

SPECIAL FEATURE—Montreal Exhibition of Groceries
CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto

VOL. XXII.

MONTREAL, TORONTO, WINNIPEG, MAY 1, 1908.

NO. 18.



It's so easy to sell

Keen's Oxford Blue

Through its superior merit and general excellence over all other makes of laundry blue it has become a household necessity. Every grocer has a call for it.

FOR SALE BY ALL JOBBERS.

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

Every Culinary and Laundry Requirement

demanding the use of STARCH can be filled with

Benson's "Prepared" Corn and Edwardsburg "Silver Gloss" Starch

These brands are the housekeeper's most reliable brands—Every jobber sells them.

EDWARDSBURG STARCH CO., LIMITED

ESTABLISHED 1858

53 Front St. East, TORONTO, Ont.

Works, CARDINAL, Ont.

164 St. James St., MONTREAL

UPTON'S

Pure

Orange Marmalade

The tonic qualities of good Orange Marmalade are recognized by the best medical authorities.

**"It's Pure
That's Sure."**



**"It's Pure
That's Sure."**

Upton's Pure Orange Marmalade is put up in 12 and 16 oz. glass jars and in 2, 5 and 7 lb. pails, and is the best Orange Marmalade value on the market.

Price list and further information mailed on request.

The T. Upton Co., Limited
Hamilton, Canada

Macaroni Vermicelli Spaghetti

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

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

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

Look for the Name **"CODOU"**

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

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

8 Place Royale, Montreal
84 Victoria St., Toronto

Made in France



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Manufacturers' and General Commission Agents for
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Agencies Solicited
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TEAS, COFFEES, DRIED FRUITS, ETC.
Highest references. Prompt attention

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NUTMEGS AT FIRST-HAND. To wholesale only
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Fish, Oils, Beans, Peas and Produce.
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Representing Morris & Co. Chicago, Pork and Lard.

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Grocery and Fruit Broker
REGINA, SASK.
J. L. PEPPARD
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SWIFT'S SILVER LEAF LARD
Tubs and Pails
Now in Store.
Anderson, Powis & Co.
Agents
15 Wellington Street East, Toronto

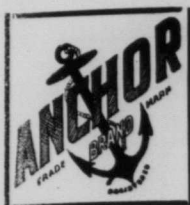
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Manufacturers Agents and Distributors.
AGENCIES SOLICITED
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W. G. A. LAMBE & CO.
Toronto
Grocery Brokers and Agents.
Established 1885.

FINE FILIATRA CURRANTS
EVAPORATED APPLES,
both on spot.
W. H. MILLMAN & SONS
Grocery Brokers
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MacLAREN IMPERIAL CHEESE CO. Limited
AGENCY DEPARTMENT.
Agents for Grocers' Specialties and Wholesale Grocery Brokers
TORONTO, Ont. DETROIT, Mich.

(Continued on page 4.)



Do You Smoke ?

Even if you don't, do you know the great majority of your customers do, and the most of them enjoy a good cigar.

The Best
5c. Straight
on the market.

Now, here's your chance—sell them an

“ANCHOR” brand CIGAR

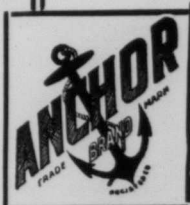
The quality is such that they will come back for more and become steady, profitable customers.

Why not YOU make the profit the other fellow has been making?

A Cigar Department in your business will pay you handsomely.

When you are looking for something extra special in Cigar bargains—Remember we are headquarters.

We carry a large, well-kept stock of Cigars—all money makers.



THE EBY-BLAIN, LIMITED

Wholesale Grocers

TORONTO




Popular and Profitable

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

Blue Ribbon Tea

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

THE BLUE RIBBON TEA CO.
Montreal and Toronto

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 East, Toronto

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Manufacturers' Agents—Continued.

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

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

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MOOSE JAW, SASK.
Manufacturers' Agents and Commission
Merchants
Wholesale Fruits and Produce
Large Track Warehouse Accommodation
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**THE MOOSE JAW FRUIT AND
PRODUCE CO.**
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and COMMISSION MERCHANTS
Importers and exporters. Prompt and
careful attention to all business. Highest
Canadian and foreign references. Cable
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Codes: A, B, C, 5th edition, and private.

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

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Wholesale Grocery Brokers, Com-
mission Merchants.
First class connection with the trade. Established
1895. First-class references.
Your correspondence and business solicited.
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139 Water St., - Vancouver, B.C.
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MERCHANTS—Have you accounts hard
to collect? Try our up-to-date system. It
brings results, costs little, saves money and
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IMPERIAL COLLECTING AGENCY
315 McIntyre Block, - WINNIPEG, MAN.

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Firms Abroad Open for Canadian Business.

DAVID SCOTT & CO.
Established 1878. 10 North John St.
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Splendid connections and references. Try us with a ship-
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T. A.—Scottish, Liverpool.

JAMES MARSHALL
ABERDEEN, SCOTLAND,
invites consignments of Canadian Produce, gives personal
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returns. Reference—Clydesdale Bank, Aberdeen. Codes—
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Canada's most
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ance beverage.

The drink that
everybody likes

Brewed from
healthful Roots
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is absolutely
free from alcohol

No first-class
Grocer should
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supply his
family trade by
case or bottle.

Send to-day for
prices.

Advertising
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Jobbers where agencies are not as
yet established. Made by

Crystal Spring Bottling Works
WATERLOO, QUE.

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

...ESTABLISHED 1849...

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

SOMETHING ABOUT PEAS

CANNED PEAS are sold in four grades or qualities—

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

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

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

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

Prices for these Peas vary according to Grade.

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

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

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

CANADIAN CANNERS, Limited

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Produce, gives personal
and guarantees prompt
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KOLA

Canada's most
popular temper-
ance beverage.

The drink that
everybody likes

Brewed from
healthful Roots
and Barks and
s absolutely
free from alcohol

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

Send to-day for
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first order.

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, Agents for NOVA
Scotia Islands.

Pure, Sound Fruits and Vegetables

canned under the most unexceptionable sanitary conditions, in a factory which is up-to-the-minute in mechanical perfection—that is

Old Homestead Brand

It is the brand which will never fail to please your customers. Every can preserves the full, rich, natural flavor of delicious fruits and vegetables.

**Order Old Homestead from
your jobber. All good jobbers
carry Old Homestead Brand**

The Old Homestead Canning Co.

Picton, Ontario

What are You Selling?

Perhaps you are keeping in stock the old Japan-China teas of former days. Perhaps you are trying to get rid of some package tea that has long been on your shelves. You are tired of it. Just a few calls. Growing fewer. You see your neighbor getting the trade. He sells

"SALADA"

Suppose you turn to "SALADA." It means business, steadily increasing demand, good profit. Try it to-day. NOW.

The "SALADA" Tea Co., Toronto or Montreal.

It's the Standard

and hence the saying "**As Pure As
Windsor Salt**"

Things don't "just happen" in this world—there's a reason for everything, and there's a splendid reason why Windsor Salt has reached that

much sought for pinnacle that entitles the makers to justly claim it "best."

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

CANADIAN SALT CO., LIMITED

Windsor, Ont.



National Licorice Co.

Brooklyn, N.Y.

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St. John Sales Agent—

H. S. Daly.

Vancouver Sales Agency—

J. F. Mowat & Company.

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

Molasses

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

Molasses

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

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

Gingerbread Brand Molasses—

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

Golden Sling Syrup—

Also supplied in the same style packages as Gingerbread Molasses.

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Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver,

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

BATGER'S

WAIT
TO SEE
OUR NEW
LINES

Before Ordering

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

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

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

Rose and Laflamme, Limited
Montreal and Toronto.

Good Value to
Your Customer



*Paterson's
Worcester
Sauce*

ROSE & LAFLAMME, Limited
Agents, Montreal and Toronto



**Large Profit
to You**

TO THE TRADE:

Do You, in Selling

CEYLON TEA

Caution Customers to

Avoid Wastefulness?

Impress Upon Them That

ONLY HALF THE QUANTITY

It Takes of Other Teas

IS NEEDED TO THE CUP

LEA'S

The Pickle with the Home-made Flavor

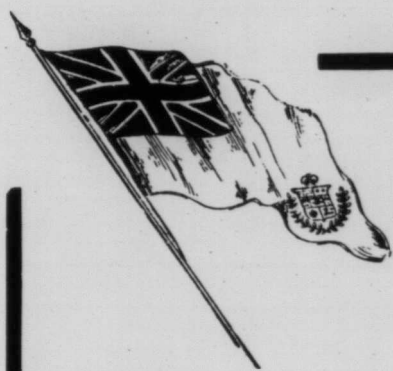
History of the Lea Pickle.

- 1901 For the last twenty years made by Mrs. Lea for her own table.
- 1902 Made by Mrs. Lea for sale in their store.
- 1903 Demanded by the outside consumer. A small factory started.
- 1904 Premises too small, moved into a larger place and unable to supply the demand.
- 1905 Factory used last year too small; unable, on account of accommodation, to supply the demand; another addition.
- 1906 Demand so large that stock was all sold in March, and large orders received through the balance of the pickle season were not filled.
- 1907 Formation of the Lea Pickling Co., to enlarge premises and carry on the business on a larger scale, with more up-to-date packages, using the same care in packing the goods, and processing done as before under the supervision of Mrs. Lea.
- 1908 April 15th, and we are again sold out of all bottle goods, after doubling last year's output, and preparation being made that we hope to be able to fill all orders received during the coming season, we are adding to our already large line a TID-BIT pickle that we think will be the finest goods ever offered to the Canadian trade, and at prices in reach of everybody. The fame of these goods is reaching from the Atlantic to the Pacific, and we are daily receiving inquiries from all parts of the Dominion, when you consider that these goods have not been formerly advertised and only now in a small way, that the HOME-MADE flavor must be popular with the consumer. If you will try a small quantity of these goods when they are again offered in August, you will be surprised that so home-like a pickle can be turned in a factory.

Packed By

The Lea Pickling & Preserving Co.
Limited

SIMCOE, - ONTARIO



Empire Tea

in pkgs, 25, 30, 40, 50 and 75c. All kinds.

Send for Samples

4 free 'Phones
—use them

PRUNES

Some cheap lines

LUCAS, STEELE & BRISTOL,

Wholesale Grocers,

HAMILTON,

ONTARIO

THE WORLD'S
STANDARD

WHITTEMORE'S POLISHES

ONCE USED
ALWAYS USED

The Oldest and Largest Manufacturers of Shoe Polishes in the World



Dirty Canvas Shoes

made perfectly clean and white by using Whittemore's "Quick White" Compound. In liquid form, so can be quickly and easily applied. No white dust. No rubbing off. A Sponge in every package, so always ready for use.

Large size, per gross,
10c. size, per gross.

Also the following colors for canvas shoes: baby blue, Alice blue, red, green, pink, lavender, champagne, coral, purple, light and dark gray, black, khaki, russet and brown, in the same sizes and at the same prices as "Quick White."



"GILT EDGE"

The only black dressing for ladies' and children's shoes that positively contains oil. Softens and preserves. Imparts a beautiful lustre. Largest quantity; finest quality. Its use saves time, labor and brushes, as it

Shines Without Brushing
Always Ready to Use

Also for gents' kangaroo, kid, etc.

Per gross



OIL PASTE

For ALL kinds of Black Shoes

Oils, blacks, polishes, softens and preserves. Contains no turpentine or acids. Never dries up. Boxes hold double any of the Ols's.

Price per gross
Excellent for old rubbers.

"SUPERB" Patent Leather Paste



"BOSTON" Waterproof Polish

A black liquid for men's and boys' shoes. Produces a patent leather shine without brushing. Largely used by Boot Blacks for polishing heels and edges of shoes.

Per gross
"BOSTON JUNIOR"
10c. size, per gross
Also in Russet and Ox Blood

"ELITE" Combination

The only first-class article for ladies' and gents' "Box Calf" "Vici Kid" and all black shoes. The only polish endorsed by the manufacturers of "Box Calf" leather. Contains oil and positively nourishes and preserves leather and makes it wear longer. Blacks and polishes.

Per gross
"BABY ELITE" Combination
10c. size per gross

"DANDY" Russet Combination

For cleansing and polishing all kinds of russet, tan or yellow colored boots and shoes.

Large size, per gross . . .
Star Russet Combination
10c. size per gross

Russet Pastes

Dandy, large per gross
Red Box, medium "
Per doz., 1-4 lb. tins . . .
Per doz. 1-2 lb. tins . . .
Elite, Ox Blood and Brown Pastes same sizes and prices



If interested write for
CANADIAN PRICES

WHITTEMORE BROS. & CO.,

20-22-24-26 ALBANY STREET
CAMBRIDGE, MASS, U. S. A.

Whittemore's Polishes won the "GRAND PRIZE" at St. Louis over all competitors



Shirriff's Jelly Powders are strictly high class.

They result in a TRUE FLAVORED, SPARKLING,
appetizing Jelly. One trial will prove this.

Manufactured by

Imperial Extract Co., - - Toronto, Canada



WAGSTAFFE'S

Fine Old English

Pure Orange Marmalade

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

Wagstaffe Limited

57 Vine Street - - - Hamilton

PURE FRUIT PRESERVERS



Don't you like

NAPTHO

better than any soap you have
ever used?

We know that NAPTHO is a
better and more economical soap
than any on the market, and
you can know it too, by just
comparing it with its competi-
tors.

The Welcome Soap Co.

Limited

St John, - N.B.

Cables—BOYD, TRINIDAD

All Codes Used

BOYD & CO., TRINIDAD, B.W.I.

Late Watson, Boyd & Co.

General Commission, Export and Import Merchants

Export—Cocoa, Coffee, Coconuts and other Produce.

Import—Codfish, Flour, Oats, Split Peas, and all classes of Provisions.

Correspondence Invited.

London and New York, Frame & Co.

WANT ANYTHING

Canadian
Grocer
Want
Ads
Bring
Results.

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CENT
A
WORD

1
CENT
A
WORD

They are read
by the entire
grocer trade.

USE WANT ADS

THE CANADIAN GROCER

SKIPPER SARDINES

A shipment of this choice line in quarters just to hand.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

William Galbraith & Son

Wholesale Grocers

80-82 St. Peter St., - MONTREAL

Teas

Coffees

Raisins

Currants

Prunes

All at bottom prices and quality guaranteed.

Write for quotations.

"The Light of Canada"

and the

Delight of users

"LAURIER" and "TOGO"

brands of

MATCHES

are the most profitable lines to handle. If you will drop us a line we will be pleased to show you where you can make money in handling our matches.

The Improved Match Co.

Limited

Head Office:
BOARD OF TRADE,
MONTREAL.

Factory:
DRUMMONDVILLE,
P.Q.

If
it
is
Toilet

SOAP

We have the largest variety of the most satisfactory kind, from standpoint of quality and profit.

SAVONS FRANCOIS (C. Pagnuelo, Manager)

Factory: 1653 Notre Dame St.

MONTREAL

Offices: 225 Coristine Building

Good Profits---Sure!

If you stock up with a poor, or even indifferently good, brand of canned goods, you certainly can't be very sure of selling them at a profit. Even if you do manage to "get rid" of them, your reputation will suffer. Don't risk it! Make sure of steady trade and good profits by pushing

FARMER BRAND

There are 3000 acres of land in the finest garden section of Prince Edward County on which are grown the fruits and vegetables destined for Farmer Brand. We grow the right goods and we pack them right.

Farmers' Canning Co., Limited

Bloomfield, - Ontario

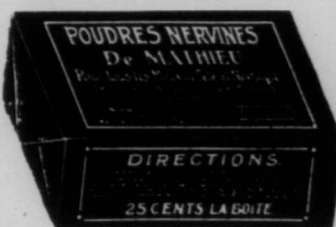
STANDS ALONE for HIGHER PURITY



SWEET PICKLES

UNEXCELLED IN PURITY

THE
T. A. LYTTLE COMPANY
LIMITED
Toronto



Build for
Future Sales

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

Mathieu's Nervine Powders

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

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

J. L. MATHIEU CO.
Proprietors **SHERBROOKE, P.Q.**
L. Chaput, Fils & Cie, Wholesale Depot,
Montreal



THE CANADIAN GROCER

E. NICHOLSON

CODES
ABC 4th & 5th EDITION
WESTERN UNION
ARMSBYS 1901

GABLE ADDRESS
NICHOLSON, WINNIPEG
CALGARY
EDMONTON

D. H. BAIN

BANNATYNE AVE EAST
TRANSFER TRACH

EDMONTON BRANCH NICHOLSON & BAIN
CALGARY BRANCH NICHOLSON & BAIN

Winnipeg, Man.

We Distribute from Three Points

From three centrally located warehouses, we distribute merchandise to all points throughout Western Canada.

The country is constantly growing, and we are growing with it.

We always keep our facilities abreast of the demand, therefore we are always able to properly take care of both consignors and customers.

We have room for a few more things.

If you want reliable, responsible agents to look after your interests in Western Canada, write us.

This territory is a big market now, and is growing bigger.

Write us, and make arrangements now. The business is worth looking after, and we can look after it better for you than you could look after it yourself.

Yours truly,

NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

BIG PRIZE COMPETITION

\$5,000

No. 3

\$5,000

FREE!

To Users of

ECLIPSE SOAP,
TAYLOR'S SOAP POWDER
GOLD SOAP and
TAYLOR'S QUICK CLEANER

The great success of our previous prize competitions has induced us to again offer a list of valuable prizes absolutely free to those persons sending in the largest quantity of wrappers off Eclipse Soap or Gold Soap, or the largest quantity of coupons enclosed in every package of Taylor's Soap Powder or Taylor's Quick Cleaner.

LIST OF PRIZES

1st Prize for	Alberta	\$25.00	cash.
1st "	British Columbia	25.00	"
1st "	Manitoba	25.00	"
1st "	New Brunswick	25.00	"
1st "	Nova Scotia	25.00	"
1st "	Ontario	25.00	"
2nd "	Ontario	15.00	"
3rd "	Ontario	10.00	"
1st "	Prince Edward Island	25.00	"
1st "	Quebec	25.00	"
2nd "	Quebec	15.00	"
3rd "	Quebec	10.00	"
1st "	Saskatchewan	25.00	"

A prize of \$25.00 cash free to the person who sends us the largest number of wrappers or coupons residing in each Province in Canada. The rest of the competition is open to anyone in Canada.

50 prizes of ladies' or gentlemen's 14k. gold filled watches, fine jewelled movement, guaranteed.

50 prizes of ladies' or gentlemen's silver watches, accurate time-keeper, guaranteed.

10 prizes of \$5.00 cash each.

100 prizes of handsome pieces silver plate.

5,000 prizes consisting of silverware, cutlery, perfume, books, games, jewellery, ornaments, pictures and other handsome prizes.

