350.00
Fuel	113.00
Paper, twine and packages	135.00
Postage	90.00
Wagon and harness repairs	95.00
Miscellaneous expenses	64.50
Wages	5,665.20
No water rent	

Total \$9,150.22

How Its Works Out.

Let us see, now, what we can make of this showing; maybe we can learn something. The business for the 16 months of its existence shows up an average volume of \$5,533.60 per month. This seems to me to indicate a steady growth, for it probably was not nearly so good at the beginning as it is now. The difference between what was there at the beginning and what is there now, is \$2,411. That is, 2.72 per cent. on

sales and 25.38 per cent. on the investment, or about 16 2-3 per cent. per annum.

My friend puts in most of his proper expenses, except his own salary, as he states; but he omits the 6 per cent to be paid on his capital. This runs up to \$760 for the 16 months. He must also take \$208.86 from his furniture and fixture as the 10 per cent. allowance on them. This should be one-third more, only I am allowing for the gradual accumulation of the stuff. There is a further figure of \$200 to come off for the 20 per cent. allowance on horses and wagons. By the time these things come off, he will have left a legitimate profit, or actual net gain of 1.36 per cent. on sales, or about 8 per cent. on his capital, or actual investment. It should be noted in passing that his interest charge from this inventory onward will amount to \$709.80 annually, being 6 per cent. per annum on his investment as it stands now—\$11,830.

Too Small Front.

The total expense account will now be seen to have amounted to not only the \$10,924.94 for which he accounts, including his own salary; but \$12,092.80, including the items of expense I have added. This expense account apportioned over the \$88,500 of sales, figures up an expense of 12 2-3 per cent. Add now, the 1.36 per cent. we have left as net gain, and we find our total margin has only been a trifle over 15 per cent. gross. This is too little—same as 8 per cent. is too small a remuneration for

SWEET CAPORAL



CIGARETTES

STANDARD OF THE WORLD

Sold by all the Wholesale trade

McDOUGALL

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

CLAY PIPES

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS } 5c.
CHAMPLAIN }
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

money invested in such a business as groceries at retail. So long as money can be invested in safe enterprises at from 6 per cent. to 7 per cent., no man is justified in taking a mercantile risk for any such percentage as 8 per cent. My friend must "jack up" his percentage; for it can readily be seen that his own personal expenditures have been light. He could not find many men who could conduct such a business successfully for \$109 per month, as he has done.

Can't Realize on Market Advances.

But this is still a good showing because it is so clear and we know so well where our friend stands. I think his trouble is the same as that with which other of the smaller merchants have to contend. I refer to the impossibility of realizing on the advances of the market which are now taking place all around us. A grocer buys on a low market expecting to benefit by the advance. He calls it "protecting himself." That term might be all right if such protection were all he was really after. The right might be all right if such protection but the reaping of the benefit of his own foresight in investing his money in advance of need. Trouble is, that your neighbor also bought about the same time and he will not advance with the market until he is compelled to buy again. You have to follow suit and you are feeding yourselves the short end of the deal all the time, for your investment grows without any corresponding growth of capital. When the decline comes you will find it necessary to drop your prices quickly enough; and thus you will lose out at both ends of the string. Under such conditions the wonder is not that the grocery business is such a poor business, but that any of us are able to weather the storm at all. Let us learn to sell goods for what they are worth on the market to-day to replace them. Let us imagine we are buying every article just before we sell it; then we shall make a little more of a fair profit as we go.

GROCERS' RIGHT TO ORGANIZE.

View Expressed by Dakota Judge in Decision Against Mail Order House.

Montgomery, Ward & Co., a Chicago mail order house, brought suit for an injunction against the South Dakota Retail Merchants' Association, because that body decided not to deal with

wholesalers and jobbers who sold to mail order houses. Judge Garland, in handing down his decision in favor of the retailers, said in regard to the retailers' rights to take organized action:

"It also fairly appears from the evidence that the retail dealers have agreed among themselves that they will not purchase any merchandise from wholesalers and jobbers who sell to catalogue or mail order houses. It does not appear, however, that said retail dealers intend to do anything in connection with the matters in controversy different than they have done already. It must be remembered that the retail dealers and complainant are competitors in business and that the retail dealers have committed the acts, shown by the evidence, for the purpose of protecting their own interests, so that the retail dealers do not stand in the position of a combination of persons would who had no interest of their own to protect. It is impossible to reconcile all the decisions bearing upon the authority of a court of equity to restrain, by injunction, combinations of persons having for their object an interference with the business of another. So far as the acts done by the combination are concerned, each case must be judged by its own facts.

"An examination and consideration, however, of the numerous cases bearing upon the question at issue has convinced the court that before a court will enjoin the commission of acts by a combination of persons which interfere with the business of another, the court must find that the acts are unlawful. For damage arising from the commission of lawful acts, the law affords no remedy. The facts in evidence of this hearing show that the retail dealers have agreed among themselves, that they will not purchase merchandise from wholesalers and jobbers who sell to catalogue or mail order houses; that they have corresponded with jobbers and wholesalers, stating that the retail dealers were opposed to said wholesalers and jobbers selling to catalogue and mail order houses, and have requested the former not to sell to the latter. Are these acts of the retail dealers unlawful? Do they show unfair trade competition? Is persuasion unlawful when considered with reference to the facts of this case, or, in other words, is persuasion unfair competition? Upon the answer to these questions depends complainant's right to a temporary injunction.

"That the retail dealers have a right

to agree among themselves that they will not purchase merchandise from wholesalers and jobbers who sell to catalogue and mail order houses, cannot be denied, and it necessarily follows that they have the right to inform each other as to what wholesalers and jobbers do sell to catalogue or mail order houses. The question in this case is, what may they do in addition, to influence the wholesalers and jobbers not to sell to the catalogue houses?

"It must be conceded that complainant has the right to transact and carry on its business free from intimidation or coercion; that this is a property right and that a combination to interfere with this right otherwise than in fair competition must show justification. The American cases, however, when carefully considered, show that the great weight of authority in the United States is in favor of the proposition that it is not unfair competition, intimidation or coercion for a combination to interfere with this right by persuasion or any peaceable means.

"It thus appears that the retail dealers have done nothing nor threatened to do anything which is actionable."

WHERE MEAT IS ALL GOOD.

In some expert literature now being issued by a German meat packer, the following, headed "Special Postscript," is given on a pink sticker:

"In view of the Chicago meat scandals it is desirable to point out that such things could not happen in Germany, where every animal has to be slaughtered at the municipal abattoir after having been medically examined.

"If any unsoundness is detected the animal is immediately confiscated by the Government and destroyed.

"All meat is subject to the same strict examination before being admitted into the factory.

"My buyers can therefore be assured of the perfect wholesomeness of the edibles I prepare."

Isn't there in this a suggestion for Canadian packers?

During the nine months ending with March, 1905, the United States shipped to Great Britain canned beef to the value of \$3,814,000. During the nine months ending March last, Great Britain took only \$591,000 worth. That much for the beef scandal.



HOGEN MOGEN
and
ROYAL SPORT

These are the Cigars that build up your tobacco department; run up your profits; win new customers; retain old ones. Do you sell these winners? Write us if you do not.

The Sherbrooke Cigar Co.
SHERBROOKE, QUE.

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

GILLARD'S PICKLE

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

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.



HIS MAJESTY THE KING

Sole Proprietors :

**GILLARD & CO.,
LIMITED**

London Eng^dand

Manufacturers of Sauces and Pickles to



H.R.H. THE PRINCE OF WALES

Representatives in Canada :

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

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



Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

Don't Throw Money Away

More than a few grocers are doing that very thing. They persist in worrying along without—or with any old awning whereas the Bartlett Brand of

Roller Awning

has been adopted by all shrewd merchants. We claim to make the best awning ever marketed in Canada and we're willing to prove to the man who is willing to invest one cent to find out.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto

**NEWFOUNDLAND'S
TRADE PASSING TO
THE AMERICANS**

Is Canada Living up to Her
Reputation as a Hustling
Community?

Newfoundland, an island, three times as large as Holland, twice as large as Denmark, one-sixth larger than Ireland, twice the size of Nova Scotia, one-third larger than New Brunswick, and almost equal to the State of New York, is being neglected by Canada. And what is worse, and a bitterer pill to swallow, the proportion of trade which Canada is losing is passing into the hands of Americans.

This is a recent development. In 1903, the United States sold Newfoundland goods to the value of \$2,920,914, which was an odd \$51,000 ahead of the Dominion. In 1904, the American houses increased their trade by \$70,000, but Canada increased hers by over half a million, and led the Americans by nearly the same amount. A year later the showing made was even more satisfactory, Canada beating her own figures by \$682,335, and administering a severe and, what looked like a conclusive, thrashing to the States, in the shape of doing in eight months as much business as the latter had done in twelve. Then the change took place,

Canada a Bad Second.

As 1906 progressed, it was no difficult matter to see that Canada was being passed by the States, as if she was standing still. The official returns for the year showed that Canada had not only lost her lead, but was more than half a million dollars behind, and this notwithstanding the fact that her imports, with the exception of 1905, were greater than they had been for five years. The table of Newfoundland's imports given below will show the details of this fight for trade more convincingly than words can tell them, and in looking them over it is worth noticing the remarkable consistency of the imports from the United Kingdom, which have not varied to any considerable extent in five years:—

Year	United States	United Kingdom	Dominion of Canada	Other countries	Total Trade
1902	\$2,501,806	\$2,244,178	\$2,612,042	\$478,659	\$7,836,685
1903	2,920,914	2,143,464	2,869,879	545,687	8,479,944
1904	2,991,022	2,497,138	3,423,255	537,249	9,448,664
1905	2,750,144	2,657,208	4,105,589	766,352	10,279,293
1906	3,609,192	2,651,196	3,521,839	631,947	10,414,274

The island recognizes no tariff discriminations or preferences, placing all imports on an equal footing, and being prepared to buy in the best market. Is there any reason, then, why Canada should be content to take second place in securing her share of this trade, which the Newfoundlanders are ready to distribute so impartially?

The Present Situation.

The year 1906 was, without exception, the most prosperous and successful in the annals of the island. Alike in its fiscal operations, in its commerce, in its fisheries, and its general industrial movement, its affairs showed a marked expansion. Its people have reached a degree of comfort previously unattained, and there seems no reason to doubt a continuation of these very gratifying conditions.

Principal Exports.

The principal commodities exported by Newfoundland during the fiscal year 1905-6 were as follows:—

	Quantity.	Value.
Dried cod (quintals)	1,481,025	\$7,864,719
Seal skins (No.)	283,400	314,048
Seal oil (tuns)	3,741	297,430
Herring, pickled (brls)	66,716	208,264
Herring, frozen and bulk (brls.)	79,314	135,601
Lobsters (cases of)	31,328	376,490
Salmon, pickled (tierces)	4,924	88,005
Salmon, fresh (lbs.)	251,156	17,931
Whale oil (tuns)	3,780	222,761
Whalebone		27,140
Lumber (ft.)	13,404,000	176,157
Iron (tons)	768,430	768,430
Copper	71,054	375,520
Pyrites	53,974	334,075
Slate	3,262	38,163

The estimated value of the output of the local factories is placed at over \$2,000,000. The revenue of the Island Gov-

ernment for the year ended June 30, 1906, is put down at \$2,660,805.29, and the expenditure as \$2,591,235.50, leaving a surplus of \$69,569.79.

The cod fishery for 1906, beginning in May and lasting until November, was rather below the average, aggregating, for the bank, shore, and Labrador fleets, about 1,200,000 quintals. The figures of the bank and shore catches are not yet available, but the export from Labrador direct to European markets was 250,887 quintals, valued at \$1,030,432, or an average of \$4.09 per quintal. This represents about half the quantity taken on that coast, the remainder being brought back to Newfoundland to be cured. The increase in the Labrador exportation has been gradual and substantial ever since 1900, when but 178,578 quintals were shipped direct to market; despite this the price has also increased, the average being in 1900, \$3.10 a quintal, but rising gradually each year to \$4.09, the total value of the export then and now being \$505,476 and \$1,030,432. The increase in price has more than offset the shortage in the general catch of cod, the figures for the best grade reaching \$6.50 to \$7.25 per quintal—higher rates than had been known for thirty years. The result has been that, stimulated by the successes of the past four or five years in the cod fishery, more of the Newfoundland people are engaging in it than

ever before, and about 150 vessels have been added to the fishing fleet the past twelve months, half of them built in the colony and half purchased abroad.