Mail your wrappers to John Taylor & Co., Competition, 531 Front St. E., Toronto. This No. 3 Prize Competition ends November 2nd, 1908.

If not in stock order now

Eclipse
Soap



Taylor's
Soap Powder



Gold
Soap



Taylor's
Quick Cleaner



Diamond Blend Coffee

A coffee's commercial success is measured by the demand there is for it on the part of the consumer. Judging by the continuous, steadily increasing orders we have received for "**DIAMOND E**" Blend Coffee this brand has long since been tested by the public, and the verdict has been "**Perfect.**"

THIS MAKES IT A SAFE PROPOSITION

S. H. EWING & SONS, MONTREAL

Profitable Goods

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

THE OZO CO., LIMITED
MONTREAL

BASKETS

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

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

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

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

REMOVAL NOTICE HISLOP & HUNTER

PRODUCE MERCHANTS
Will remove on April 21 from their present premises 53 Place D'Youville to
117 KING ST., MONTREAL



ABSORBINE

will reduce inflamed, swollen Joints, Bruises, Soft Bunches, Cure Bells, Fistula, or any unhealthy sore quickly; pleasant to use; does not blister under bandage or remove the hair, and you can work the horse. \$2.00 per bottle, express prepaid. Book 7-C free.

ABSORBINE, JR., for mankind, \$1.00 per bottle. Cures Varicose Veins, Varicocele, Hydrocele, Strains, Bruises, stops Pain and Inflammation.
G. F. YOUNG, P.O. F., 204 Monmouth St., Springfield, Mass.
Canadian Agents: LYMAN BROS & CO., Montreal.

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

Tartan

SIGN OF PURITY

BRAND

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

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

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

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

Mail orders carefully executed.

PHONE 596 Free to Buyers.

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

Tomato Catsup

is a steady seller. More particularly so when it is our make, which is

ABSOLUTELY PURE, AND MADE FROM WHOLE TOMATOES

You can sell this line at a good profit. Why not send for our price list? We are offering particularly fine values in Pure Cider Vinegar and Pure Fruit Jams.

The Belleville Fruit and Vinegar Co., Limited
BELLEVILLE, - - ONTARIO

New Maple Syrup



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

Pride of Canada

Brand and you will give them the best.

IT PAYS

The Maple Tree Producers' Association, Ltd.,

Waterloo, Quebec



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REAL

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baskets,
baskets,
ot Baskets
trawboard

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

Basket Co.,
, ONT.

OTICE I
HUNTER
CHANTS
from their present
D'Youville to
ONTREAL

ORBINE

amed, swollen Joints
Bunches, Cure Bells,
unhealthy sore quick-
t to use; does not
er bandage or remove
id you can work the
0 per bottle, express
ook 7-C free.
NE, JR., for mankind,
ittle. Cures Varicose
ricocole Hydrocele,
in and Inflammation.
outh St., Springfield, Mass
SONS & CO., Montreal.

Advertisers kindly
in the advertise-

**There will be something doing
next Fall in Canned Goods**

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

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

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

Redpath

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

Manufactured by

**THE
CANADA SUGAR REFINING CO.**

LIMITED

Montreal

QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

Mathewson's Sons

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

Balmoral
scotch
MARMALADE

**ABSOLUTELY PURE
THE BEST THAT
SKILL AND SCIENCE CAN PRODUCE**

WRITE FOR PRICES TO
J.W. WINDSOR
MONTREAL
SOLE AGENTS FOR CANADA

WE issue a **Monthly Mailing Card** called **SILENT DRUMMER** telling you of **Special Bargains** in **BULK TEAS**. If you are interested and would be pleased to receive it kindly send in your name and we will have it placed on our mailing list. If you want a **Package Tea, that sells itself** try

MELAGAMA

Send us on an order for a 60 or 100-lb. box. We prepay freight.

MINTO BROS.,

TORONTO

"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.

NATION'S

Simply Delicious

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



Agents: **GREEN & CO.**, 25 Front St., E. Toronto
CARMAN-ESCOTT CO.,
141 Bannatyne St. WINNIPEG
Manufactory—BRISTOL - ENGLAND

2

People Want It—

That's why they consider any grocer out-of-date, if he can't supply them with

2 in 1 Shoe Polish

when you handle the best shoe polish—that's 2 in 1—people naturally think you handle other first class lines as well.



The F. F. Dalley Co. LIMITED

Hamilton, Canada

Buffalo, U.S.A.

2

2

Counter Check Books The "Newear."

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

Write for Sample.

The Carter-Crume Company Limited, Toronto and Montreal

Mention this paper.

THE CANADIAN GROCER

BROOMS

We offer **the best** values.

THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, **TORONTO**



A GOOD LINE

There is a "want more" fascination in H. P. Sauce that is crowding English Grocery Stores, and the new Sauce is replacing the older ones on all the best tables.

Judging from its reception, the Canadian Grocer sees in H. P. a truly good thing in Sauce lines.

Our bright advertising here will send you the customers. Brisk sales—liberal profit—in H. P.

Postal to our Canadian agents secures full sized tasting sample and quotations. Try it for yourself. Then you'll get the reason for its success.

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

Midland Vinegar Co., Birmingham & London, Eng.



SPRING REQUIREMENTS

Grocers—those of you who do business in the Eastern Townships—you will be in need of many new lots of groceries now that spring is here. We have a full assortment of the best lines which we can offer to you at attractive prices.

Write us.

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

Canadian Canned Goods Imported Canned Goods "Soleil" Brand

We are in a position to fill any order which may be given us for Imported and Domestic Canned Goods, canning of 1907.

We have on hand a well assorted stock of these goods of quality which we recommend to the trade.

We are also in a position to book your orders for 1908 Canning of Domestic or Imported Canned Goods "Soleil" Brand, popular in Canada.

Japan Teas, Green Teas, "Gunpowder" Black Teas

We have Teas of all grades and qualities for all the requirements of the trade.
We offer the best values and our prices are the lowest,
We call the attention of the trade to our

Japan Teas, Victoria and Princess Louise Brands

Highly appreciated by the consumer and increasing in popularity every year. These are high grade teas uniform in quality, picked and packed by experts during the best seasons.

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

Minerva Olive Oil

From the firm of Henri Boule, of Marseilles, France.

A strictly pure product of exquisite flavor, whose purity is guaranteed by the officers of the official laboratory of the city of Marseilles, who supervise the bottling of this product and whose certificate of purity is affixed to each bottle.

This Olive Oil is growing in popular favor every year in Canada, a proof of its incomparable quality.

To taste it once, is to use it always.

We are now booking import orders for this product.

For further particulars and quotations write, telephone or wire at our expense.

Laporte, Martin & Co., Limited

Wholesale Grocers, Wine and Spirit Merchants

**562 to 568 St. Paul St.
(formerly College St.)**

Montreal

HIGH GRADE EMBOSSED CAN LABELS

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

Write for Samples and Prices.

STECHER LITHO. CO.
ROCHESTER, N.Y.

Packers' Cans

the Canadian Standard for 20 years.

Open-Top Cans

for hand packed goods.

Lacquer-Lined Cans

for acid fruits and highly colored packs.

Solder-Hemmed Caps

for saving time and solder in the canning factory.

Solder, Flux and Canners' Supplies

THE
Norton Manufacturing Co.
HAMILTON

Sanitary Cans

FOR HAND FILLED GOODS

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

Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.
NIAGARA FALLS, - ONTARIO



Our 5c Bank Package.
Gold finished. Silver finished.
Very popular seller.

CARPET TACKS

We have them. Make the finest.
Kind you can recommend to your
customers as THE BEST.

BAZIN MFG. CO.
94 Arago Street
QUEBEC

JELL-O The Dainty Dessert

REDUCED IN PRICE

Now Retails for 10 Cents a Package

PAYS GROCERS 33 1-3 per cent PROFIT

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

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

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

JELL-O, 2 Doz. case \$1.80 Retails 10c. per pkg.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50 Retails 15c. per pkg.

Weight 8 lbs. per case, Freight rate second class.

THE GENESEE PURE FOOD CO., Bridgeburg, Ont. and LeRoy, N.Y.

E.D.S. Brand Jams and Jellies

are stocked by all the leading grocers



because they are wanted by all the best buyers. Purity is our watchword. If you are looking for the best business, stock **E.D.S. Brand Jams and Jellies.**

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

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

**QUAKER
CANNED
GOODS**

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

THE CANADIAN GROCER

LIPTON'S STRAWBERRY JAM AND ORANGE MARMALADE



Two of our leaders in 1 lb. Glass and 7 lb. Tins. Write for prices, they will interest you for immediate or future delivery.



EVERY POUND GUARANTEED

EVERY POUND GUARANTEED

THOMAS J. LIPTON,

- -

75 Front Street East, TORONTO

ESTABLISHED 1840

Nothing will build up a trade like
QUALITY

You get it in

“Pansy” Brooms

H. W. NELSON & CO., LTD.

OFFICE AND WAREHOUSE
92 Adelaide Street West

TORONTO

FACTORY
15, 17, 19, 21 Jarvis Street

Stock "the Best." **KIT** COFFEE



IS
**BEST in Quality
SMARTEST in Finish
KEENEST in Price**

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

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

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

I Offer
For Prompt Shipment
Several lots of very fine
Smyrna Sultana Raisins

Prices and samples from

ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



**CAPSTAN BRAND
PURE MINCE MEAT**

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

Buyers don't be
Scared.
This is a gold
mine.

Only needs
a trial.

It is good
value
for
money.

WORCESTERSHIRE SAUCE

All
and
every
particular
with prices
will be given
you by the
manufacturers

John Casson Co.
FRONT STREET
TORONTO, Ont.

It pays to have proper connections in
The West

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

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

Charges Reasonable

Satisfaction Guaranteed

R. B. WISEMAN & CO.

Storage, Warehousing and Distributing Agents

23 Bannatyne
Avenue East

WINNIPEG, MAN.

**DRY
GOODS
REVIEW**

10 Front St. East
TORONTO

Would You Know

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

Subscription, \$2.00 a year.
Sample copies, 25c.

Every Discerning Merchant

Is on the lookout for another paying line to handle. It must be an article of proved merits and one that the customer will ask for many times and the sale of which will show a paying profit.

Ridgways TEA

has a name for consistent high grade qualities and has always been first in London, the most competitive market in the world, and has also won its way into public favor with the people of the west. We are maintaining a large demand by extensive advertising a demand in which you should participate.

TODHUNTER'S

THE STANDARD FOR COFFEE DRINKERS



THE BEST TONIC FOR BREAKFAST A LUXURY

EXCELSIOR

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

COFFEE

TODHUNTER, MITCHELL & CO. COFFEE IMPORTERS, TORONTO

The Grocery Clerks Are Getting Wise

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

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

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

Seeded Raisins to retail at 10c. pkg.



We are offering

MALAGA SEEDED RAISINS

Freshly Processed and
In Excellent Condition

—At a Popular Price—

The **Malaga Raisin** possesses the delicious flavor which is characteristic of all Spanish grown grapes. In use it cannot be surpassed. Those that we are now offering are the latest result of an entirely new process, and will give your trade entire satisfaction. Before ordering Seeded Raisins it will undoubtedly pay you to ask us for particulars and samples.

We will ship 5 case lots and over for
account of wholesalers, ex. store, Montreal

Rose & Laflamme, Limited

Montreal Toronto

(Reprinted from "Power," New York)

"It Was Magnificent, but It Was Not War."

The Atlas Engine Works, of Indianapolis, Ind., is in the hands of its creditors.

Men familiar with the manufacture and marketing of machinery and men familiar with advertising have predicted this for some time.

This company has been spending great sums of money, probably more than \$100,000 in the past year or two, that was charged to advertising but should have gone on its books under the heading of "Vanity Account."

Through an agent, this concern has used page after page in the general magazines, of pretty copy, to offer steam engines to the general public—not one in ten thousand being a possible buyer.

One quarter, yes, an eighth, of the money spent in the mediums that go to the power users of the country would have produced a sensation in engineering circles—and an increase of business.

General Pierre Bosquet said of the charge of the Light Brigade, at Balaklava: "It is magnificent, but it is not war."

This waste of money, this offering steam engines and boilers to the women and children and non-power users in flaring pages of pictures was "Publicity, but it was not advertising."

You can get publicity by shooting your wife—but it is not advertising.

A duck hunter on his way from New York to Barnegat Bay might just as well shoot into the air all the way down in hopes that a duck would fly into the shot, as to advertise steam engines to the general public.

Advertising must stand the charge of all such failures—and does not deserve it.

So few know the difference between Publicity and Advertising.

Advertising is salesmanship, the creating of a favorable impression of the goods advertised in the minds of possible buyers. Ah, there's the rub—possible buyers.

One page in *Power* would have reached more possible buyers of the Atlas product than a full page in all the magazines in Christendom—and there would not have been enough waste circulation to light a pipe.

But *Power* would not have allowed an agent a commission.

Power would have created no wonder in the home circle, the women's clubs or the Lincoln County Medical Society, it would have reached power users, and let it go at that.

Power is sorry for the troubles of this old, honest and reputable concern. Sorry because unthinking people will say they were ruined by too much advertising, which is not true.

Had they spent this amount of money pasting "stickers" on the inside of box cars it would have been the same kind of publicity—it never was advertising.

Moral—If you are selling a specialty advertise big in the papers devoted to that line—and nowhere else. If you are selling shoe strings or grape nuts get into the general publications.

There is a difference between Publicity and Advertising. Real advertising will give you publicity enough, publicity does not always advertise.

THE CANADIAN GROCER

If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell "embarrassment," he would probably land you.

The best time to put your claims before a consumer is when his mind is already interested in the subject.

—Curtis Publishing Company

THE strength of the technical or trade paper lies in just that timeliness and assured interest. The reader is a reader simply and solely because his bread-and-butter interests are involved in the particular subjects of which a given paper treats, and because he knows that practically all the matter in that publication will apply directly to, or have a bearing upon, the subjects on which he must have the latest authoritative word in order to compete successfully for business.

And in no other class of publications are the advertisements so essentially a part of the text—so necessary to completeness of the information furnished.

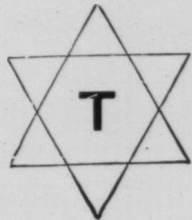
To the progressive manufacturer, the technical or trade paper has become an important part of his business machinery—a machine for impressing his name and that of his product on the minds of prospective customers, for keeping in close, constant touch with old customers, for removing prejudice unfavorable to his product, for creating interest and molding favorable opinion—a machine whose finished product is a desire to buy, as expressed in an inquiry; a mind prepared to receive and assimilate the salesman's arguments or an order.

Are you using the modern machinery for marketing?

Are you buying and using it with the same care as you buy and use the machinery whose profits are so dependent upon its intelligent selection and use?

—Selling Magazine.

THE CANADIAN GROCER



SACRIFICE

In order to get rid of Old Homestead Gallon Blueberries, we are making a special price.

Enquire of our travellers or wire us.

JAMES TURNER & CO.
LIMITED
Hamilton, Ont.

All Absolutely Pure

- White Swan Baking Powder
- White Swan Flavoring Extracts
- White Swan Prepared Cocoanut
- White Swan Coffees
- White Swan Cream Tartar
- White Swan Baking Soda
- White Swan Borax
- White Swan Jelly Powders
- White Swan Cake Icings
- White Swan Spices—full line
- White Swan Herbs and Seasonings
- White Swan Flaked Rice
- White Swan Flaked Barley
- White Swan Flaked Peas
- White Swan Flaked Wheat
- White Swan Rolled Oats
- White Swan Whole Wheat Flour
- White Swan Rye Flour
- White Swan Graham Flour
- White Swan Gluten Flour
- White Swan S.R. Buckwheat Flour

High Grade Throughout
Ask for our list.
Th. Robert Groig, Com-
pany Limited Toronto

Montreal's Exhibition of Groceries

Splendid Success of Third Annual Fair—Attendance Over 40,000—Represented Outlay of \$50,000 to \$75,000—Men Responsible for the Success—Descriptions and Photographs of Exhibits—Exhibition Flashes.

Whether or not Montreal may lay claim to having had the finest pure food fair ever held on this continent, in the exhibition of groceries just concluded Wednesday evening at the Arena, is a question for those to decide who consider themselves fit to act as critics. If one may judge from the remarks of those who had seen such fairs in New York, Boston, Philadelphia and other large centres, Montreal's exhibition is without parallel. In point of attendance the fair in Canada's metropolis

Was Bound to Succeed.

It is not surprising that the exhibition should have been such a grand success. It would have been astonishing, to say the least, had it been anything else, for it was planned and executed by some of the most successful men in the grocery business to-day.

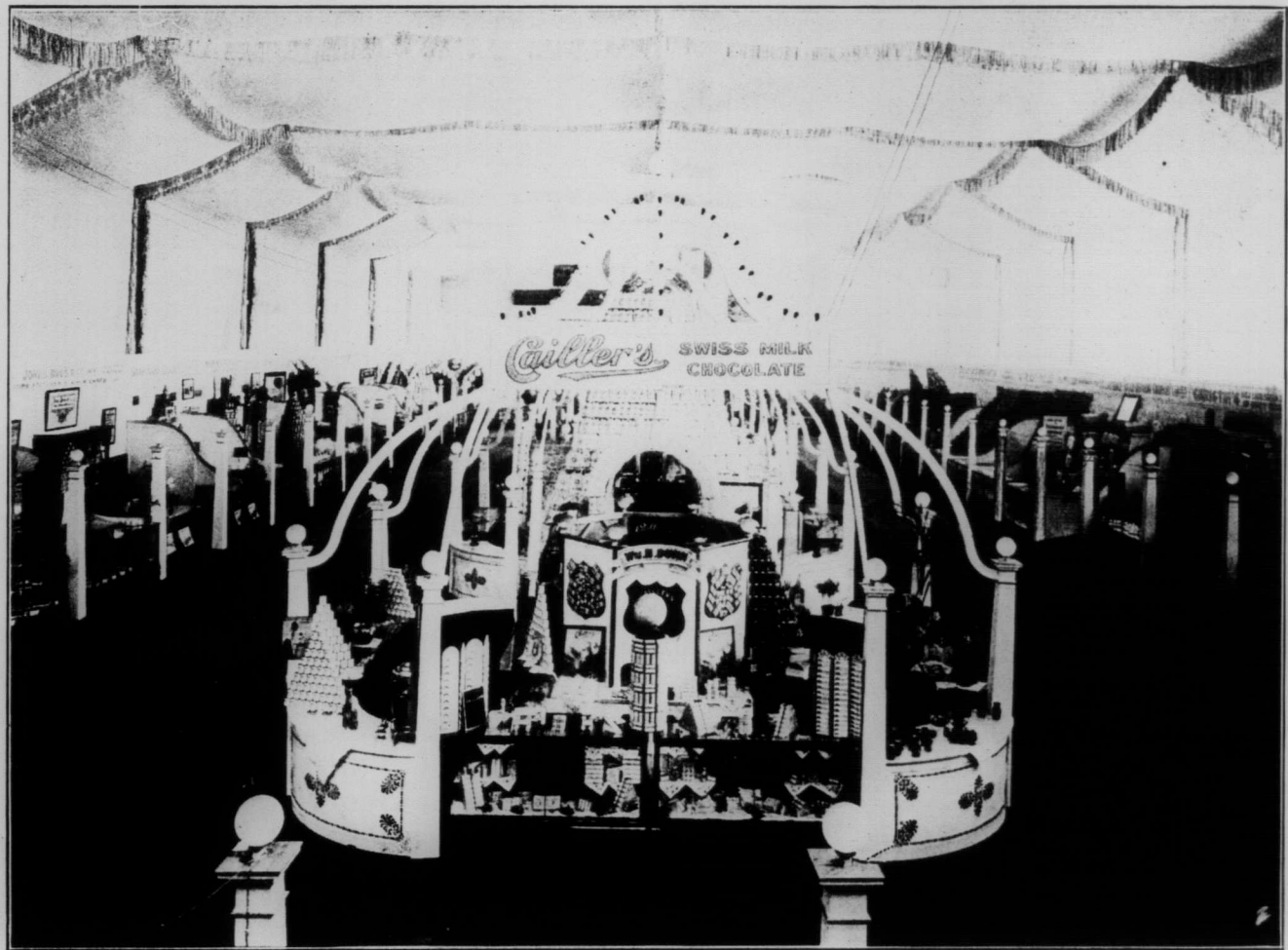
The fair was held under the auspices of the Retail Grocers' Association of the Province of Quebec, which organization was assisted by an advisory com-

mittee composed of the ablest men in the manufacturing, wholesale and brokerage business. These gentlemen worked night and day, taking valuable time from their own business to devote to the exhibition, in order to ensure its success. When such leaders put their shoulders to the wheel the wagon is bound to go at a merry clip.

Large Crowds Attended.

The exhibition opened on the evening of April 17 and continued until April 29. During all this time the attendance

was excellent. There were a few evenings, it is true, when the crowds were not as large as might have been desired, but that was before the fair was well started, and because the fact of its being in progress was not known to everybody. Between the opening and closing dates it is estimated in the neighborhood of 40,000 people visited the Arena. And it is safe to say that few of these were disappointed in what they saw. It was noticeable, and remarked by many, that the class patron-



GENERAL VIEW OF EXHIBITION FROM THE GALLERY.

may not be able to stand favorable comparison with shows held in such places as New York, but allowance must be made for difference in population of the two centres, and the consequent greater advantage possessed by the larger city in having so many hundred thousand more people from whom to draw attendance.

But for artistic arrangement of a show, excellence of pure food products shown, and general air of quality about the whole thing, Montreal heads the list with her third annual exhibition of groceries.

who were giving actual demonstrations of their Royal Household flour. At the same time it must be said that these same ladies were not refusing samples.

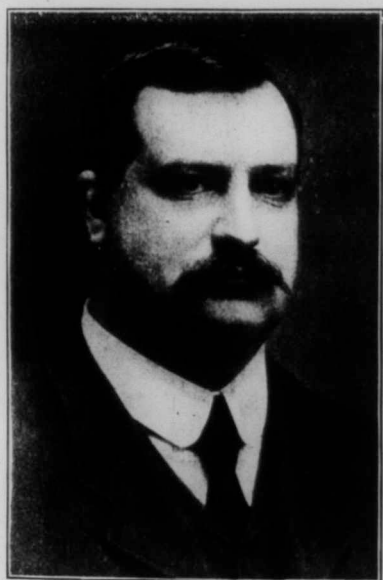


P. DAOUST,
President Executive Committee, Montreal.

They wouldn't be human if they did—from a food fair point of view.

Fair Was Expensive.

To attain what results they did, and well, the firms taking space were forced to expend a large amount of money. The displays themselves represented thousands of dollars, while cost of booths, display material, help, extra light and incidentals would run well up



A. E. LABELLE,
of the Ogilvie Flour Mills, Montreal,
Member of Advisory Committee.

in the thousands. It is difficult to give a figure representing the whole outlay for the fair, but it was at least between \$50,000 and \$75,000. This sum repre-

sents the show, its cost, and the goods displayed.

Manufacturers, however, feel that they have been justified in any expenses they have incurred, for they have conducted a grand educative campaign, the results of which will be most beneficial to the retail trade of Montreal and district, as well as to themselves.

A man may have a pure food, an excellent article, but unless he lets the people know about it he will never realize on his possession.

Outside Grocers There.

Besides the thousands of Montrealers who visited the fair there were numerous visitors from outside. Grocers by the dozen came from Sherbrooke, Quebec, Richmond and nearby places, taking advantage of the reduced rates to get into the city to transact business and to see the show, thus killing two birds



J. A. BEAUDRY,
Secretary Executive Committee, Montreal.

with one stone. A delegation representing the Ottawa Retail Grocers' Association, composed of F. W. Forde, president; C. J. Prevost, treasurer, and A. G. Johnston, secretary, came up from the Capital City to have a look around and to gain a few pointers to use in their pure food show, which comes off in September, at the time of the Central Canada Exhibition. Needless to say, they were duly impressed.

A Banquet to Montreal Doctors.

On Thursday evening, April 23rd, a most successful banquet was held, the doctors of the city being the guests of the management. Besides the doctor guests of honor, Hon. L. P. Brodeur, Minister of Marine and Fisheries, was present, Hon. Mr. Brodeur was to have officially opened the fair, but was unable to be present, and Mayor Payette, of Montreal, and Mayor Galbraith, of Westmount, officiated. Several interesting addresses were delivered at the banquet, which was attended by over two hundred. Hon. Mr. Brodeur praised the grocers for getting up such a fair to educate the public to the value and ne-

cessity of pure foods. A. P. Murray, sales manager of the Edwardsburg Starch Company, and chairman of the advisory committee of the exhibition,

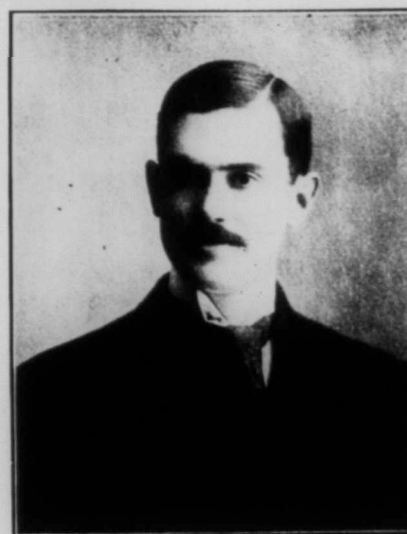


A. P. MURRAY,
Of Edwardsburg Starch Co., Montreal,
Chairman Advisory Committee.

made an interesting address in both English and French, while several other grocers and some of the doctors made short speeches also.

A Beautiful Display.

From the promenade gallery of the Arena one could appreciate much more the artistic perfection of the show, because of being able to see the whole of the booths from above. In the centre of the rink was a central row, five large booths, each containing four small ones, the size of those running around the



HENRY CLARK,
Of Wm. Clark, Montreal, Member Advisory Committee.

sides. As will be seen from the photograph reproduced, these five large booths as well as the smaller ones, were kept uniform. Another feature about the five

THE CANADIAN GROCER

booths in the centre was that each one was occupied by one firm, instead of by two or more, as in the past, and as a result, the individual booths were uni-

rows of electric light showed, with pink cloth hanging down about a foot.

Show Cases An Improvement.

A decided improvement over the counters used in each booth last year were the fine counters employed on this occasion. Exhibitors were very much pleased with the inauguration. These show cases, supplied by Jones Bros., Toronto and Montreal, besides lending a richer air to the whole fair, permitted of a very neat display being made inside. They were very useful for displaying small package goods especially, and when lights were installed these displays appeared to be about as neat as one could desire.

A Suggestion Regarding Dates.

It might be a timely suggestion to note that the dates chosen for the fair

wardsburg Starch Co., chairman; A. E. Labelle, local manager Ogilvie Flour Mills Co.; W. W. Hutchison, local manager Lake-of-the-Woods Milling Co.;



W. H. DUNN

Of Montreal, Member Advisory Committee.

form, which added to the appearance of the whole when looked down upon from the gallery. The central booths were illuminated at the top by colored lights, a different color scheme for each of the five, which made the effect most pleasing. The booths around the side were all lighted by electric bulbs in large, frosted glass globes, on the top of a square post placed at intervals separating the booths. This arrangement add-



H. C. BECKETT,

Of W. H. Gillard & Co., Hamilton, President Dominion Wholesale Grocer's Guild, Member Executive Committee.



JOS. ETHIER,

Of Laporte, Martin & Co., Montreal, Member Advisory Committee.

Henry Clark of Wm. Clark; Wm. H. Dunn, H. C. Beckett, of W. H. Gillard, Hamilton and president Dominion Wholesale Grocers' Guild; Jos. Ethier, manager Laporte, Martin & Co. and president Montreal Wholesale Grocers' Guild; J. F. Eby, the Eby, Blain Co., Toronto and president Price Committee



ALBERT HEBERT.

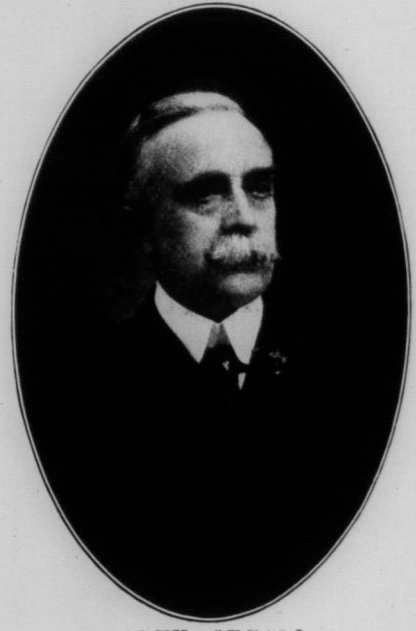
Of Hudon, Hebert & Co., Montreal, Member Advisory Committee.

ed much to the beauty of the show. The ugly rafters near the roof, and the vacant benches around the Arena, were hidden by white cloth, trimmed, where

were not as convenient as they might have been. They broke up three weeks. Some of the exhibitors were conducting demonstrations in other places and were forced to cut short their week in order to have their demonstrators present for the Friday evening the fair opened. Many of these thought it would have been much better if the show had not opened until the following Monday. This is worth thinking over. Everybody understands the difficulty of getting dates at the Arena to suit everybody, but future exhibitions might be arranged so that they would not break more than two weeks for a ten-day show.

The Committees in Charge.

Special praise is due the members of the advisory committee, who spent much of their time in making the fair a success. This committee was composed of A. P. Murray, sales manager the Ed-



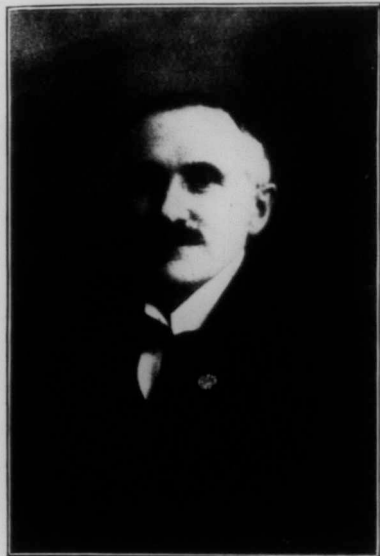
ALEX. ORSALI,

Of Hudon & Orsali, Montreal, Member Advisory Committee.

Dominion Wholesale Grocers' Guild; Albert Hebert, Hudon, Hebert & Co.; Armand Chaput, L, Chaput, Fils & Cie.; S. J. Mathewson, Mathewson's Sons;

THE CANADIAN GROCER

Alex. Orsali Hudon & Orsali; J. M. Dillon, A. M. Smith & Co., London. The Executive Committee was composed of J. P. Daoust, ex-president



S. J. MATHEWSON,

Of Mathewson's Sons, Montreal, Member Advisory Committee.

Montreal Retail Grocers' Association: Geo. Chevalier, Quebec; J. A. Chabot, Quebec; U. Carignan, Three Rivers.

The Reception Committee included: J. A. Laniel, president Montreal Retail Grocers' Association; J. A. Dore, J. D. Boileau, A. Sarrazin, H. Laniel, T. Montpetit, J. A. Maynard, P. Filion, P. St. Pierre, F. Bigonette, N. Chartrand, J. O. Deziel, A. Dionne, E. Farrell, A. O. Galarneau, A. Landreville, A. Laurendeau, H. Macey, O. Martel, J. E. O'Brien, T. R. Stone, E. Upton, A. Wood, J. A. Labonte, P. Daoust, L. O. D'Argencourt, M. de Repentigny.

Exhibition Flashes.

The many advertising schemes worked by the Bloomfield Packing Co. attracted much attention, especially their daily limerick campaign. Quaker spoons were much in demand.

Everybody was tickled with the miniature boxes of snap given to visitors.

Edwardsburg Starch candy pulls kept people interested.

E. M. Trowern, secretary of the Retail Merchants' Association, was down from Toronto for a few days.

Vases containing five fresh roses, emblematic of their famous Five Roses Flour, adorned the counters of the booth occupied by the Lake-of-the-Woods Milling Co.

Wm. H. Dunn gave away neat boxes of "Good Things to Eat," which contained samples of his various lines.

Lipton's Tea Room was well patronized.

Mr. Barker, of Jones Bros., found selling show cases an easy proposition.

Laporte, Martin & Co. distributed neat samples of Minerva olive oil.

Those desiring refreshment found it at Christie's soft water booth and in the Imperial Ice Cream Company's parlor.

Wm. Clark's pork and bean pyramid made people wonder.

Very neat souvenir post cards were given out at the Canadian Canners' booth. Their Hygiene can is pretty near perfection.



J. M. DILLON,

Of A. M. Smith & Co., London, Member Advisory Committee.

Mr. Leslie, Perrin's Montreal manager, spent a lot of time at the fair.

J. A. Dumas, St. Denis St., Montreal, took the many excellent photographs reproduced in these pages.

The exhibit of the St. Lawrence Sugar Refining Co. was unique.

The American Tobacco Co. supplied cigarettes to those who smoke.

Samples of Balmoral goods went like hot cakes.

The pretty label used for Gazelle Brand canned goods, by Hudon, Hebert & Co., was much admired.

Christie, Brown & Co. fed the hungry with delicious wafers.

Ozo is short and easy to remember, so people will not forget it.

It was not hard to locate the electric signs of the Ogilvie Flour Mills Co. and the Edwardsburg Starch Co.

Thos. Owens, of the Bloomfield Packing Co., was down for a day or two as usual.

St. Charles cream was used with Suchard's cocoa, which was demonstrated in Ogilvie's booth.

Mr. Meurisse, maker of Meurisse Chocolates, who is in Canada on a visit from Belgium, was interested in the displays.

An orchestra discoursed popular music.

A moving picture show supplied amusement to those having surplus dimes in their possession.

The crowds were well handled by the management.

They say Secretary-Manager J. A. Beaudry attained the first full meal and

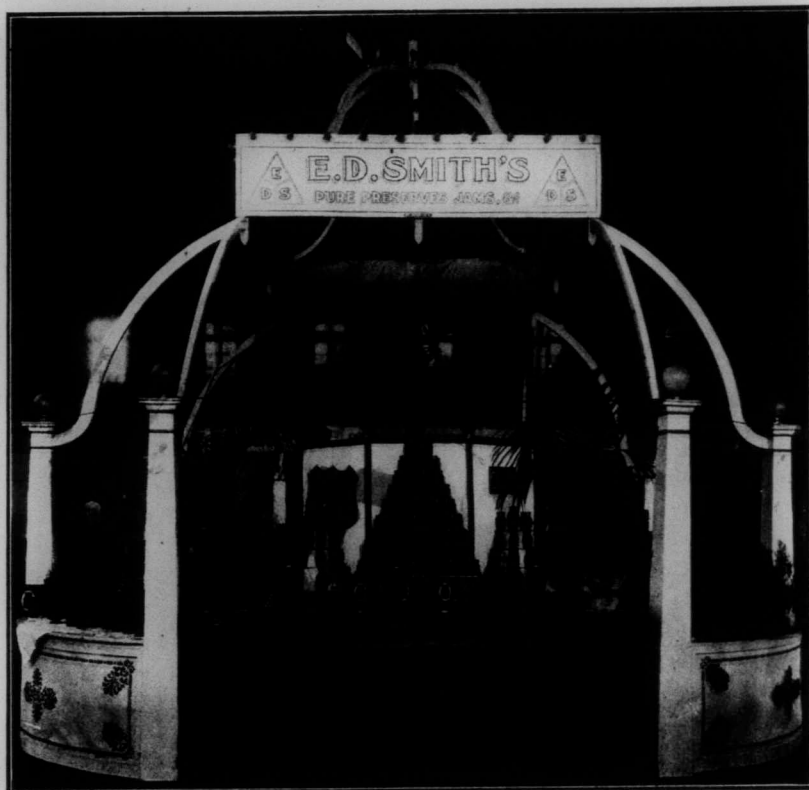


ARMAND CHAPUT

Of L. Chaput Fils & Co., Montreal, Member Advisory Committee.

good night's sleep he has had for two weeks last evening, the day after the close of the fair. He deserved both, as he worked hard all through the fair.

Wm. H. Dunn's Exhibits — Booths No. 1 and 2



Wm. H. Dunn.

One of the busiest men during the fair was Wm. H. Dunn, who occupied more space than any other single exhibitor. The first booth to greet the eyes of the visitor was the large central structure immediately opposite the entrance, where Mr. Dunn made the greater part of his display, which consisted of the most inviting grocery lines, for which he is exclusive agent. This central booth was divided into four smaller ones, though the ensemble effect was not in the least destroyed, the idea acted upon being such as to give each line shown a space all its own yet at the same time to make the display pleasingly uniform. The result was that Mr. Dunn's was one of the most interesting and attractive booths at the fair.

Mr. Dunn himself spent considerable time at the Arena, supervising the work of several of his salesmen, who were assisting, and of the staff of lady demonstrators. He also availed himself of the opportunity to meet many visiting grocers whom pressure of business does not permit him to see as frequently as he might desire.

E. D. Smith's Pure Preserves.

E. D. Smith's pure preserves, jams and sealed bottled fruits have won a reputation among the public which could not be obtained except that the goods were as nearly perfect as science, skilled help and the use of selected fruits and sugar alone can make them. E. D. Smith procures the fruits used in his lines from his own large farm of 625 acres. Being located in the Niagara peninsula, Canada's great fruit and vegetable growing centre, the fruits employed in the making of E. D. Smith's preserves and jam are the very finest. E. D. Smith's factory is located right on the farm, so that it is not difficult to understand how it is that the fruits he secures arrive in the factory, and are put up, ready for the consumer, in their natural fresh flavor state. As will be seen in the illustration, the various lines were so displayed as to attract the attention of the least interested visitor. But there were few who admitted themselves strangers to these excellent products of Canadian orchard and factory—for the name E. D. Smith is becoming synonymous with the best in preserves, jams, canned fruits and vegetables.