There are some eighteen whale factories along the coast, taking from one to two hundred whales each annually.

Mice and matches are a bad combination. Keep them separate by all means.

It is hard to do great things in window dressing without constant practice.

A Sweeping Success



The man who triumphs over all obstacles and leads his competitors along **the success road** is mighty particular about details. There's just one brand of brooms good enough for him. That brand is

BOECKH'S BROOMS

because they are made right and immensely superior to any other line he could possibly stock.

Besides, **the woman behind the broom** insists on

BOECKH'S

Moral—Stock Boeckh's Brooms.

UNITED FACTORIES, LIMITED
TORONTO, CANADA

THE LAW SAYS YOU MUST

Do you know that a man is obliged by law to keep a proper set of books?

The law says:

"Any man who fails and has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

Since you must keep books of some sort, and as the law insists that you keep proper books, why not keep them properly?

It is just as easy to do a thing right as it is to do it wrong.

* * * * *

Business Systems mean absolute accuracy,



and with less work than the old-style methods of bookkeeping.

Business Systems are not expensive to put in in the first place—the cost is in proportion to the size of the business, and they enable one clerk to do the work of two.

Business Systems allow your clerks to put their work before you in such shape that you can see at a glance how everything stands.

* * * * *

Drop us a one-cent post card asking for further particulars.

You don't have to buy unless we can suit you.

860

BUSINESS SYSTEMS LIMITED
85 SPADINA AVENUE
TORONTO . . . CANADA

AS A MEANS OF SUCCESS

Are you still using that old antiquated system of book-keeping,—Bound Ledgers, Day Book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want, but because you have never troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of

The Crain Continuous Systems

The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact, and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask us for Catalogue "G," which will give you all details.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:
18 Toronto Street

Montreal:
Alliance Building, St. James St.

Winnipeg:
Nanton Block, 430½ Main St.

Modern Store Equipment

is essential to the grocer who aims at securing the best results in his business.

Walker Bin Fixtures



insure:

A clean and attractive interior
Fresh stock temptingly displayed
Prompt and efficient service
Satisfied and permanent customers
A larger volume of business and

INCREASE PROFITS

WALKER BIN FIXTURES are within the range of the purchasing power of the smallest merchant, while they represent a permanent investment. They are made for a lifetime's service.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

THE WALKER BIN & STORE FIXTURE CO., LIMITED

BERLIN, ONT.

Representatives

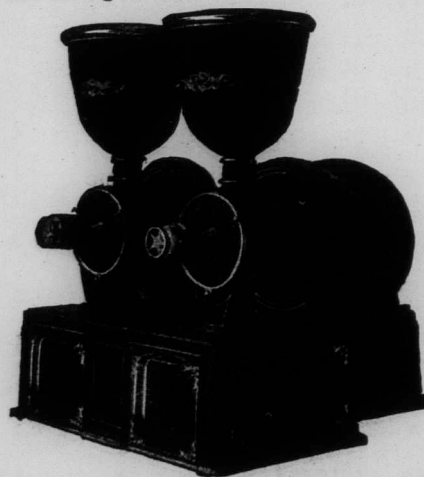
Manitoba: Stuart Watson, Winnipeg, Saskatchewan and
Alberta:—H. W. Laird Co., Limited, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

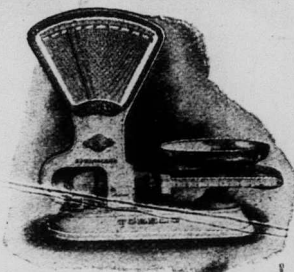
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Dearborn & Co., St. John, N.E.

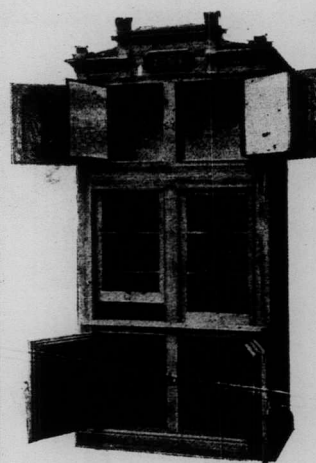
Forbes Bros., Montreal.
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TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it paid for with the money you are now losing.
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.



Still the Best on the Market

Arctic Refrigerator

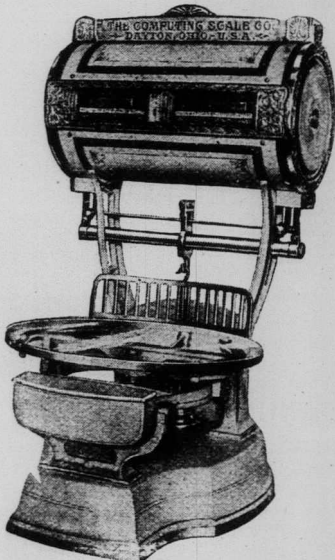
Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

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.

Foolish Economy

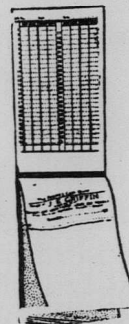
There is such a thing. There are men who save dimes to lose dollars. The retailer who worries along without our

"Duplex" Counter Check Book

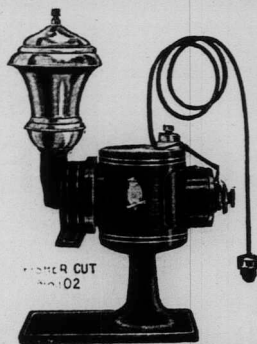
is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited

Toronto



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

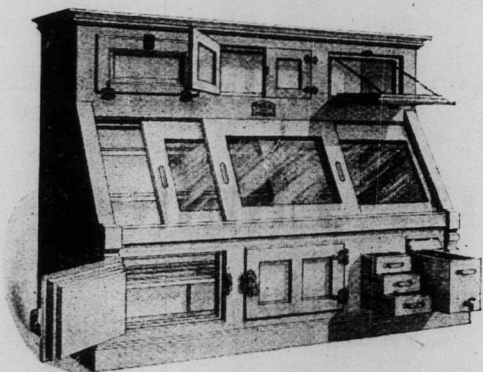
Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

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

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

Write for Catalog and prices

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



Have you seen the Latest in Refrigerators?