Wm. H. Dunn's Exhibits—Booths No. 3 and 4

Pure Gold Specialties.

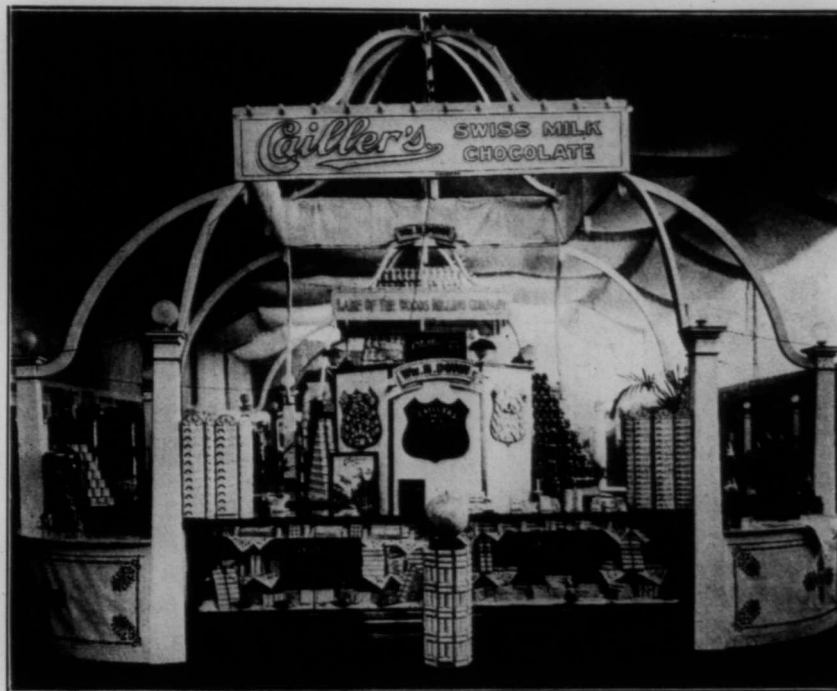
How few grocery stores have not at one time or other handled Pure Gold products? That is, if they are not at present handling the goods, and for that matter, if they have ever stocked up they are still in the front rank with Pure Gold Brand, for such is the unvarying excellence of the jelly powders, spices, flavoring extracts, cake icings, salad dressing powder, quick puddings, etc., that once known they are always desired. Dainty dishes of jelly made with Pure Gold jelly powder attracted much notice and led to many sales. Pure Gold extracts were given considerable prominence in the show case, while on the counter to the left Pure Gold Jelly Powder, quick puddings and salad dressing were to the fore.

Cailler's Chocolate.

There was a time when Canadians did not know anything about Cailler's Chocolate but there are few lovers of Swiss Milk Chocolate who are not now acquainted with this most delicious chocolate from the land famous for its perpetually snow-capped mountains. The campaign to introduce Cailler's to the Canadian public was most energetic, thousands being spent in publicity, and everything being done to aid the dealer in his efforts to make widely-known this delightful Swiss Milk Chocolate. But all this effort would have been in vain were not quality considered of paramount importance by the manufacturer, F. L. Cailler, in Switzerland. A Swiss Milk Chocolate has to be something extra fine to succeed on the market these days, and permanent success can be secured only through the merits of the line. The hold that Cailler's has upon the consumers in Canada is one that will last because "impossible to imitate" delicacy of taste possessed by it cannot be equalled anywhere, and people will have what they want.

Borden's Condensed Milk.

It was somewhat surprising to those who had not watched the stupendous strides toward success in Canada made by Borden's Condensed Milk, to hear so many lady visitors exclaim when passing this display, "Oh, there's Borden's Condensed Milk booth." That they should



W. H. DUNN'S EXHIBIT OF CAILLER'S MILK CHOCOLATE.

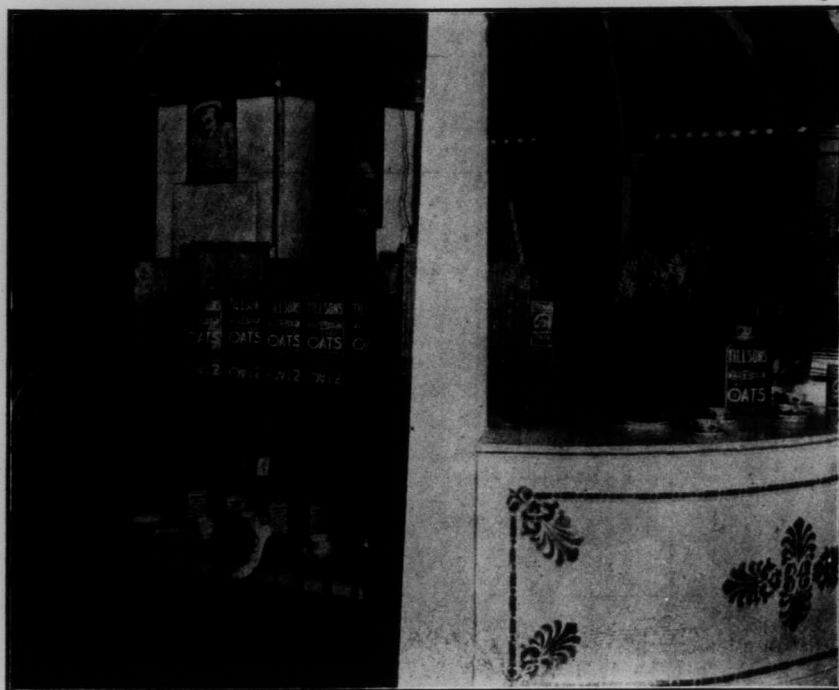
be interested in a line shown before coming to the exhibition was rather strange. But it is not at all surprising when one considers the circumstances. Borden's Condensed Milk has won its way into thousands and thousands of Canadian homes. It is the greatest milk on which to success-

fully raise babies that the country has ever known, and mothers have found this out. Hence the popularity of Eagle Brand with the ladies. Considerable attention was paid to this display by Mr. Dunn. Eagle Brand Condensed Milk and Peerless Brand Evaporated Cream were the two lines shown in the Borden



EXHIBIT OF BORDEN'S CONDENSED MILK, MADE BY W. H. DUNN.

Wm. H. Dunn's Exhibits — Booths Nos. A and B



W. H. DUNN'S EXHIBIT OF TILLSON'S OATS.

Condensed Milk booth. The latter line, by Borden's process, is the result of treatment of milk by evaporation. It is of the consistency of fresh cream, and serves all the purposes for which that article is required.

Bensdorp's Cocoa.

A cocoa which saves the user half the expense that cocoa usually costs is worth some consideration. Such is Bensdorp's. In making a cup of cocoa with Bensdorp's only half the quantity of cocoa should be used that is required of any other brand. This is because of the superior strength, quality and flavor of this widely known article. More than one housewife would scarcely believe the demonstrator who informed her that only half the quantity should be used to secure the same results obtained by using any other line.

Tillson's Oats.

Most pleasing was the display made of Tillson's Oats "A Food, Not a Fad," as some literature distributed stated. As this little booklet further states: "Fad cereals come and go, but a cereal food, such as Tillson's Pan-

dried Oats, will always be the popular breakfast food with those who aim to be sturdy Canadians." And this is surely the case. It is something substantial that one requires for breakfast in this day of progress when man does so much on his morning meal. Tillson's (premium) 5-lb. package is very popular with the Canadian public generally. It retails at 25 cents.

C. B. Knox.

Knox' Sparkling Gelatine sells at 15 cents a package and at that price is a favorite with housekeepers, who have long since learned that it is a desirable gelatine because it is always the same — can always be depended upon to give the greatest satisfaction. At the exhibition the Knox booth was always a centre of interest to the fair sex, and Knox's No. 1 Sparkling Gelatine and Knox's No. 3 Acidulated Gelatine gained many new friends. The latter is an improved package, 15 cents, and is superior

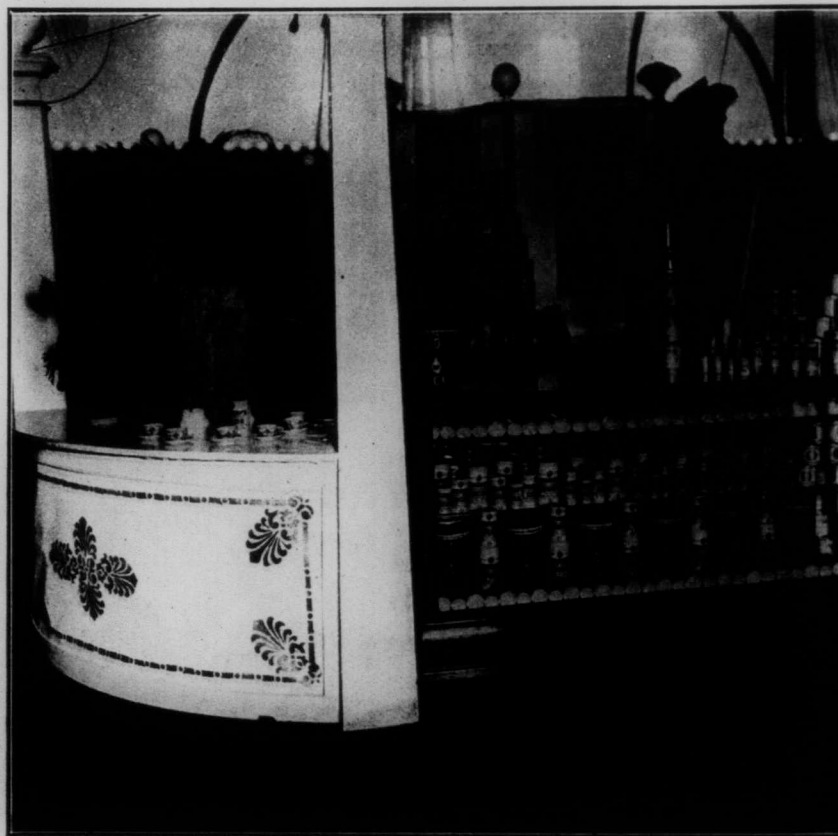


EXHIBIT OF BENS DORP'S COCOA, MADE BY W. H. DUNN.

Wm. H. Dunn's Exhibits—Booths No. 36 and 37

to anything yet placed before the consumer. It is granulated, and can be prepared in two minutes.

Gillard & Co., London, Eng.

People who appreciate a first-class sauce and an A1 pickle, as well as grocers who desire to get the best trade and who wish to hold it when they do get it, should become acquainted with the goods put up by Gillard & Co., London, Eng. This famous Old Country house made a very creditable showing of their specialties at the fair. They supply, by royal warrant, sauces and pickles to His Majesty, the King, and H.R.H. the Prince of Wales. Gillard's pickle, while it costs a little more, is certainly worth the extra price, for it gives continual satisfaction to the consumer and steady profit to the grocer.



W. H. DUNN'S EXHIBIT OF KNOX'S PRODUCTS.

Ogilvie Flour Mills Co.

The average visitor did not fail to read with interest the attractive electric sign over the booth of the Ogilvie Flour Mills Company, which

told in the following words, flashed at intervals of a quarter of a minute, the story of Royal Household Flour and its perfections very eloquently:

Pure and
Wholesome
Royal

Household
Flour
Makes
Better
Rolls, Buns,
Cakes and
Bread Than
Any Other
Flour. Don't
Fail to
See the
Practical
Baking
Exhibition
At
Ogilvie's
Booth.



EXHIBIT OF GILLARD & CO.'S, LONDON, ENG., GOODS, MADE BY W. H. DUNN.

There was a fascination about the myriad colored lights, which continually flashed in English or French, and those reading the words were impelled to visit the booth, where they were amply repaid in the practical demonstrations given daily on the way to use Royal Household in order to get most satisfactory results. M. A. Gray, chief of the company's chemical laboratory, was in charge of the actual baking proceedings, while H. Merrill was assisted by Messrs. Jeffrey and Malette, of the city traveling staff, in looking after the booth. At all times when visitors were in the Arena the booth of this company was almost inaccessible from the front. It is difficult to imagine the great interest taken in the demonstrations by housewives. Many of them were very much surprised on sampling the dainty bread, cake and other pastry prepared for them to learn that there were no "extras" in the making of.



THE OGILVIE FLOUR MILLS CO.'S EXHIBIT.

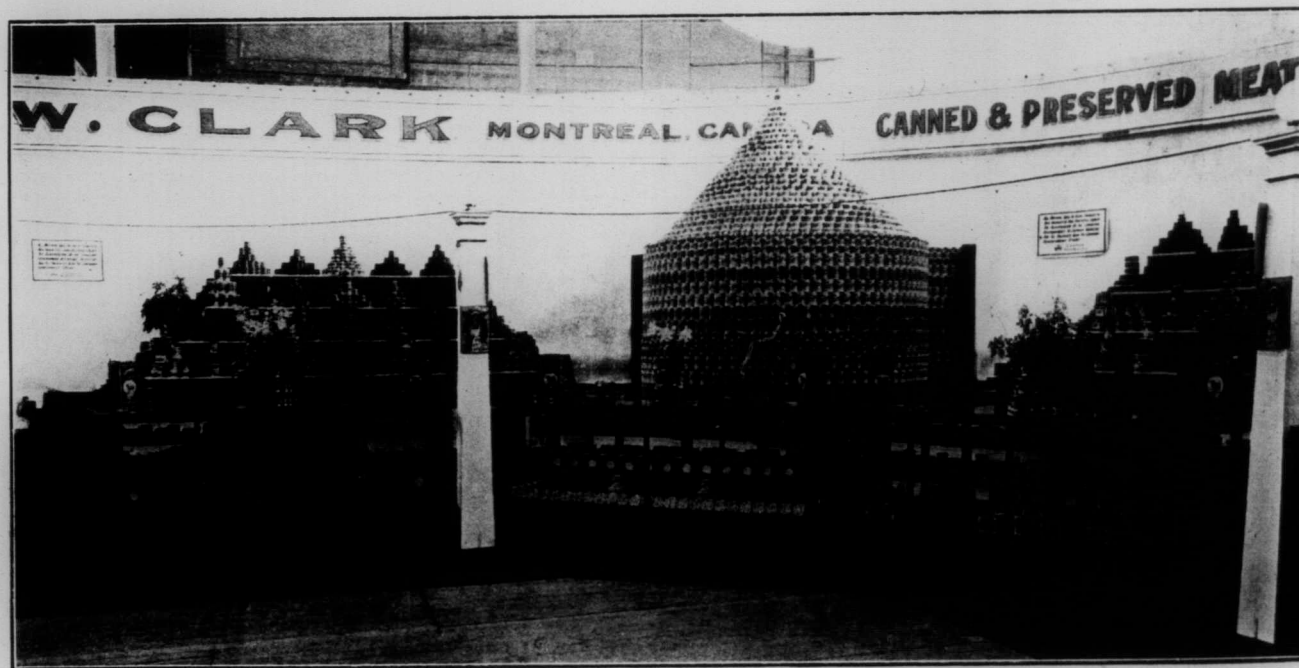


EXHIBIT OF WM. CLARK, MONTREAL.

these delicious specimens of the cooking art—simply the employment of Royal Household Flour and careful cooking. What was more surprising to numbers was the knowledge given them that Royal Household Flour is equally good for bread or pastry. No need to have two varieties of flour in the house when Royal Household is there, for it is equally satisfactory in plain and fancy baking.

The booth of the Ogilvie Flour Mills Company was exceedingly attractive, the background most tastefully prepared representing our western provinces, there being scenes depicting the prairies, mountains and forests. Then there were four well built arches in front of these scenes making a most pleasing frame for the pictures. The famous Royal Household cook books were eagerly sought and thousands were distributed.

Wm. Clark.

Those who saw the exhibition of groceries last year thought that the display made by Wm. Clark, of Montreal, would be hard to improve on, but this year this packer of canned meats greatly surpassed his last year's efforts.

The booth occupied by this firm was in practically the same position as last year except that it was larger and gave more room for display.

The feature of the exhibit was a large pyramid of Clark's pork and beans of all sizes and kinds, the building of which required over 5,000 tins. The blue, gold and pink labels of the pork and beans in tomato sauce, chili sauce, and plain, respectively, were tastefully blended together, giving the whole a very pleasing appearance and showing the goods to advantage.

The Inglass brand of sliced smoked beef ox tongue and mince meat, as the brand name implies are put up in glass. There will be added to this list in the near future concentrated soups and the various kinds of pot'ed meats. The Inglass brand of meats were greatly admired by the public and they will certainly be big sellers.

To the left and right of the pyramid of pork and beans, were displayed all the other lines of preserved meats and soups in tins prepared by this firm. In all some 400 cases or over 1,200 dozen canned meats, pork and beans, etc., were used in this exhibit.

Particular attention was given to display to the public some of the lines that are not quite so well known as

Clark's corned beef, lunch tongue, roast beef, etc., and the visitors at the exhibition were very much impressed with the quality and general appearance of these specialities, among them being: Jellied hocks, Cambridge sausage, Paragon ox tongue, jellied veal, boneless pigs' feet, etc. This, with the photograph reproduced herewith, will give the reader some idea as to the magnificence of the display made by Wm. Clark.

Jones Bros. & Co.

Everybody admitted that the show cases, or silent partners, which were used in the booths at the fair were a decided improvement on the old counters which were utilized last year. Jones Bros. & Co., Limited, Toronto, supplied all the show cases (over 600 feet in all) and they certainly have reason to be proud of the line they manufacture. They occupied a booth themselves also, where were to be seen their various other store fixtures. The model counter made by this company is something

very attractive, and in going around there were few grocers who did not see and admire the compact and complete build of this counter, which is in every sense of the word "model." This company manufactures a large line of silent salesmen ranging in cost from \$5.50 to \$15 a foot. No grocer will deny the advantage of a good silent salesman. It adds to the attractiveness of the store, permits of a prettier and larger display of stock and wins trade. While catalogues were not distributed indiscriminately—they cost so much to prepare—the firm will mail one on application to the office in Toronto (29 to 31 Adelaide St. west), or Montreal, (43 Bluary St.)

Quaker Canned Goods.