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

The Aubin's Patent Refrigerator

is used by leading Grocers in Canada.

C. P. FABIEN

Proprietor and Manufacturer.

MONTREAL, CANADA

Refrigerators made to order in any size and style.

UPTON'S

Jams, Jellies, Marmalade

Are Made by Canadians for Canadians

Canadian fruit is second to none, no matter in what part of the world it is grown. Sugar refined in Canada from the raw cane has a higher standard of purity than any other.

U
P
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S



U
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Our name on the label is the grocer's safeguard. During all the years we have been in business we have stood behind every bottle of our products—we are doing so to-day—and will ever do so.

YOU ARE PROTECTED

when you handle our lines. YOU get value—your customers get honest value for their money. YOUR profit is good and sure, because the goods SELL. What is more, you get satisfaction; because UPTON'S appeal to your customers as no other preserve will, and as a Canadian you build up your trade on Canadian lines.

When you ask your jobber for Upton's Jams, Jellies or Marmalades be wary of the "just as good"; insist and you can get the real thing. Price list can be obtained from our Toronto agents.

The MacLaren Imperial Cheese Co., Limited

The Upton Company, Limited

Hamilton

Ontario

Qu
TI
respons
Grocer,

ook's Fri
Size 1, in 3
" 10, in 4
" 2, in 6
" 12, in 6
" 3, in 4
Pound tin
12-oz. tin,
5-lb. "

Diamond
1-lb. tins, 2
1-lb. tins, 3
1-lb. tins, 4

IM1

Cases.

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

Ocean Bak
" "
" "
Borr
Cort
Frel



B

Size

Royal—Dir
1 lb.
" 8 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

arrels—W

cent. d

OLEV

Cleveland's

"

"

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"

arrels—W

cent. d

Crown Br

1 lb. tins, 3

1 lb. " 2

1 lb. " 4

Keen's Ox

In 10-lb

Gillett's M

Nixey's "4

acco

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

May 31, 1907.

Baking Powder.

Brand	Per doz.
Cook's Friend—	
Size 1, in 3 and 4 doz. boxes.....	\$2 40
" 10, in 4 doz. boxes.....	2 10
" 2, in 6 ".....	0 80
" 12, in 6 ".....	0 70
" 3, in 4 ".....	0 45
Pound tins, 2 doz. in case.....	3 00
12-oz. tins, ".....	2 40
5-lb. ".....	14 00

W. H. GILLARD & CO.

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

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2-lb.	10 50
1-doz.....	5-lb.	19 75

OCEAN MILLS.

Brand	Per doz.
Ocean Baking Powder, 1/2 lb., 4 doz.....	\$0 45
" " " 1/2 lb., 5 doz.....	0 90
" " " 1 lb., 3 doz.....	1 25
Borax, 1/2 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78
Freight paid 5 p.c. 30 days.	

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	3-oz.	0 75
4 ".....	2-oz.	0 85
4 ".....	1 1/2-oz.	1 40
4 ".....	1 1/4-oz.	1 45
4 ".....	1 1/2-oz.	1 55
4 ".....	1 1/4-oz.	1 70
2 ".....	2 1/2-lb.	4 10
1 ".....	5-lb.	7 30
1 ".....	6-oz.	Per case
1 ".....	12 ".....	\$4 55
1 ".....	18 ".....	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal—Dime.....	\$ 0 95
" 1 lb.....	1 43
" 6 oz.....	1 35
" 1 lb.....	2 55
" 12 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

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

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's—Dime.....	\$ 0 93
" 1 lb.....	1 33
" 6 oz.....	1 90
" 1 lb.....	2 45
" 12 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 20
" 5 lb.....	21 65

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

T. KINNEAR & CO.

Brand	Per doz.
Crown Brand—	
1 lb. tins, 2 doz. in case.....	\$1 20
1 lb. " 3 ".....	0 80
1 lb. " 4 ".....	0 45

Blue.

Keen's Oxford, per lb.....	\$0 17
In 10-lb. lots or case.....	0 16
Gillett's Mammoth, 1/2 gross box.....	2 00
Nixey's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " 13 pepper boxes.....	0 09
According to size.....	0 09

JAMES' DONE' BLAKE LEAD.

Size	Per gross.
5a size.....	\$3 40
2a size.....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	



PETERBOROUGH CEREAL CO.

Canada Flakes "English" 36/10's.....	\$2 85
Canada Flakes "Household" 24/25's.....	5 00
Case lots 4 93	
Freight prepaid on 5-case lots assorted.	

Chocolates and Cocoas

THE COWAN CO., LIMITED.

Cocoa—	
Perfection, 1/2-lb., per doz.....	\$2 40
" " 1-lb., ".....	1 25
" " 10c. size ".....	0 90
" " 5-lb. tins per lb.....	0 37
Soluble, No 1.5 and 10-lb. tins, per lb.....	0 20
" No. 2, 5 and 10-lb. tins.....	0 18

Special quotations for cocoa in bbls., kegs, etc.

Chocolates—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 55
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" " 8's, ".....	0 22
" " 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" " Flat cakes, per lb.....	0 30

Icings for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. pkgs., per doz.....	0 30
Chocolate, white, pink, lemon, orange, almond, maple and cocoonut cream, in 1-lb. boxes, per doz.....	1 75

Confections—

	Per doz.
Cream bars, 60 in box, per box.....	1 87
" 6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
" 1 lb., per doz.....	2 25
Crystallized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

FRY'S.

Chocolate—	per lb.
Caracas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 29
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocoas—

	Per doz.
Concentrated, 1/2's, 1 doz. in box.....	2 40
" " 1-lb., ".....	4 50
" " 1-lb., ".....	3 25
Homoeopathic, 1/2's, 14-lb. boxes.....	
" " 1/2's, 12 lb. boxes.....	

EPPS'S.

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

BENSDORF'S COCOA

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

1 lb. tins, 4 1/2 doz. to case.....	per doz., \$ 90
" " 2 " " ".....	2 40
" " 1 " " ".....	4 75
" " 1 " " ".....	9 00

JOHN F. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.

Standard Brokerage Co., Vancouver, B.C.



	Per
Elite, 1/2's (for cooking).....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/2's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 40
" " " ".....	0 38
" No. 1 chocolate, 1/2's.....	0 32
" Navy ".....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's.....	0 24
" Confectioner's chocolate, 2-lb. to 2-lb. to.....	0 31
" Sweet Chocolate Liquors, 2-lb. to.....	0 35

WALTER BAKER & CO., LIMITED.

	Per lb.
Premium No. 1 chocolate, 1/2 and 1-lb. cakes.....	\$0 28
Breakfast cocoa, 1/2, 1 and 5-lb. tins.....	0 44
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 28
Caracas sweet chocolate, 1-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	1 42
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caracas tablets, 100 bundles, tied 5's, per box.....	3 00
The above quotations are f.o.b. Montreal.	

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William st. Montreal	
Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 38c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins. 39c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 39c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 39c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins. 40c.	

Sweet chocolate powder—	
5-lb. tins, 10 tins in case.....	26c.
12-lb. boxes, 6 boxes in case, 1-lb. tins. 27c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 29c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins. 28c.	

Premium chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 33c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 24c.	

Milk chocolate—	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 28c.	
100 2-cent pieces in box, each.....	\$1.25

Vanilla sweet chocolate—	
100 2-cent. pieces in box.....	\$1.25
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. tins. 26c.	
6-lb. bxs., 12 bxs. in case, 1-lb. pkgs. 26c.	

Diamond sweet chocolate—	
6-lb. boxes, 12 bxs. in case, 1-lb. pkgs. 22c.	
12-lb. boxes, 6 boxes in case, 1-lb. pkgs. 22c.	
6-lb. " 12 " " ".....	22c.

Gold Medal chocolate powder—	
5-lb. tins, 10 tins in case.....	38c.
10-lb. tins, 10 tins in case.....	35c.

XXX chocolate powder	
5-lb. tins, 10 tins in case.....	29c.
10-lb. tins, 10 tins case.....	27c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " " (20).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.	
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00
Evaporated cream—	
"Peerless" brand evap. cream.....	4 75 1 20
" " hotel size.....	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)..... \$4 55
"Reindeer" brand per case (4 doz.)..... 5.60



Coffees.

THOS. LIPTON

1 lb. tins, ground or whole... retail wholesale 0 40 0 30

Brand	Per lb.
Mecca.....	\$0 28
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 13 1/2

R. D. MARCEAU, Montreal.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27 1/2
"Condor" Java.....	0 20
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 20
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 62
100 lb. delivered in Ontario and Quebec.	
Rio No. 1.....	0 15
Condor I. 40-lb. boxes.....	45c.
" II. 40-lb. boxes.....	42c.
" III. 80-lb. boxes.....	37c.
" IV. 80-lb. boxes.....	35c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins.....	\$0 33
" " in 2 lb. ".....	0 30
Canadian Souvenir. 1 lb. fancy lithographed canisters.....	0 32

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Lafamre, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.....	1 75
10 " " ".....	3 00
Rep. quarts, 1 " ".....	6 50
Imp. " " ".....	9 00

Cheese.

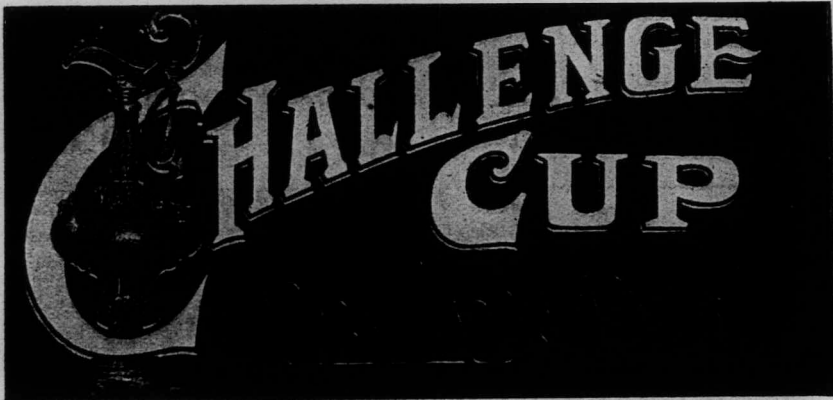


Imperial—Large size jars.....	per doz. \$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	

WM. BRAID & CO.,

Importers of TEAS,
COFFEES and SPICES

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

00 to \$5 00 books	3 cents each
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
30 00 "	9 "
35 00 "	10 "
40 00 "	11 "
45 00 "	12 "

Cleaner.

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

Wholesale Agent.
The Davidson & Hay, Limited, Toronto

Extract of Beef.

LAPORTE, MARTIN & CIE, LTD.

"Vita" Pasteurized Extract of Beef.

Per case.	
Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 00
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

Fly Pads.

Wilson's Fly Pads, in boxes of 50 1/2 c. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

BATGER'S WHOLE FRUIT STRAWBERRY JAM

Agents, Rose & Lafamme, Montreal and Toronto.

1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UPTON & CO.

Compound Fruit Jams—	
12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case, per lb.	0 07 1/2
5 and 7-lb. tin pails, 5 and 3 pails in case, per lb.	0 07
7 and 14-lb. wood pails, per lb.	0 07
30-lb. wood pails, per lb.	0 06 1/2
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00

7-lb. tins, 2 doz. in case per lb.	0 07 1/2
5 and 14-lb. wood pails, 5 pails in crate per lb.	0 07
30-lb. wood pails, per lb.	0 06 1/2
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz.	\$1 60
5, 7, 14 and 30-lb. pails, per lb.	0 09 0 12

Lard.

THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces	\$0 10 1/2	30-lb. tins	2 18
1-bbls.	0 11 1/2	Cases 3-lb.	0 11 1/2
Tubs, 60 lbs.	0 11 1/2	" 5-lb.	0 11 1/2
Pails	2 28	" 10-lb.	0 11 1/2

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper, per lb.	\$0 40
Fancy boxes (36 or 50 sticks), per box	1 25
" Ringed " 5-lb. boxes, per lb.	0 40
" Acme " pellets, 5-lb. cans, per can	2 00
" " (fancy boxes 40) per box	1 50
Tar Licorice and Tolu wafers, 5-lb. cans, per can	2 00
Licorice lozenges, 5-lb. glass jars, per jar	1 75
" " 20 5-lb. cans, per can	1 50
" Purity " licorice 10 sticks, per box	1 45
" " 100 sticks, per box	0 75
Dulce large cent sticks, 100 in box	0 75

Lime Juice.