An immense Quaker can of tomatoes topped the magnificent display made by that reliable old Canadian packing house which operates in Bloomfield, Hillier and Beamsville, Ont.—the Bloomfield Packing Co., or Quaker Canned



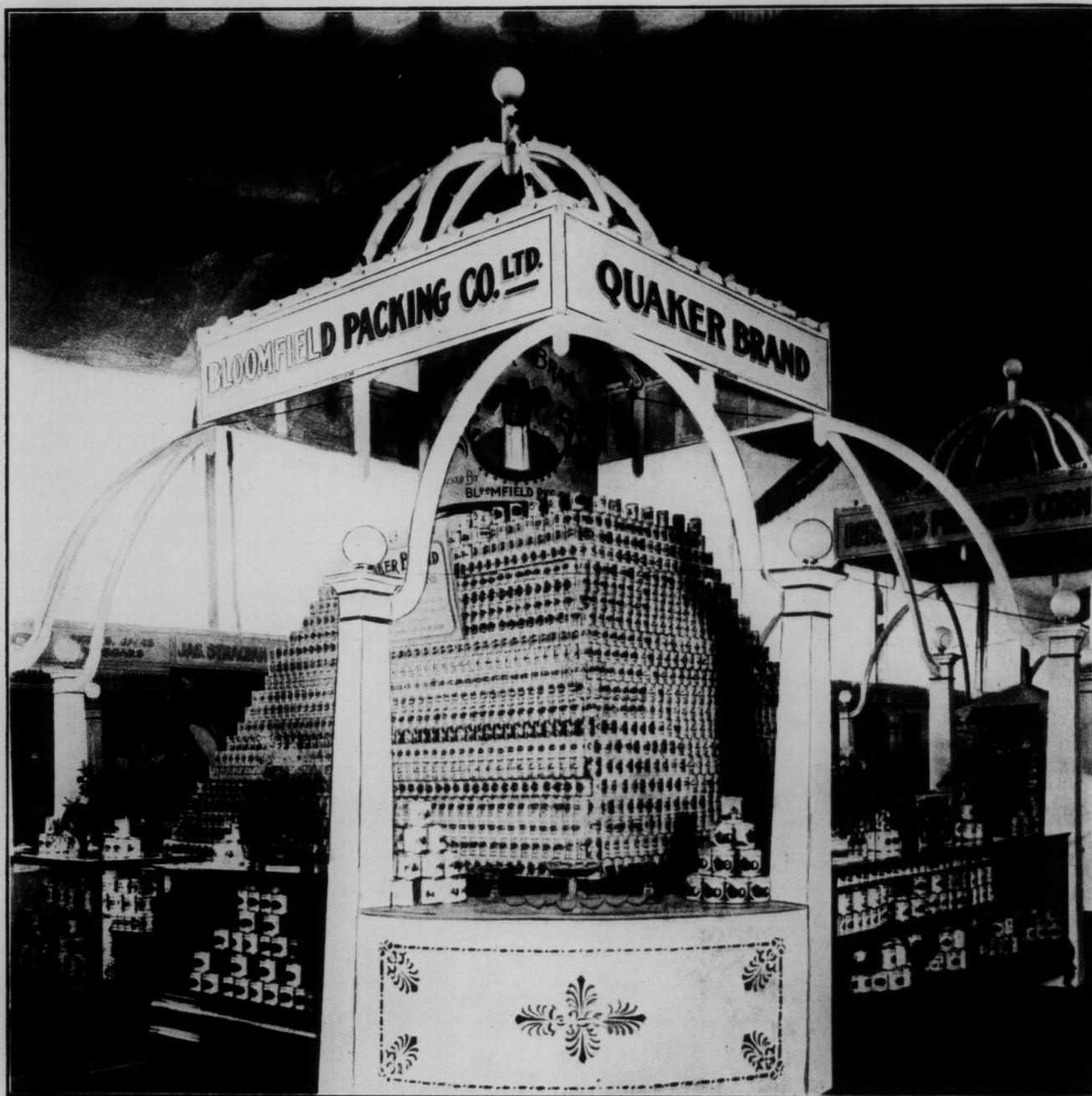
JONES BROS.' DISPLAY OF SHOW CASES.

THE CANADIAN GROCER

Goods as it is better known. They were one of the five firms occupying a large booth in the centre four spaces. And their display—it was surely effective. It would be difficult, indeed, to imagine it anything other than a Quaker Canned Goods Booth. And during the course of the fair there seemed to be people hovering around it all the time,

field Packing Company should be able to secure the most choice fruits and vegetables for use in their lines, but though they were among the smallest, rather than permit Quaker quality to deteriorate, the management would go out of business. So much for a reputation, and the grocers of the country know this to-day and buy Quaker Can-

worth coming a distance to see. Stanley Pearce, who had charge, was rewarded for his efforts in the result achieved. A few of the lines on display might be mentioned. These included Quaker Little Gem sugar peas, early June peas, sweet wrinkled peas, Petit Pois French peas, corn, succotash, beans, Petit haricots, French beans, tomatoes, pumpkins



BOOTH OF THE BLOOMFIELD PACKING CO.

even when the crowds were smallest. Quaker quality is known everywhere first-class. All canned goods are appreciated. Being the largest independent fruit and vegetable packers in Canada it is not surprising that the Bloom-

field Packing Company should be able to secure the most choice fruits and vegetables for use in their lines, but though they were among the smallest, rather than permit Quaker quality to deteriorate, the management would go out of business. So much for a reputation, and the grocers of the country know this to-day and buy Quaker Can-

ned Goods, knowing them to be the kind they can recommend with safety to their customers. A great deal of care was taken in arranging the booth and the effect when the display was completed was well

and in fruits apples, pears, peaches, red and black raspberries, several varieties cherries, strawberries, gooseberries, various lines of plums, red and black currants.

No effort was spared to get the best

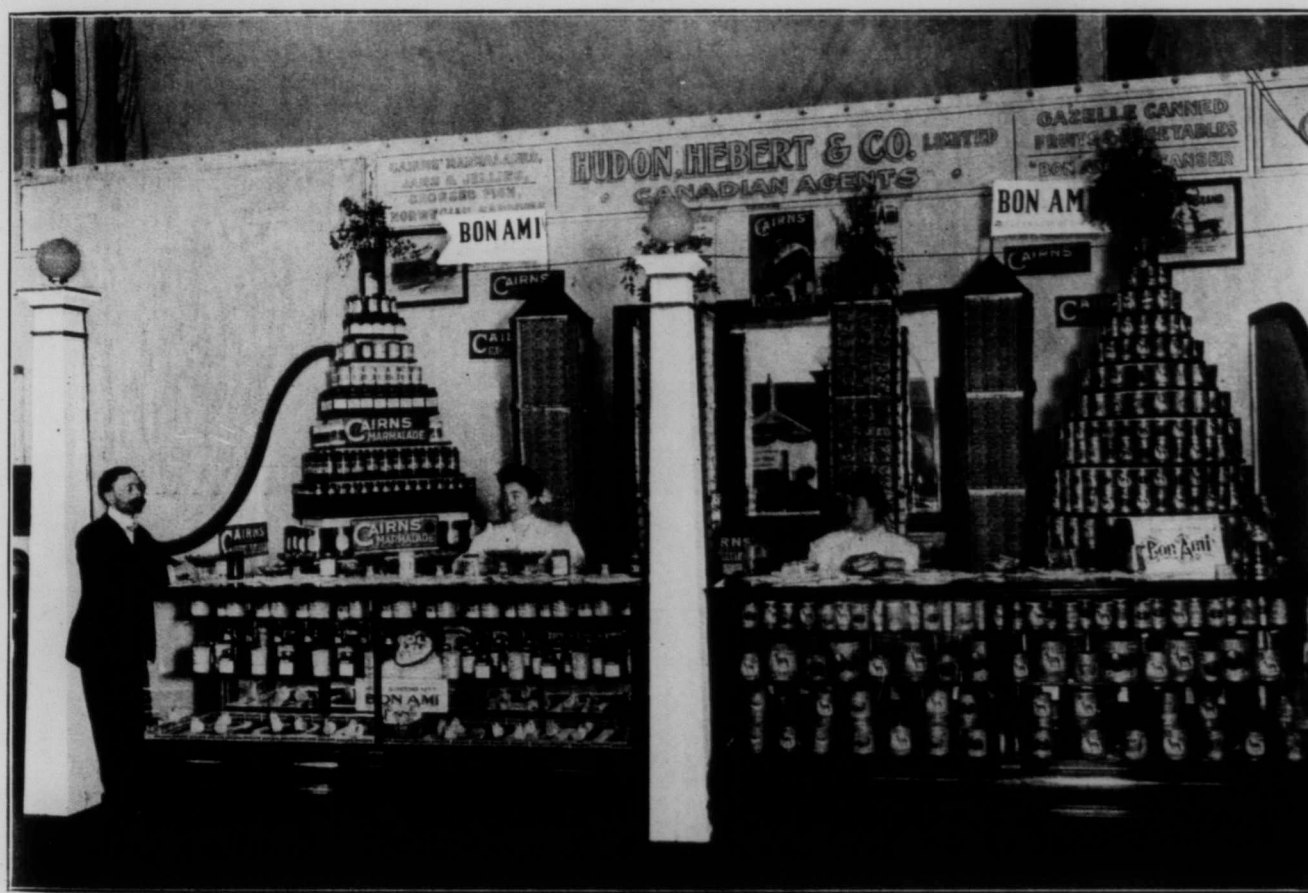
THE CANADIAN GROCER

results out of the fair, in order to assist the grocer, through educating the consumer, to the greatest extent possible. Excellent tea spoons, bearing the Quaker Canned Goods imprint were distributed to the housewives, a constant reminder that Quaker goods should always be on the table. Beautiful pictures, quite free from advertising matter except for the Quaker stamp on the back gladdened the heart of many a woman, while the great limerick competition was talk all over town. Beginning Tuesday, April 21, two cases of Quaker Canned Goods were given in

looked as if infinite care had been taken and no expense spared to make it as perfect as man could from an artistic and common sense business standpoint. That was the double booth used by Hudon, Hebert & Co., Ltd. The firm showed a variety of small goods taken from the immense stocks they carry for three of their foreign principals, Alex. Cairns & Sons, Paisley, Scotland, jams, jellies and marmalades; the Bon Ami Company, New York, makers of the famous cleansing soap, Bon Ami; and the Stavanger Preserving Co., Norway, who pack the world famous Crossed Fish brand boneless sardines. Hudon, Hebert & Co., Ltd., have the reputa-

ties are delicious. A big bunch of satisfaction most assuredly goes with every jar. These goods are put up in 1-lb. patent glass jars, 1-lb. porcelain pots, and one line, Cairns' pure calves' feet table jelly, is packed in neat 1 and 2-lb. square glass patent air-tight caps. Also 7-lb. tins are procurable. Naturally the range of fruits put up is broad, and quite sufficient to permit of a wise selection for a trial order, should the grocer not already be numbered among the fortunates selling Cairns' to satisfied customers.

Bon Ami is so widely known that it is hardly necessary to say anything about it. "It hasn't scratched yet," as



HUDON, HEBERT & CO.'S EXHIBIT OF BON AMI.

prizes daily for the best missing lines received for such limericks as follows: For Quaker goods, our firm is noted You can always hear them quoted Tomatoes, corn, peas, beans and pumpkin Needless to say, replies came in by the hundred and the prizes were delivered by the Montreal and Quebec Province agents of the company, Mathewson's Sons, 202 McGill St. There was a new limerick each day.

Hudon, Hebert & Co., Limited.

There were many pretty displays at the Arena, but there was one which

tion among the grocers of Canada of handling only the best lines of groceries, domestic and imported. While their agency lines, on a par with those mentioned in the foregoing, are of the best in the world. Then there was "Gazelle" brand canned fruits and vegetables. These must not be forgotten. "Gazelle" brand, which is the special, private brand of the house, has secured for itself a most enviable place in the progressive grocery stores throughout the length and breadth of Canada, signifying as it does highest quality—the kind that the packers are willing to guarantee. Cairns' marmalades, jams and jel-

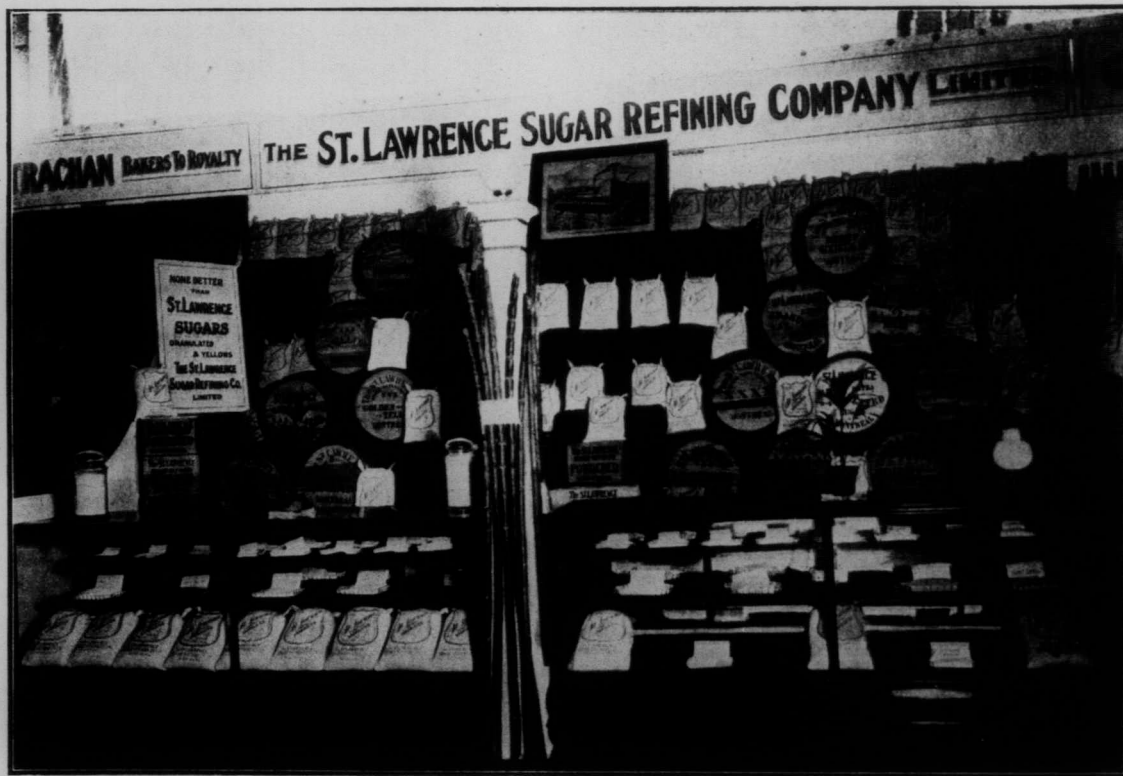
the literature given out very aptly states.

It is a well known fact that the best sardines in the world have been caught recently off the shores of Norway. In fact, they have been pronounced par excellence by French and Spanish experts. Crossed Fish brand boneless sardines are very small and tender, and having been slightly smoked before packing, their delicacy of flavor is enhanced, while that "rising" after eating, which is the bane of sardines generally, is done away with by the special process. Hence the popularity, the lasting favor, given this famous brand by connoisseurs.

THE CANADIAN GROCER



EXHIBIT OF THE SNAP COMPANY.



ST. LAWRENCE SUGAR REFINING CO.'S BOOTH.—See Description of Exhibit on Page 57.

The Snap Company.

"Better Than Soap" is the wording on the tins containing Snap, the antiseptic hand cleaner, and after witnessing a practical demonstration of this fact the average person was bound to admit that Snap was a wonderful cleanser. Although Snap has not been on the market a full year it is known almost everywhere in Canada. Being a paste cleaner, as well as antiseptic, and seeing that it does not chafe the hands when used, it is not surprising that it should catch

eases of three dozen tins, which retail at 15 cents each or 2 for 25 cents, and few grocers keep a case long in the store, so strong is demand for it. C. W. Gregory, manager of the company, was in charge of the simple, but attractive booth which the company occupied. Samples were distributed by the thousand during the course of the fair. It is the grocer who really should sell this necessary household article, the housewife calls regularly and a hint of "Snap" means a sale every time.

efforts, they have succeeded in accomplishing their purpose seemed to be the unanimous verdict of housewives who tasted of the dainty goods which were given out on little dishes by a couple of expert demonstrators.

Balmoral Scotch marmalade is worthy of special mention. The oranges for this marmalade are procured from Seville, the finest bitter orange-growing district in the world. Being carefully selected, the very finest only are accepted. These oranges are brought into Canada, and



EXHIBIT OF BALMORAL PURE FOOD PRODUCTS.

the fancy of practical mechanics, who find it difficult to get machine grease off their hands; of housekeepers, who find it invaluable for sinks, baths, paint work, etc.; of printers, who remove ink from their hands with ease through its use, and others who find the ordinary cake of soap a poor means of taking off real dirt in a thorough manner. With the grocery and general store trade Snap has been a great success. It is packed in

Balmoral Pure Food Products.

Quality certainly is the outstanding feature of Balmoral Brand marmalades, jams and jellies. The proprietor is J. W. Windsor, Montreal, and no expense has been spared to ensure the Canadian public being offered something they can depend upon, the first time, the second time, and all the time, when they ask for, and receive, Balmoral, from their grocer. That through their strenuous

turned over to the company's marmalade expert, who, in his own way and using only pure Canadian granulated sugar, turns out a jar of marmalade which cannot be surpassed in Canada or out of it.

The same judicious care is exercised in securing the fruits from which Balmoral jams and jellies are manufactured. The most excellent Canadian-grown peaches, pears, plums, raspber-

THE CANADIAN GROCER

ries, strawberries, red and black currants, are bought by men who know what first-class fruits are and they will take nothing but the best. These fruits are placed with jam and jelly experts and are offered the public in the form of Balmoral jams, jellies and preserves, pure, true always to be depended upon. Another special line in Balmoral goods was that of preserved sliced oranges in glass jars. This is something new for Canada and looked exceedingly delicious. All Balmoral goods are attractively labelled and frequently sell themselves, they make very attractive shelf and window displays and once a customer tries them he or she, is converted to

since the opening of the Canadian office at 75 Front St. east, Toronto, coupled with the genuine merit, has convinced the people of the Dominion that the name of Lipton is synonymous with the highest quality in pure food products was demonstrated at the exhibition of groceries which was recently held at The Arena in Montreal, no one will question.

The large double booth occupied by this firm was constantly filled with visitors who, seated at the tables so daintily arranged, were given an opportunity to test for themselves Lipton's tea, Lipton's coffee and Lipton's table jelly and, becoming acquainted with

ful success since their introduction on the Canadian market. Their success has been such as would not be possible but for the fact that the tea wins and holds customers. It appears to be "once a Lipton tea drinker, always a Lipton tea drinker." This is a solid foundation upon which to build for success and the two million packages packed by this firm weekly speaks for itself.