BATGER'S LIME JUICE CORDIAL.

Agents, Rose & Lafamme, Montreal and Toronto.

Quar bottles, 2 doz., per doz.	2 90
Pint " 2 doz., per doz.	1 85

BATGER'S LEMON SQUASH.

Agents, Rose & Lafamme, Montreal and Toronto.

Quart bottles, 2 doz., per doz.	2 90
Pint " 2 doz., per doz.	1 85

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.	\$3 60
3 cases of 4 doz.	\$3 50
5 cases or more	\$ 40

Mince Meat.

Wetthey's condensed, per gross net	\$12 00
per case of doz. net	3 00

Mustard.

COLMAN'S OR KEEN'S.

D.S.F. 1-lb. tins, per doz.	\$ 1 40
" 1-lb. tins	2 50
" 1-lb. tins	5 00
Durham 4-lb. jar, per jar	0 75
" 1-lb. jar	0 25
F.D. 1-lb. tins, per doz.	0 85
" 1-lb. tins	1 45

E. D. MARCEAU, Montreal.

"Oondor," 12-lb. boxes—

1-lb. tins, per lb.	\$ 0 35
1-lb. tins	0 35
1-lb. tins	0 35 1/2
4-lb. jars, per jar	1 30
1-lb. jars	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins, per lb.	25
1-lb. tins	0 25
1-lb. tins	0 25 1/2
4-lb. jars, per jar	0 70
1-lb. jars	0 25

Olive Oil.

LAPORTE, MARTIN & CIE, LTD

Minerva Brand—

Minerva, qts. 12's	\$5 75
" pts. 24's	6 50
" 1-pt. 24's	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case, per doz.	\$ 1 00
Home-made, in 1-lb. glass jars	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.	1 75

Sauces.

PATERSON'S WOCESTER SAUCE.

Agents, Rose & Lafamme, Montreal and Toronto.

1/2-pint bottles, 3 & 6 doz., per doz.	0 90
Pint " 3 doz., per doz.	1 75

Soda.

COW BRAND

Case of 1-lb. containing 60 packages per box, \$3 00.

Case of 1-lb. (containing 120 pkgs. per box, \$3 00).

Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.

Case of 50. pkgs. containing 96 pkgs., per box, \$3

MAGIC BRAND. Per case.

No. 1, cases, 60 1-lb. packages	\$ 2 75
No. 2, " 120 1-lb. "	2 75
No. 3, " 30 1-lb. "	2 75
" 60 1-lb. "	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.	
1 case	2 85
5 cases	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

1 case.	5 case.
Royal City Soap (bar)	2 50 2 40
Peerles Soap (bar).....	2 50 2 40
Standard Soap (cake).....	2 40 2 30
Crystal Soap Chips, per lb. 5c.	

A. P. TIPPET & CO., Agents.

Maypole soap, colors, per gross	\$10 20
" black, per gross	15 20
Oriole soap, per gross	10 20
Gloriola soap, per gross	15 00
Straw hat polish, per gross	10 20

Starch.

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—

No. 1 White or blue, 4-lb. carton, per lb.	\$ 0 06 1/2
No. 1 " 5-lb. "	0 06 1/2
Canada laundry, per lb.	0 05 1/2
Silver gloss, 4-lb. draw-lid boxes, per box	0 07 1/2
Silver gloss, 5-lb. tin canisters, per box	0 07 1/2
Edward's silver gloss, 1-lb. pkg., per box	0 07 1/2
Kegs silver gloss, large crystals, per box	0 05 1/2
Benson's satin, 1-lb. cartons, per box	0 07 1/2
No. 1 white, blue, and rose, per box	0 05 1/2
Canada White Gloss, 1-lb. pkg., per box	0 05 1/2
Benson's enamel, per box 1 25 to 1 50	

Corn Starch.

Benson & Co.'s Prepared Corn, per box 0 07

Canada Pure Corn, per box 0 05 1/2

Rice Starch—

Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.

Japanese Starch. Case

1 case, 5 doz.	\$5 00
5 " 5 "	4 85

Lot 5 cases, freight paid.

CORN STARCH "ROYALTY."

12-oz. case, 4 doz.	0 50
Lot 10 cases, freight paid.	

BRANTFORD STARCH WORKS, LIMITED

Ontario and Quebec.

Laundry Starches—

Canada Laundry, boxes of 40-lb. \$0 05 1/2	
Acme Gloss Starch—	
1-lb. cartons, boxes of 40 lb.	0 05 1/2

Batger & Co.
London, Eng.

Do It Now
Travellers
are out

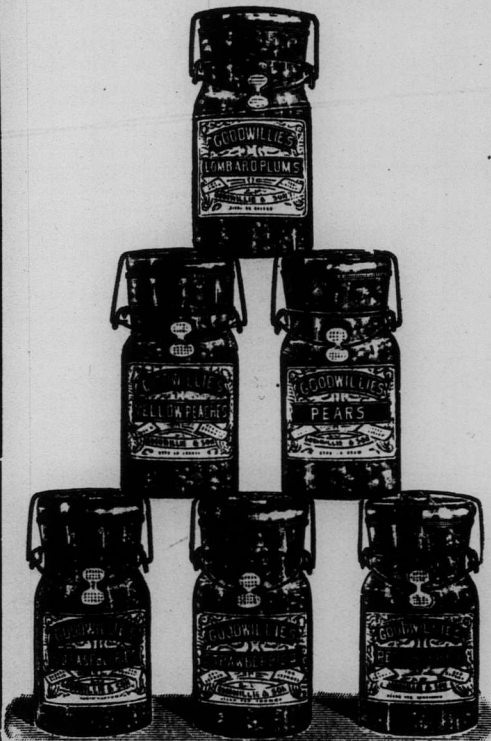
Before Ordering

**Xmas Crackers,
Stockings,
Fancy Goods,
Wedding Cake
Ornaments,
Etc., Etc.**

Ask for prices
or a showing
of samples.

AGENTS:
Rose & Laflamme
Montreal and Toronto

**GOODWILLIE'S FRUITS
IN GLASS**



Have
You
Tasted
Them
Yourself
?