A. E. Carson, Canadian manager of Thomas J. Lipton, spent a few days in the city, and in speaking to The Grocer said that he was more than pleased with the sales since the first of the year, each month showing a large increase over the previous month. He said, coupled



EXHIBIT OF THOS. J. LIPTON'S PRODUCTS.

use only Balmoral. It is not simply the package, but the package and the real quality inside the package. Balmoral pure food products are obtainable in one and two-pound glass jars, hermetically sealed caps, and in tins which contain 1, 2, 4, 5 and 7 pounds. A very pretty card, two children carrying a jar of Balmoral, with the words "It's Guid" underneath, attracted much attention.

A. Stewart is manager for all Balmoral manufacturers and is responsible for the neat and attractive display made at the show.

Thomas J. Lipton.

That the extensive advertising campaign carried on by Thomas J. Lipton

the merits of these goods, should go to their grocer and secure the same. Everybody was satisfied in fact, everybody was more than satisfied. The seven employes in attendance were very anxious to give every information as to the manner in which Lipton's goods are prepared in order to make them the market leaders, and were kept constantly busy.

The fact of Thomas J. Lipton owning large tea estates in Ceylon insures the grocer in obtaining absolutely the finest tea grown, packed in an airtight tin which is by far the best package to pack this commodity in and he should have his stock well assorted with this particular line at all times. Their 40c and 50c lines have met with wonder-

with other advertising, their demonstrations which they have been giving in various parts of Canada pleased the trade immensely, besides increasing sales to a marvelous extent. During these demonstrations, in order to help the grocer introduce Lipton's jelly tablets and Lipton's coffee, certain free days were set apart on which with every sale of one pound of tea one jelly tablet was given away free. On one certain day in each store in which they have demonstrated they gave away one pound of coffee with two pounds of tea 40 cents and upwards, and in this manner have increased, not only the sale of their tea, but their coffee and jelly tablets, these two lines being second only to Lipton's world-famous tea.

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D. F. Carter, traveler for the Province of Quebec, was in charge of their exhibit.

The Ozo Company, Limited.

The wonderful growth of the Ozo Company, Montreal, has illustrated the advancement of the pickle, vinegar, jam and catsup business in Canada. The marvelous progress of the one is indelibly connected with the magnificent success of the other. In 1901, when the Ozo Company began to manufacture in Canada, they occupied a small one-storey building. To-day the company occupies a series of factories and warehouses, the largest of which is six storeys in height and comprises two

in these industries. It is not surprising that such success should attend the efforts of the Ozo Company. No expense is too great, no detail too small to look after, which will enable them to further perfect their products. When they started they had just finished a most expensive tour of examination of the finest English pickle, sauce, vinegar and jam manufacturing houses, as well as the leading continental and American factories. Their experts gained every pointer possible from these firms. A most tiresome research was conducted for the purpose of finding out what seeds would produce best results in Canada. Then the farmers in the vicinity of Montreal were supplied with the seeds which passed the critical experimental test,

Breakfast Food was such as to enable visitors to see the various sizes in which these goods are obtainable, and also, if they were so minded, to secure information on the composition of Five Roses Flour—how it is that it possesses so many thousands of friends among the housewives. As is usual at such fairs, the company had placed at intervals on their counters vases containing five beautiful roses, each significant of the famous brand.

In building the pyramid, with four side arches, which is the form the display took, in the neighborhood of two thousand various-sized bags were used, which will give one an idea as to the

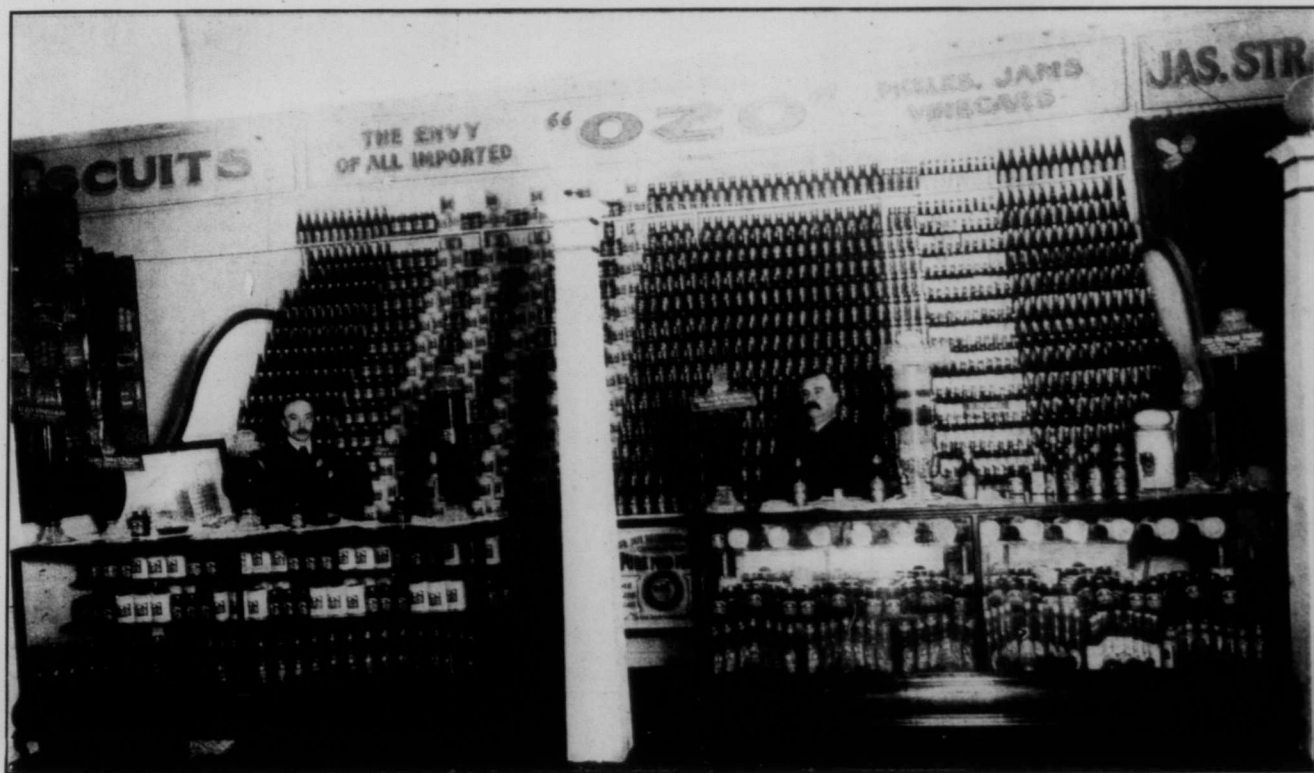


EXHIBIT OF OZO PICKLES, JAMS AND GROCERS' SUNDRIES.

city blocks. There are different factories and warehouses for the various lines manufactured by the company. When they started operating Canadians felt that they could not obtain a first-class pickle, catsup, vinegar or jam unless the label bore the imprint of an English or American house. To-day there is not a true Canadian in all of the Dominion that does not know and appreciate the lines put up in Montreal by Canada's premier pickle and vinegar house. Ozo pickles have got the reputation of being the equal of anything made anywhere in the world, and superior to anything but the very best products of the old established firms in England, which they easily equal. Canada has now got the reputation of being able to hold her own

and there are to-day hundreds of farmers, in one vast organization, who are doing nothing else but growing vegetables for the Ozo Company. This is but one simple instance, but it illustrates the pains taken by the company to make their product perfect. John G. Carsley, president of the company, has been its moving genius throughout, and has probably done more for these industries, for Canada, than any other one man.

Lake-of-the-Woods Milling Company.

Artistic simplicity characterized the display made by the Lake-of-the-Woods Milling Company, but the arrangement of Five Roses Flour and Five Roses

pains taken by the company to make their showing a good one. That they succeeded in their efforts was made manifest by the numerous flattering remarks passed daily by visitors.

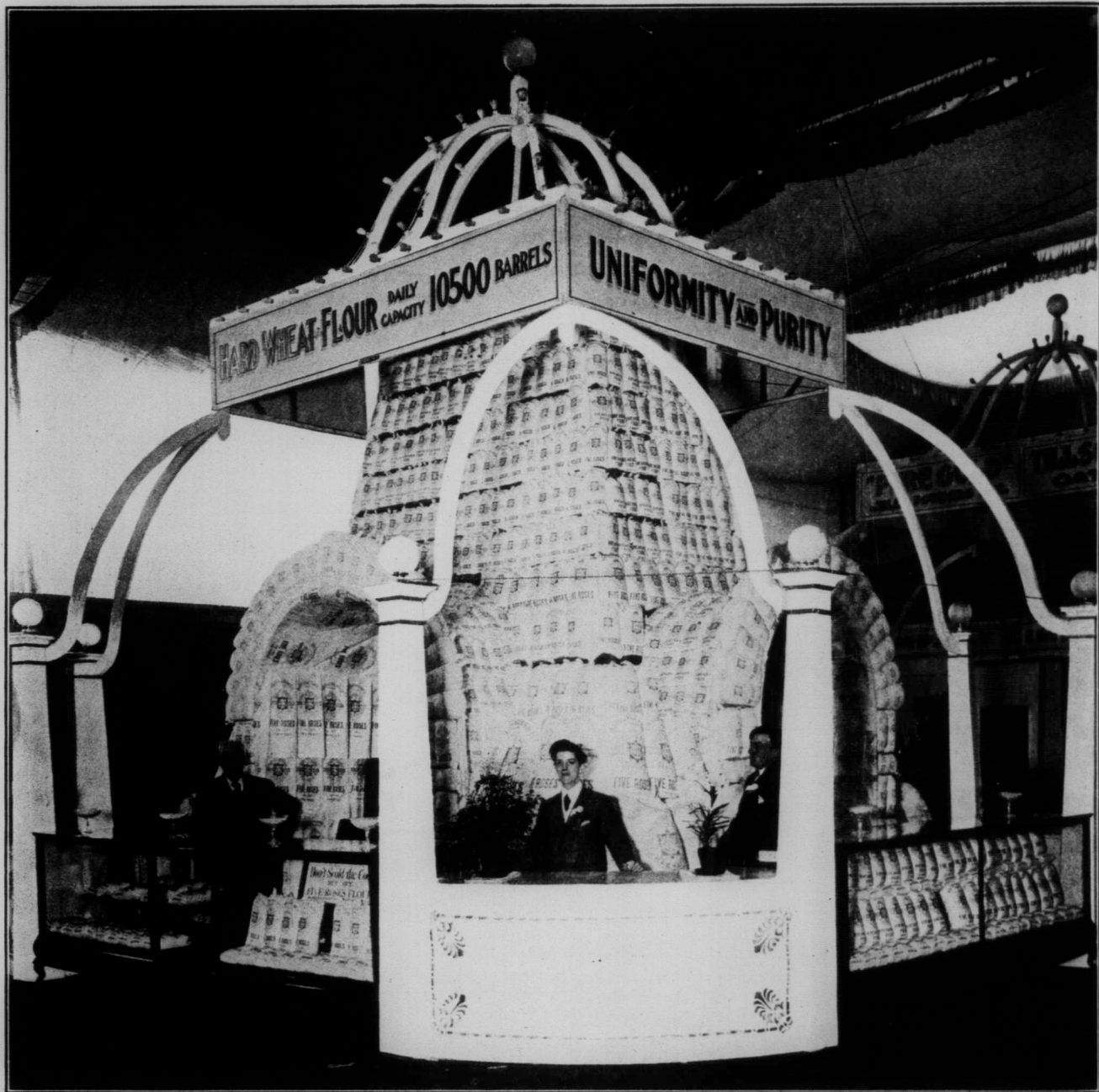
Five Roses Flour is sold in all parts of Canada in packages from barrel size down to 7-pound bags, while Five Roses Breakfast Food is put up in bags ranging from 6 pounds up to 98 pounds. These packages were all made to show up attractively in the large centre booth, consisting of four spaces, which the firm occupied. As already remarked, the arrangement of the booth was very attractive. Six show cases were used on the four sides, these containing the

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smaller flour packages in great number and the Breakfast Food. The frosted white electric globes adorning the top of the arch framework of the booth marked it from a distance as a distinguished display.

them to get even better results from the use of Five Roses than they do to-day, by hearing something from competent demonstrators, or securing some literature—and they were not disappointed in their visit. F. Laing, J. MacGregar

at the fair, which was the object of many flattering remarks on its attractiveness, was under the control of their Montreal manager, Oliver B. Leslie, who with three city travelers, were not a little bit backward about telling visitors



FINE DISPLAY OF FIVE ROSES FLOUR BY LAKE OF THE WOODS MILLING CO.

A considerable number of grocers, both local and from outside points, expressed themselves as being very well pleased indeed with the showing made by the manufacturers of the famous Five Roses brand, with which all were very familiar. As for the housekeepers, they were there by the hundred every day, anxious to learn a few more pointers if possible which would make it possible for

and F. C. Strachan, three city travelers, looked after things most of the time during the fair.

D. S. Perrin & Co., Limited.

Dainty, excellent, quality biscuits, the kind that win and hold trade, are those manufactured by D. S. Perrin & Co., Limited, the progressive London biscuit and confectionery house. Their display

what Perrin's biscuits were. That is, Mr. Leslie was not backward about advertising the biscuits and confectionery when he was there—for the constantly growing trade of the firm in this part of the country requires increased attention from Mr. Leslie and his traveling and office staffs each month. Busy lady demonstrators passed out neat sample boxes containing one each of the firm's Leap Year, Cream Toast and Duchess

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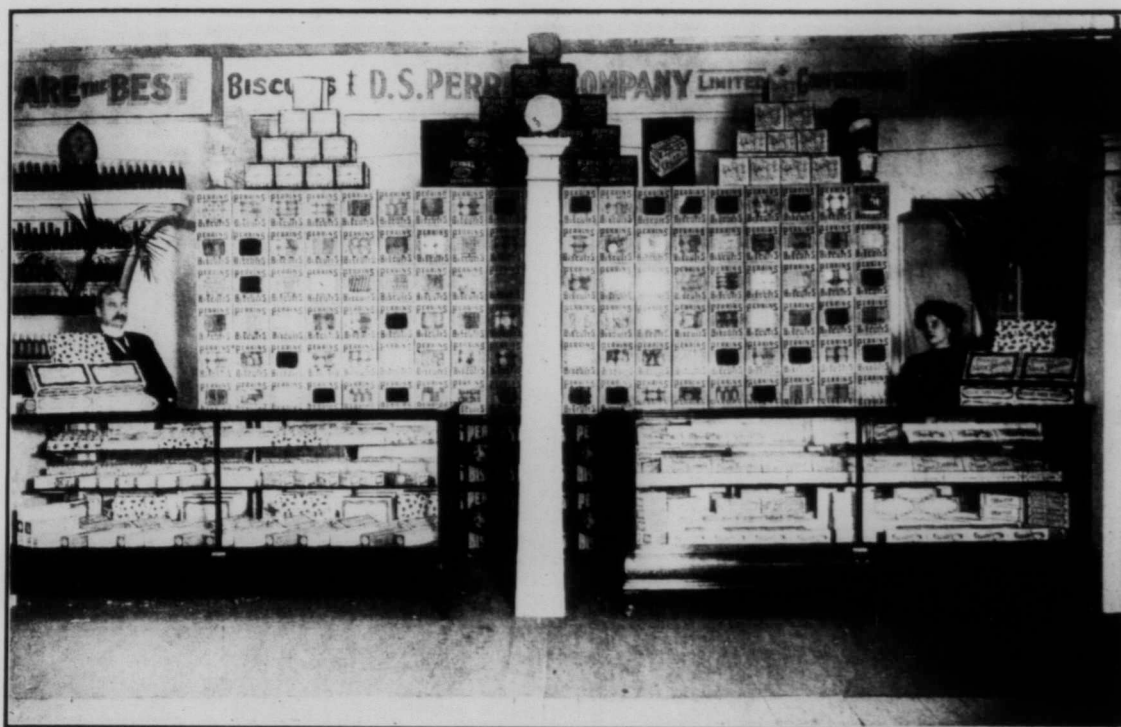


EXHIBIT OF D. S. PERRIN, BISCUIT AND CONFECTIONERY MANUFACTURERS.

biscuits. These were much appreciated by visitors. It was not possible, of course, to show all of the three hundred varieties manufactured by the firm, but their leaders were very much in evidence, such lines as their Sterling cream sodas, and an extensive range of hard sweet biscuits, and attractive package goods being given especial attention. Newport chocolates, manufactured by

this firm, possess a very enviable reputation in Canada as high-class and dependable chocolates. D. S. Perrin & Co. are the largest biscuit and confectionery manufacturers in Canada, employing a staff of over forty traveling salesmen, and having branches in Montreal, Ottawa, Hamilton, Winnipeg, Calgary and Vancouver.

Chocolats Meurisse.

Most pleasing indeed was the excellent display made by J. A. Herreboudt, the Canadian agent for Chocolats Meurisse, those dainty lines which seem to have met with the approval of all lovers of what is best in plain and fancy chocolates. This firm engaged two booths at the Arena, where very neat



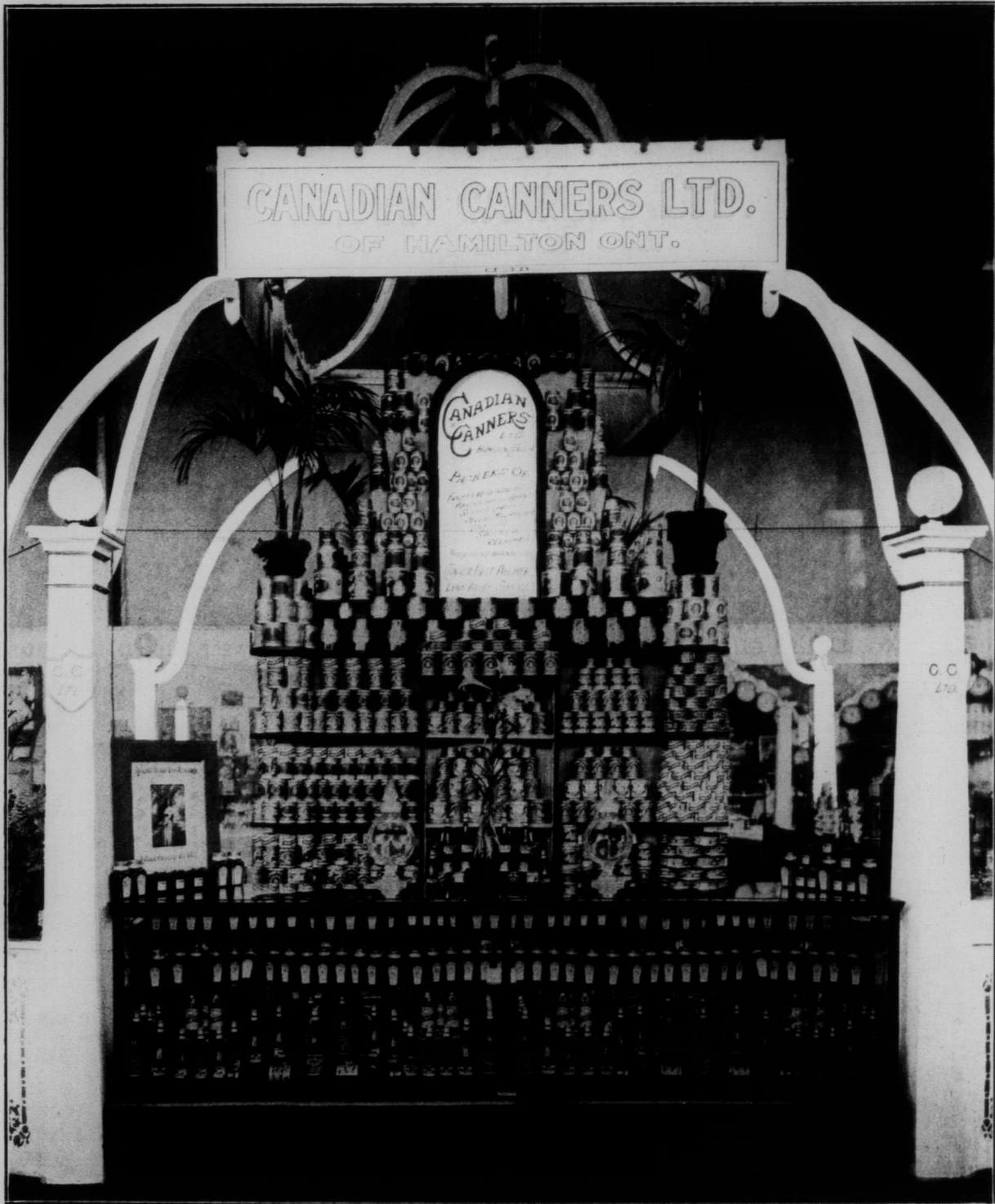
EXHIBIT OF CHOCOLATS MEURISSE.

THE CANADIAN GROCER

displays of all their lines were made, and competent lady demonstrators, under the charge of travelers, looked after the interests of the company. Meurisse croquettes, tablets, of different sizes, de luxe chocolates, chocolats

been going ahead steadily ever since. It is not more than a year that these people have been going after the Canadian trade, but in that time they have been able to gain a wonderfully large number of customers, all of whom are

Meurisse was in attendance for a few hours, having come out from Belgium to visit the trade with Mr. Herreboudt, who has just returned to Canada from an extended trip to the country of his birth. Mr. Meurisse will look



SPLENDID BOOTH OF CANADIAN CANNERS.

aux nassettes, Rhum Orange Bars, assorted bon bons, cream chocolates and cream bars, are only a few of a great variety of lines made by this enterprising firm, which was established in Antwerp, Belgium, in 1845, and which has

pleased—and what is more, their customers, the people who eat the chocolates, are delighted with what they are being supplied with.

During the course of the fair Mr.

around the trade in different Canadian cities before returning home, and will make provision for the handling with greater facility of the many lines he is placing on this market through his Canadian agent, at 22 Lemoine St.

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Canadian Cannery, Ltd.

At the north end of the Arena, the northern-most booth of the five in the centre, was the magnificent display of the Canadian Cannery, Ltd., of Hamilton. As a glance at the two photographs accompanying this description will show, no efforts were spared to make the showing as pleasing and excellent as possible. The many brands put up by the Cannery and known all over the Dominion, were all given equal prominence, and most of the housewives visiting the fair recognized old friends in the brands on display, which included Avlmer, Canada First Horseshoe, Auto, Log Cabin, Little Chief, Simeoe, Kent, Maple Leaf, White Rose, Thistle, Grand River, Lion and Hygiene. This latter line particularly, is one worth the careful consideration of every grocer who considers himself progressive. The fruits and vegetables packed under this brand are put up in enamel-lined cans and the caps are put on these tins by being clamped. The point of excellence is that no solder at all is used, while the employing of enamel lining maintains the fruit or vegetable in all its natural flavor and freshness. So far the brand has made a great hit wherever introduced, and without a doubt, it will be the most popular line on the market once it is generally known. Besides the sanitary and flavor preserving state of the tin used the label is one of the finest it is possible to get in Canada, and, of course, the quality of the fruits and vegetables is right up to the mark, the Canadian Cannery sustaining their well-known reputation.

Besides the canned goods on display the visitor noticed a neat showing of catsups, sauces, jams, preserves, marmalade and table relishes. Demonstrators served tasty dishes of peas and other canned vegetables as well as delicious fruits which left a lingering longing for more.

Speaking of peas, there is much good work that can be done by the retailer in educating the consumer to the fact that we Canadians are producing peas every bit the equal in quality to the best imported. Many think that it is only the imported pea that should be produced when a customer calls for the best in the shop, or else one of the more widely known brands of cheap peas is handed out. The Canada First Faultless Pea, put up by the Canadian Cannery, is, in point of size and flavor, every bit as good as the best French line.

The pea is not colored in the least, but is in its natural state, retaining all the flavor and excellence it possessed at the time it was packed. This brand and other sweet wrinkled peas of the Cannery could be advantageously pushed by many a grocer.

Thousands of visitors called at the booth during the course of the show, and it is safe to say, none of these went away without being attracted to the excellent display of the Cannery, the majority of them carrying with them a taste for canned fruits and vegetables which they will satisfy with the Can-

new building, which is located at 562 to 568 St. Paul St., is one of the finest of its kind in the city. It is seven stories high, and is constructed of solid stone and brick. Each floor is tested to stand a weight of 400 pounds to the square foot, which will give one some idea of the storage capacity of the place. With the splendid new building at their disposal the firm will be in a position to give their customers even more satisfactory service than before, looking after all their requirements, expeditiously, completely and otherwise satisfactorily.



EXHIBIT OF CANADIAN CANNERS, OF HAMILTON, ONT.

ners' well-known brands. This is where the grocer comes in. First-class souvenir post cards were given out.

J. Alex. Gordon & Co., who are agents in Montreal for the Canadian Cannery, report an enormous increase in business this past couple of seasons.

Laporte, Martin & Co.

A splendid, large picture of the company's excellent, modern fireproof warehouse formed a fitting background for the booth occupied by Laporte, Martin & Co., one of Montreal's most progressive wholesale grocery houses. The

At the fair the firm's widely known "Soleil" brand imported French canned goods occupied prominent position. Among the many excellent lines put up under this brand might be mentioned Pate de Fois Gras, in terrines and tins. Asparagus, peas, haricots etc. "Soleil" fruits in glass pots are very fast sellers, because of their genuine merit. All in all "Soleil" brand goods are well worth trying out if the grocer does not already handle them.

Most grocers are acquainted with Laporte, Martin & Co.'s famous Minerva Olive Oil, put up specially for

HARDWARE AND METAL



EXHIBIT OF LAPORTE MARTIN & CIE.

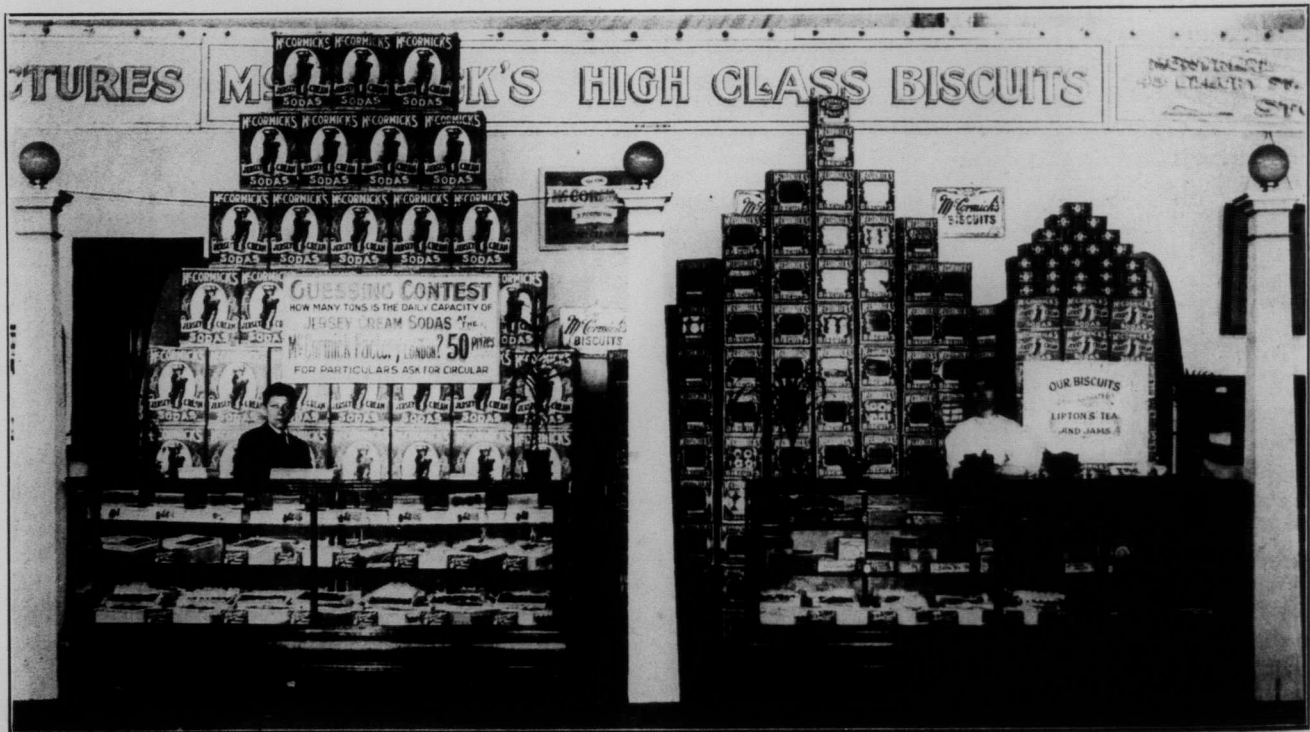


EXHIBIT OF McCORMICK BISCUIT AND CONFECTIONERY CO., LONDON.

HARDWARE AND METAL

them by the famous house of Boule, in France. This olive oil is put up in litres, quarts, pints, half-pints and various sized tins. It is the only olive oil bearing with each package the certificate of purity of the Laboratoire Officiel, D'Essais Techniques, the official testing laboratory of the Government of France.

Blanc & Fils' macaroni, vermicelli and perfect French pastes, for which this firm act as sales agents for Canada were much admired by visitors and are a good example of what first-class lines France is capable of putting up.

in the many lines put up by this widely known firm of biscuit and confectionery manufacturers. The attractive advertising which this firm has been doing of late has certainly given the people "McCormick Biscuit Fever" and once they get that it means steady sales of these lines for the grocer. Quality is the watchword at the factory and nothing is allowed to go to the grocer in the way of biscuits or confectionery which the firm is not willing to guarantee as the finest. Perhaps this in a measure accounts for the wonderful success attained by McCormick in the Canadian market. Their Jersey Cream Soda has come

Many thousands of biscuits were given out as samples by the demonstrators, which will result, no doubt, in a noticeable increase in the sales of McCormick's biscuits by grocers.

Mr. Hargreave, the Montreal Branch Manager, was frequently at the exhibition and was always willing to give visitors information. The large number of grocers who visited the show were quite interested in the display.

Edwardsburg Starch Company.

Crown Brand Corn Syrup was very much in evidence during the exhibition.



THE EDWARDSBURG STARCH COMPANY'S EXHIBIT.

Victor Teasdale, one of the traveling staff, was in charge for the firm, while R. Carigan, also a traveler, was on hand much of the time.

McCormick's Biscuits.

"How Many Tons is the Daily Capacity of Jersey Cream Sodas at the McCormick Factory, London?" This was the query which greeted the eyes of the visitor at the booth of the McCormick Biscuit people, of London. It was a "Guessing Contest" and it certainly kept the people guessing and interested

to be recognized as a necessity on the table at meal time and the wise grocer who carries a stock is reaping profits daily. Then there are all those fancy biscuits made by McCormick.

To name a few of them, Graham Wafer, Windsor, Cafe Noir, Five O'Clock Tea, Banana Finger, Tourist, Maple Mallow, Fig Bar, Raspberry Sponge, Cracknels and Society biscuits are well worth looking up. They are the acme of perfection and gain new customers, the kind that stay, because no other biscuits seem to be of such quality as those bearing the name McCormick.

For that matter, it is always to the fore, for it has won a place for itself in the homes of Canada, and in the grocery stores perforce, from which it cannot be dislodged. Housekeepers visiting the Arena were presented with dainty miniature cans containing a sample of the famous brand, and in this way those not acquainted with Crown Brand were given an opportunity of tasting it. The large central booth occupied by the Edwardsburg Starch Company was a model of neat simplicity and excellence. Many expected the company to make a large display, employing thousands of

THE CANADIAN GROCER

tins, but instead few tins were employed and these were placed so that the effect was much better because of the lack of quantity.

Crown Brand Corn Syrup is obtainable in 2-lb., 5-lb., 10-lb. and 20-lb. tins. Having such a large booth, it was easy for the company to make also a very pretty display of Benson's Prepared Corn Starch, Silver Gloss Starch, Enamel Starch and their other lines. These goods possess, besides the ever-important quality, the extra advantage of most pleasing packages, which makes the work of the grocer easier. For that matter, so well and widely known are the products of this progressive house,

years the confidence and patronage of the grocery trade of Canada, as has the Toronto firm of Christie, Brown & Company. These biscuit manufacturers occupied a double booth, and the neat display of their various leading lines attracted the attention of hundreds of grocers who visited the fair, as well as of thousands of housekeepers, who were there to get in touch with the best pure food products. To the majority of the householders the name of the firm was not new, for they had been using Christie's biscuits for years. The firm's well-known zephyr cream soda biscuit has

home-made ginger wafers, etc.

There was on view also Christie's Infant Food, which is well and favorably known to the Canadian trade.

The attendants were ready and willing at all times to give particulars and samples to visitors, demonstrating the superior quality of the goods.

Aylmer Condensed Milk Co.

One of the booths which all visitors found most interesting was that of the Aylmer Condensed Milk Company. Here demonstrators were kept busy during the whole time of the fair telling people



EXHIBIT OF CHRISTIE, BROWN & CO., TORONTO.

and so great has been their advertising that little effort is required to even introduce their lines, let alone sell them after they are introduced. Edwardsburg No. 1 White Starch, such a favorite for laundry work with the housekeepers of Canada, was given a prominent place, too. Much interesting and novel advertising matter was distributed.

Christie, Brown & Company.

Only by having perfect quality to fall back upon, only when success is built upon perfection in the product manufactured can a firm maintain for

hosts of friends and users in every little village in the country. The neat half-pound package which retails at 5 cents has been a successful innovation. While there is not space to mention all the varieties manufactured by this enterprising firm, it is at least, worth while stating a few of the leading varieties of the six hundred manufactured, which include assorted sandwiches, water ice wafers, Alexandria, social tea, cheese wafers, cafe noir, oatmeal, fruit, ginger bread, short bread, arrowroot, fig bars, rusk, wafer rolls, reception wafers,

about Canada First Evaporated Cream (unsweetened) and Canada First Condensed Milk (sweetened). It is pleasing to those desiring the best evaporated cream and condensed milk to know that the factory of the Aylmer Condensed Milk Company is located in the finest dairying district of Ontario, and is the most modern and sanitary in the country, no expense having been spared to ensure its perfection while it was being built. Their milk inspector keeps tabs on the farmers from whom they buy, insisting upon strictest cleanliness. Farmers' cans are sterilized before

THE CANADIAN GROCER

leaving the factory to go back to the dairy, and even with all these precautions the milk, before passing through their process, is strained six or seven times. This process is one of the most scientific imaginable, so that when the milk comes out ready to be tinned it is as pure as can be. The cream turned out has not that cooked taste which spoils many a line. After passing through the sterilizing room it is held in storage for thirty days, and then if it passes the exacting tests it is labelled and shipped. The cream leaves no sedi-

Lawrence Sugar Refining Co., Limited, who, with raw and manufactured sugar made a most pleasing, interesting and instructive display. As will be seen in the photograph reproduced here, the tall sugar cane sticks from the West Indies are given prominence in the display. In the background are tiers of sugar in bags running from 100 pounds to 20 pounds. Then there are pyramids of barrels, which contain Golden Yellow, extra ground, powdered, confectioners' granulated, bright coffee, No. 1 Yellow Berry granulated and extra granulated.

backed by Canadian capital, were accomplishing this.

J. Alex. Gordon & Co. are sales agents for the St. Lawrence Sugar Refining Co., Limited, and had charge of the booth.

For photograph of the booth see page 46.

A BOOMERANG.

The proprietor of a store, a man of most excitable temperament, was forever scolding his clerks for their indifference in the matter of possible sales. One day, hearing a clerk say to a cus-

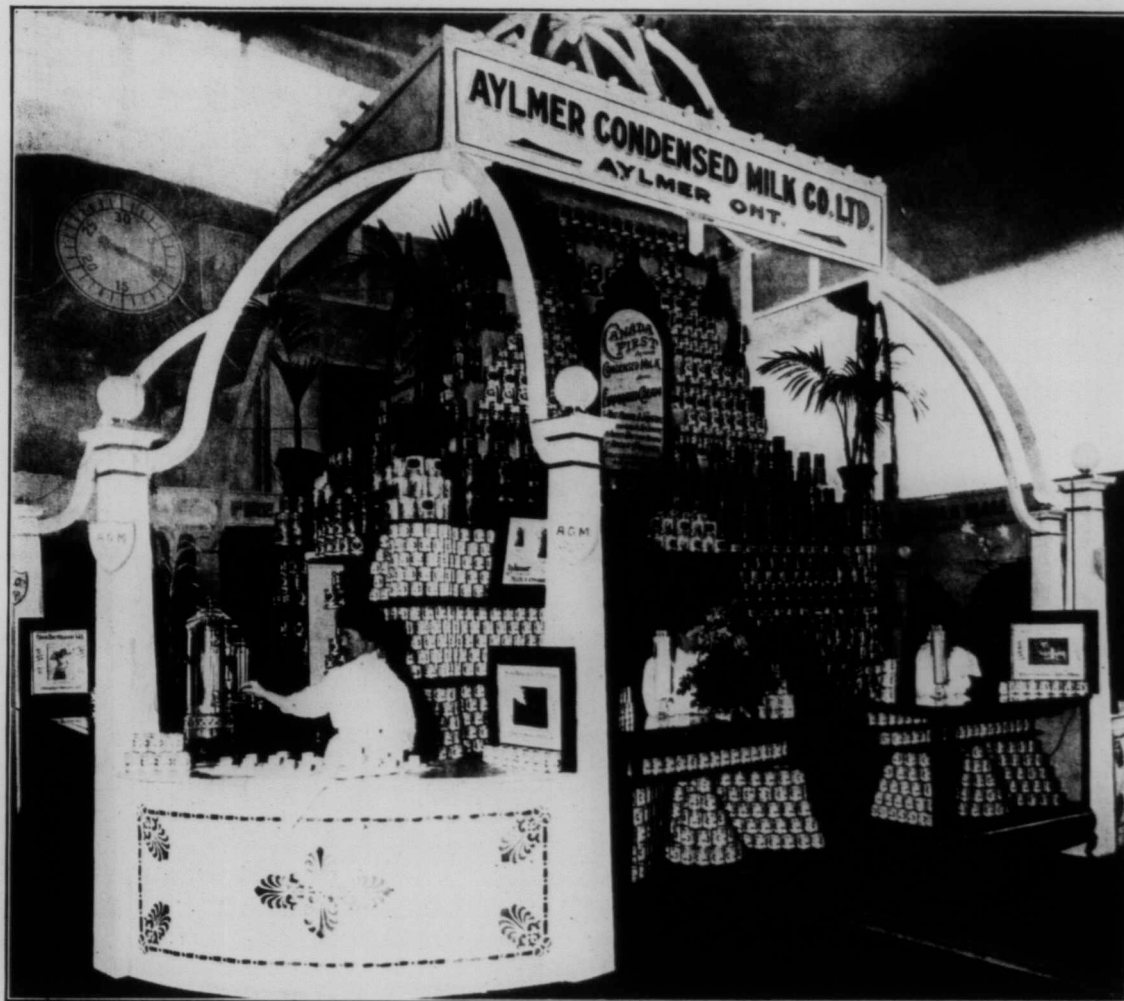


EXHIBIT OF AYLMEH CONDENSED MILK CO.

ment in the bottom of the can nor any objectionable butter fat on the top of the contents. The packages used are most attractive, and what is more, they are sanitary. Great success has attended the efforts of the company in placing the new lines on the market.