If Not
Do So

AGENTS
**Rose
&
Laflamme**
Montreal
and
Toronto



**THE
TWENTIETH
CENTURY
FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1st. FLY COIL

Will catch and hold more Flies to the square inch
than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Bury
Ltd., (Lancs) Eng.

Brunner Mond & Co.'s

**WASHING
SODA**

Drums,	336 lbs.	Barrels,	336 lbs.
"	224 "	Bags,	224 "
"	112 "	"	112 "
"	100 "	"	100 "

Concentrated Sal Soda

Casks, 560 lbs.

Winn & Holland
Montreal

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Coddle-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.
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Kops Breweries, London, S.W.
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Kingsery Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co., Montreal.
McLaughlin, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Box Strapping.
Warmington, J. N., Montreal
Brooms, Brushes and Woodenware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.
Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Cannery, Hamilton.
Farmers Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.
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Carter-Crume Co., Toronto.
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Walker Bin and Store Fixture Co., Berlin
Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougal, D. & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
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Baker, Walter & Co., Dorchester, Mass.
Barnes, John, Ltd., Winnipeg.
Caillier's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.
Cocoanuts.
Canadian Coconut Co., Montreal.
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Buff, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.
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Gillett, E. W., Co., Toronto.
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Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.
Counter Check Books, Etc.
Carter-Crume Co., Toronto.
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Dairy Produce and Provisions.
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Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto

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Park, Blackwell Co., Toronto.
Power, E. J., Halifax.
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Ryan, Wm., & Co., Toronto.
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Atlantic Fish Co., Halifax, N.S.
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McWilliam & Everist, Toronto.
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Windsor, J. W., Montreal.
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Capetan Mfg. Co., Toronto.
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Brown's Fly Coil Co., Bury, Lancs., Eng.
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MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
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Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
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Lucas, Steele & Bristol, Hamilton.
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McWilliam & Everist, Toronto.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
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Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
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Gelatine.
Cox, J. & G., Edinburgh, Scotland.
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Alexander Milling Co., Ltd., Brandon.
Battle Creek Toasted Corn Flake Co.,
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Nicholson & Brock, Toronto.
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Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.
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Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinneir, T., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

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Walker Bin and Store Fixture Co., Berlin.
Jams, Jellies, Etc.
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Goodwillie's—Rose & Laflamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
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Ashley & Lightcap, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax N.S.
Honeyman, Haultain & Co., Regina.
Hughes, W. G., & Co., Calgary, Alta.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
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Capstan Mfg. Co., Toronto.
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Comm'n Sense Mfg. Co., Toronto.
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Majestic Polishes, Ltd., Toronto.
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Fabien, C. P., Montreal.
Hanson, J. H., Montreal
Hillock, John, & Co., Ltd., Toronto.
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Canadian Salt Co., Windsor, Ont.
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Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
Soap.
Canadian Castile Soap Co., Berlin, Ont.
Darling & Brady, Montreal.
Guelph Soap Co., Guelph, Ont.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John, & Co., Toronto.
Soda—Baking.
Church & Dwight, Montreal.
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Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit.
Storage and Warehouses.
Terminal Warehouse & Cartage Co.
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Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
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Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.
Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Branson & Co., Ltd., London, Eng.
Ceylon Tea Traders' Ass'n.
Codville-Georgeson Co., Winnipeg
Ewing, S. H., & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Lipton, Thos., New York.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Furnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.
Washing Compound.
Choullou, C. A., Montreal.
Gillett, E. W. Co., Toronto.
Wm. & Holland, Montreal.
Wrapping Paper, Paper Bags, Twine, Wood Dishes, Etc.
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto
Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

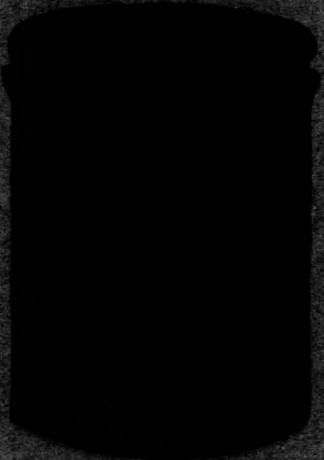
Abbott, H. G., & Co.	69
Adam, Geo., & Co.	2
Adamson, J. T., & Co.	56
Alexander Milling Co.	2
Allan, Robt., Co.	2
Allison Coupon Co.	62
American Tobacco Co.	67
Anderson, Powis & Co.	2
Atlantic Fish Companies	63
Balfour, Smye & Co.	21
Battle Creek Toasted Corn Flake Co.	54
Bartlett, Wm., & Son	63
Beardwood Agency	62
Belleville Fruit and Vinegar Co.	63
Bloomfield Packing Co.	19
Bode's Gum Co.	54
Borden's Condensed Milk Co.	76
Bradstreet's	4
Braid, Wm., & Co.	71
Brown's Fly Coil	79
Bryce, Chas. O., Co.	55
Business Systems Limited	71
Caillier's Chocolate	57
Campbell's, E. Sons	inside back cover
Canada Paper Co.	4
Canada Sugar Refining Co.	22
Canadian Cannery	5
Canadian Castile Soap Co., Ltd.	29
Canadian Coconut Co.	10
Canadian Salt Co.	24
Capetan Manufacturing Co.	49
Carman, Escott Co.	49
Carter-Crume Co.	73
Carter, S. J., & Co.	24
Chase & Sanborn	27
Choullou, C. A., & Co.	11
Clark, W.	52
Codville-Georgeson Co.	49
Colson, E. C. & Son	inside front cover
Colson, E. C. & Son	4
Computing Scale Co.	73
Connors Bros.	63
Cote, Joseph	67
Cowan Co.	57
Cox, J. & G.	55
Crain, Rolla L., Co.	72
Dalley, The F. F., Co., Limited	22

Davenport, Pickup & Co.	48
Davidson & Hay	24
Dawson Commission Co.	61
Doughty, A. C., & Co.	4
Douglas, J. M., & Co.	59
Douglas & Ratcliff	54
Duff, John, & Son	53
Eby, Blain Co.	3
Edwardsburg Starch	outside front cover
Empire Tobacco Co.	67
Epps, Jas., & Co.	55
Esser Canning Co.	23
Estabrooks, T. H., & Co.	19
Evans, H. H., & Sons	20
Fabien, C. P.	73
Farmers' Canning Co.	18
Fearman, F. W., Co.	50
Fisher, A. D., Co.	73
Fisher, Frederick & Sons	60
Frame-Food Co.	57
Galbraith, Wm., & Son	28
Gillard & Co.	69
Gillard, W. H., & Co.	22
Gillett, E. W., Co., Ltd.	7
Gorham, J. W., & Co.	2
Gourock Rope Work Export Co.	24
Gregson, W. C., & Co.	4
Greig, Robt., & Co.	13
Hillock, John, & Co.	73
Honeyman, Haultain Co.	2
Hudson, Hebert & Co.	2
Improved Match Co.	outside back cover
Jarvis, C. E., & Co.	4
Jones & Swan	2
Kingsery Mfg. Co.	61
Kinneir, Thos., & Co.	10
Kirouac, Nap. G., & Co.	51
Kops Breweries	21
Kyle & Hooper	26
Lakeview Canning Co.	28
Lambe, W. G., & Co.	2
Leitch Bros.	54
Lipton, Thomas	15
Loggie, W. S., & Co.	62
London Printing & Litho. Co.	69
Lowney, Walter M., & Co.	16
Lucas, Steele & Bristol	outside back cover

Lytle, T. A., Co.	11
MacDonald, Gordon & Co.	4
McFarlane & Field	67
McFall, A. A.	54
McFarlane & Field	2
McLaren's Cakes	inside back cover
McLaren's Cakes	55
Magor, Frank	60
Manitoba Canning Co.	53
Maple Tree Producers' Association	53
Marceau, E. D.	25
Marsden, James	4
Mason, Geo., & Co., Ltd.	9
Mason & Hickey	49
Mathewson's Sons	27
Methven, J., Sons & Co.	4
Mitchell H. W.	4
Modern Canner Co.	24
Montreal Fruit Exchange	61
Montreal Grocery Clerks' Ass'n	14
Montreal Packing Co.	53
Mooney Biscuit and Candy Co.	55
Morse Bros.	76
Mott, John P., & Co.	57
National Licorice Co.	8
National Drug Co.	13
Nestle's Chocolate	55
Nicholson & Bain	12
Nickel Plate Stove Polish Co.	24
Oakey, John, & Sons	inside back cover
Oakville Basket Co.	24
Ocean Mills	4
Old Homestead Canning Co.	6
O'Mara, Joseph	65
Ozo Co.	65
Park, Blackwell Co.	50
Paterson, R., & Sons	28
Patrick, W. G., & Co.	2
Payne, J. Bruce	66
Power, R. H.	52
Purnell Webb & Co.	63
Ratray, D., & Son	20
Robinson, O. E. & Co.	61
Rose & Laflamme	8, 79
Rosat & Co.	59
Royal Crown Limited	23

Rutherford, Marshall & Co.	52
Ryan, Wm., Co.	50
"Salada" Tea Co.	11
Scott, David, & Co.	4
Shallcross, Macaulay & Co.	4
Sherbrooke Cigar Co.	68
Smith, E. D.	21
Snowdon, Forbes & Co.	21
Sprague Canning Machinery Co.	54
Stimpson Computing Scale Co.	48
Stringer, W. B., & Co.	61
Standard Baked Age Co.	22
St. Charles Condensing Co.	10
Stuart, Watson & Co.	4
"Sugars" Limited	58
Symington, T., & Co.	59
Taylor & Pringle Co.	52
Terminal Warehouse and Cartage Co.	76
Thompson, G. B.	4
Tippet, Arthur P., & Co.	1
Toledo Computing Scale Co.	72
Toronto Pottery Co.	inside back cover
Toronto Salt Works	52
Truro Condensed Milk Co., Limited	53
Tuckett, Geo. E., & Son Co.	86
Turner, James, & Co.	29
United Factories, Ltd.	71
Upton, T. Co.	74
Verret, Stewart Co.	62
Wagstaffe Limited	27
Walker, Hugh, & Store Fixture Co.	72
Wallaceburg Sugar Co.	17
Warmington, J. N.	65
Warren Bros.	28
Warren, G. C.	2
Watson, Andrew	61
Western Canada Flour Mills Co.	56
Wetley, J. H.	outside back cover
White & Co.	61
White, Cottell & Co.	29
Wilson, Archdale	52
Windsor, J. W.	21
Wm. & Holland	79
Wiseman, R. B. Co.	49
Woodstock Cereal Co.	54
Wood, Thos., & Co.	78
Woods, Walter, & Co.	52

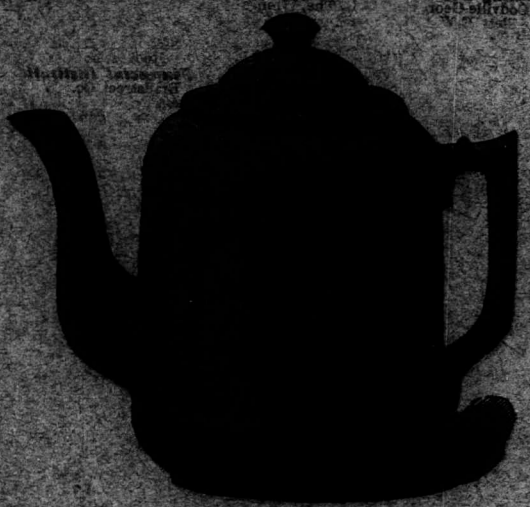
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50
11
4
4
63
7
21
54
48
61
22
10
4
58
59
52
76
4
1
72
cover
52
53
66
29
71
74
62
27
10
72
17
65
28
2
61
56
cover
61
29
52
21
79
49
54
78
52

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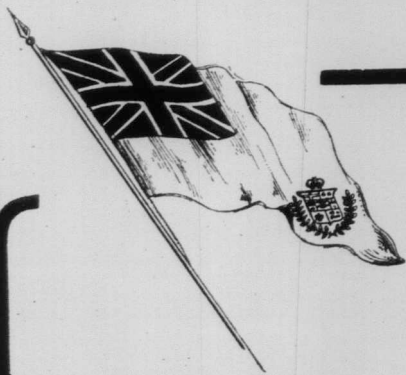
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