In Montreal J. Alex. Gordon & Co., the widely known brokerage firm, is looking after the new lines.

St. Lawrence Sugar Refining Co., Ltd.

A unique booth was that of the St.

Above the bags will be noticed a large picture of the company's magnificent big works in East Montreal. The raw sugar is brought in here direct from the West Indies by Canadians, and the finest granulated and yellow sugars are turned out by Canadian labor.

This booth was the Mecca of visitors, all of whom seemed proud in the knowledge that Canada was turning out sugar the equal of any manufactured anywhere, and that Canadian workmen,

tomer, "No, we have not had any for a long time," the proprietor, unable to countenance such an admission, began to work himself into the usual rage. Fixing a glassy eye on the clerk, he said to the customer, "We have plenty in reserve, madam, plenty downstairs." Whereupon the customer looked dazed, and then, to the amazement of the proprietor, burst into hysterical laughter and quit the shop. "What did she say to you?" demanded the proprietor of the clerk. "We haven't had any rain lately."

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THE SALMON SITUATION.

There is every indication that the market for canned salmon will be higher this season. Of late the interest of the trade has centred largely on salmon and it is interesting to know what prospects are. There can be no doubt about the fact that holdings are light. There is not a great deal of stock held locally while what is in first hands on the coast is very limited as well. In the States business last fall and winter was larger than for years, so that they are pretty well cleaned up there. In Canada many jobbers report business last fall and winter as having been rather slow as regards salmon, attributing the cause largely to the high prices and to financial conditions. It is safe to say, however, that we will go into the new season with small stocks everywhere, with the scarcity on the coasts particularly noticeable. Then, tending to firm up the market still further, reports seem to indicate that this will be the shortest pack in the four year period so that there will not be relief in bountiful receipts. Speaking of the run of sockeyes expected on Puget Sound, one American authority recently stated that 75,000 cases was the most that could be expected this season, while there would be no occasion for surprise if the pack did not total more than 50,000 cases. The proportion packed on the Columbia River will not be much greater.

A firm of brokers in Montreal showed the writer a letter from the British Co-

lumbia Packers' Association, of Vancouver this week, in which the statement was made that a very poor run was expected on the Fraser River the coming season and in consequence only seven canneries would be operated, out of twenty-two run last year. The British Columbia Packers' Association will run only three. Continuing, the letter says that stocks are limited to a few halves, and holdings in England are lighter than they have been for a number of years. Packers do not desire to make quotations for Eastern Canada for some little time yet, as they wish to know what they will have to sell before making the prices. The pack, however, will be small and prices higher. This letter was dated April 14.

One sale of Fraser River Sockeye was made on the coast just recently at \$6.50 which is 50c. higher than the opening price. One Montreal broker, closely in touch with the situation, estimated the pack as one-half of last year, and it will be remembered the yield for 1907 was small.

THE FARMERS' FINANCIAL POSITION.

By J. W. Wheaton.

The financial position of the farmer at this juncture is of some importance in the business world. The rush of the spring season is on. Larger business is looked for. Its coming will depend in no small degree upon the farmer. Is he in as good position to buy as other years? Have the somewhat trying experiences of the past fall and winter impaired his power to buy? Is there as much ready money in the country as there was a year ago? Will trade be seriously hampered by the farmers' financial position this spring?

During the past few weeks the writer has received reliable information from a number of well-informed people in all parts of the Dominion on this question and is in a position to give a fairly accurate summary of the farmers' financial position. Leaving the West out of the reckoning, it is, generally speaking, fairly satisfactory. The farmer has come through the financial crisis in good shape. He has had, in some cases, to expend more for feed than usual and to economize in his feeding operations. This has left him in the one case with less ready money this spring and in the other with his live stock in thin condition. Aside from these drawbacks the farmer has little ground for complaint and begins the spring season without any serious handicap. There is a tendency to economize, however, which may

affect trade more than any lessening of the farmers' power to buy. This tightening of the purse string will be applied largely to the luxuries and not to the necessities. The farmer, this spring so our correspondents tell us is buying and is able to buy everything necessary for carrying on his farming operations, but he is indulging very little in unecessaries. In some instances the old binder will do duty another year, the old harness will be polished up a bit and the young lady will have to wait awhile for her piano. Economy is in the country air as well as in the city air and a little of it applied to both may do good and not harm.

The feed scarcity has been more acute in Ontario than in any other part of Canada. Live stock husbandry is the chief industry of Ontario farmers. Comparatively little grain is sold off the farm. It is fed largely to stock. A feed scarcity with high prices means expensive production of stock. And it is just here where the Ontario farmer has been hit the hardest and more particularly the one who depends upon cattle and hogs for a revenue. During the winter these have been low in price and the price of feed being high there has been no profit in their production. The hog raiser should have had, at least, \$6.50 a cwt. for his hogs to have come out even on the deal. But he got less than \$5 a cwt. most of the time, which, of course, meant a loss. Dairy farmers who are in the majority in Ontario, have had several good years and can stand a little setback without interfering with their financial position very seriously. The feed scarcity will no doubt hamper dairy operations this spring somewhat. Cows have come through the winter in thin condition. Many, because of the feed scarcity last fall, sold their cows. These conditions will affect the output of cheese and butter for a while and lessen receipts. But they are by no means general, even in Ontario. Fully one-half of the farmers have had plenty of feed and some to spare, which has helped to swell the year's income considerably.

Quebec is somewhat similarly situated to Ontario, though the feed scarcity was, on the whole, not so serious. In some districts, notably those supplying milk to Montreal and there are a number of these, farmers have had to buy larger quantities of feed than usual at high prices, so that there has been considerably less profit in producing milk.

THE SITUATION IN THE WEST

Prospect for Best Harvest in Country's History—Some Interesting Facts About Western Live Stock—Materials and Labor Cheaper in Building Trade.

The Western Viewpoint, by our Special Winnipeg Correspondent.

In the outlying country districts, our correspondents say, there was plenty of feed and farmers are no worse off this season than a year ago. Dairying plays an important part in Quebec agriculture. Prices have ruled high and farmers have been making money in the business, and though the cost of production has been increased by the higher prices for feed their financial position has not been seriously impaired as they have had little feed to buy. On the whole, therefore, the Quebec farmer financially speaking, is in very little different position from what he was a year ago.

As we journey east and get into the Maritime Provinces, the farmers' position this spring materially improves. That part of Canada had a good average year in 1907, and in some parts an exceptionally good year. Prince Edward Island had the best crop yield for many years and as prices for cereals were high farmers there are in splendid shape this spring. They realized nearly twice as much for their grain and he is a poor fellow, indeed, who did not make money out of his farm last season. The Island farmer begins the spring operations under flying colors. He is able to buy what he wants and is not stinting himself. In Nova Scotia and New Brunswick the farmers' financial position, generally speaking, is very little different from that of a year ago. In the Yarmouth district there are reports of a feed shortage, but east conditions are better. New Brunswick farmers are generally no worse off than a year ago and are in a position to do as much buying. There is a tendency to economize, however, which may affect business somewhat.

This is in brief an accurate summary of the situation from Ontario east. It shows a condition of affairs that the business man need lose little sleep over. Of the West, little need be said. Conditions there are well known, and what are not known, the Westerner is not saying anything about. He is not talking of the past. It is buried. Let it remain. The 1908 crop is the thing to look to. Seeding operations are well advanced. The acreage sown shows a large increase. Seeding conditions are the most favorable in years. The outlook is splendid. Thus you are loaded up. The 1907 crop was poor. Farmers are hampered somewhat. But they will recover, 1908 has big things in store. Such is the West. The now is less important than the future. Let it go at that.

CANNED GOODS AGREEMENT.

An effort is being made to revive the agreement of last year between the packers and wholesalers in regard to canned goods. Some conferences have been held during the past week, but it is understood that nothing definite has yet been done. It is expected new prices will be issued shortly.

If there is any truth in the saying that "Well begun is half done" then, indeed, is the Canadian West half way on the road to one of the most bountiful harvests in her history.

After 25 days of almost perfect seeding weather, on a seed bed in excellent condition, there has been two days of a gentle, general rain with fair weather promised. Over 85 per cent. of the wheat is in the ground and from more than one section comes the report that it is up two and three inches. A considerable amount of oats has already been seeded and by the end of next week the bulk of the crop will be in all over the Canadian West. All the wheat will be seeded fully one month ahead of last year.

The market conditions are very much more bullish than they were a week ago. Receipts have fallen off steadily in the face of higher prices, and on Saturday they reached the lowest point, being only 49 cars of all grains against 349 in 1907. The demand for low-grade wheats has been good all week with an increased inquiry for contract wheat towards the end of the week, and a shrinking of the spread between two and three northern. The only distinctly bearish factor in the western market to-day is the limited demand for tonnage out of Fort William and Port Arthur, a number of the boats have not made their first charter even yet.

George Fisher, Canadian representative of the Scottish Co-operative Society who are heavy consumers of Canadian wheats, returned from a two months' stay in Britain during the week and reports that the British millers, his own society among them, are shy of our very high prices. With a spread of 23c between Winnipeg and Chicago July wheat the British miller is buying Chicago. Of course, Winnipeg July is old wheat and Chicago July is new wheat, but even so the British miller thinks the spread is too great. The British miller will have to have a certain amount of Canadian Western wheat, but according to Mr. Fisher, he will have as little as possible at the present high prices. There is just the chance, however, and it looks daily greater, that the West has so little wheat to offer that in the end the British miller will have to take it at our price and not his own. It is one of those things about which it is impossible to foretell correctly.

The movement of live stock is increasing and the demand has improved for well-fed beasts, both for local consumption and for export. There has been a general advance in prices and

good export steers brought 5c at Winnipeg on Friday with 5½c paid for a few extra choice steers running to 1,400 pounds. Dealers continue to complain of the very small percentage of this class of steer that is offering and a visit to the stock yards is instructive to the feeders of cattle, if they would only take the lesson. On Friday morning last a stock train of some 13 or 14 cars came in off one of the branch lines between three and four in the morning. By 5.45 one of the largest exporters in the West and a well-known M.P.P. was at the yards and had the very choicest of the steers culled and bargained for before his rivals in the trade were on the spot, though it is doubtful if one of them was later than 6.30 that morning. While the high figures already quoted were paid for the few, the many brought only 3 to 3½ and some of them only 2½.

There has been a sharp advance in the prices of hogs 5½ being paid freely Friday and Saturday and 6c will rule for all offerings on Monday with prospects of still higher figures.

One of the best illustrations of how it pays to feed animals was given this week, when Mr. Henderson, of Carnduff, sold a bunch of 100 yearling lambs that he had fed through the winter on elevator screenings. These lambs brought 7c per pound on the hoof at Winnipeg and averaged 85 to 90 pounds live weight. They had been sheared about February, as is the custom here when feeding screenings to lambs or sheep in pens, to prevent them suffering from ticks. The sheep were well bred and of good quality and the wool unwashed would bring 10c per pound. This, at the lowest calculation, would bring \$60 for the wool and the lambs brought at least \$600. Not a bad result from five months' feeding with food that would otherwise be burned. In addition to the cash Mr. Henderson has the additional value in his land of the scavenging of the lambs last summer and fall and the manure this winter. The lambs when slaughtered made a wonderful show on the hooks of the packing house. There was not a spot on the kidneys where the fat was not at least three-fourths of an inch thick, while the veil covered the lamb clear down to the neck.

This is another case where the merchant at country towns might get in good work and establish closer relations with his customers. He is in the town, near the elevators and it would be easy for him to manage the securing of screenings. Again, correspond-

ence is an easier matter to him than it is to the average farmer and he could readily find where bunches of just such lambs could be bought in the fall for winter feeding. The more the supplies of food of all kinds fall below the requirements, the more it seems to your correspondent that it is a lack of unity between the man who produces or should produce and the man who buys and sells. A man from England, who had spent many years in Australia, looked at these lambs and said, "What a shame that the West should bring mutton from Prince Edward Island. I have eaten mutton in the best districts of Australia. I am used to the very best in England, indeed I come from the Southdown country, but with the single exception of the famous Welsh mutton, I have never tested any that has so good a flavor as the mutton raised on the Western prairie and finished on refuse grain. The Australian mutton is simply not in it."

One of the farmers who was in selling cattle this week, and whose steers brought the top of the market, was asked by your correspondent why there were not hundreds of such steers instead of only a score or two. He was a great big Westerner and he straightened himself and looked the questioner in the eye and said, "Do you really want to know?" "Yes." "Well it ain't polite, but the truth is, they're too d—n lazy." And some of the merchants are not much more energetic, or, for their own sakes, they would have prodded the farmers up to doing better, long before this.

* * *

A week or two ago attention was called to the increased demand for land for truck gardens and poultry runs round Winnipeg. The Real Estate Exchange has been getting out some figures along the line of the market for garden truck and poultry. They are very conservative, but serve to show the opening there is for gardens and runs of this kind near Winnipeg. Last year Winnipeg brought 750,000 pounds of onions from the United States, 200,000 pounds from Australia and 300,000 from Egypt; 750,000 pounds of cabbage and cauliflower was brought in mainly from the American side, 300,000 dozen eggs and 350,000 pounds of poultry was also brought in from the East and the United States.

* * *

At last Winnipeg is able to claim that there is a reduction in the cost of building. In the first place there has been a drop of nearly \$5 per 1,000 feet on all kinds of lumber, laths are 25c per 100 cheaper and wall plaster is \$1 per ton cheaper. Builders report also that labor is cheaper and more abundant and as there is no fear of a strike in any section of the building trade, contractors are making estimates with greater confidence and on narrower margins than at any time in the last four

years. Dealers in building materials report demand very brisk, and The Alsip Brick Co., one of the largest in the West, report orders on hand for over \$2,500,000 of brick. Architects report business good and that it opened much earlier than last year. The building season has five weeks longer at the beginning than it was last year, whatever the end may be.

Tar paper is one of the great factors in building in the Canadian West and Winnipeg is at last to have its own factory for the making of this material. It is being erected by the firm of Merrick, Anderson & Co. in the Elmwood suburb. The plant is to cost \$28,000 and will be complete and ready for use on June 15th. It will be of reinforced concrete with a wooden warehouse 120 feet by 60.—H.

WHOLESALE'S NAME ON LABEL.

Bill to Amend Meat and Canned Foods Act Passed House on Monday.

From our special Ottawa correspondent.

The bill to amend the Meat and Canned Goods Act passed the House of Commons on Monday evening after a long discussion of great interest to the grocery trade of the Dominion. The act of last year contained the limitation that the markings on canned goods, whether of fruit, vegetables, fish or meat, should be those of the packer only, but in committee Mr. Macpherson, of Vancouver, secured the insertion of an amendment providing that the first dealer obtaining the canned goods direct from the packer might, if he so desired, affix his own label upon the cans, but that such dealer must, upon request of the inspector, disclose the name of the packer of the article.

Mr. Marshall, the well known canner, of Aylmer, who represents East Elgin, protested strenuously against putting a law on the statute-book one year and changing it the next. He pointed out that the canning industry of the Dominion was a large industry, and was likely to increase. There would be no object in improving the quality of the goods unless the name of the packer was on the label, whereby the consumer was protected. The canners would not object to a special label, but he believed the name of the packer should be on the label in every case. Often goods changed hands two or three times, and if the name of the packer was not on, it was a very easy thing for the man behind the counter to say, even unintentionally, that the goods were packed by a certain firm when such might not be the case. Speaking on behalf of the Canadian Canners, he declared that they were not sending a thousand cases to the Old Country to-day except those which contain their own label, and he regarded that as the best advertisement that the canned goods of this country could have.

The plea for the wholesale dealers of Canada was first made by Adam Zimmerman, of Hamilton, who contended that the firms who had advertised and established the reputation of their labels for the last thirty years should be allowed to continue to use them. The ob-

ject of the act was to protect the public. The wholesale dealers had canneries of their own until recently, when they sold them out to the Canadian canners, who had now some 35 or 40 canneries in their association. He insisted that under existing arrangements the public had no guarantee that they were getting the goods of particular canneries even when they asked for them, as the Canadian packers could take the goods of any of their canneries and place on them the name of a favorite brand. He insisted that when the wholesale grocers put their own names on the cans it was a guarantee to the public that they were getting first-class goods. Such firms as Balfour, Smye & Co., and Turner & Co., of Hamilton, had used their own labels for many years.

Mr. Macpherson acknowledged the paternity of the amendment, which had been inserted in the bill in committee. He said he had received from the Wholesale Grocers' Guild of British Columbia a resolution passed at the last meeting, pointing out that the majority had been operating for years on specific labels, more particularly for canned salmon. It had been the custom of the wholesaler to go to a small packer of salmon and purchase his output, the wholesaler labeling the cans with his own brand, and assuming full responsibility for the purity of the article. He was the man who would be held responsible under this amendment. For instance, a man dealt in what he called the "Sunset" brand of canned salmon, using that brand for years, and buying his canned salmon possibly from four or five different canners. This was necessary for the reason that a good run of salmon in a certain river one year might mean a poor run the following year, making it necessary for the wholesaler to go to a different part of British Columbia for his canned salmon next year. The point of issue was not the changing of the label, but of maintaining a dealer's right in his own brand. In reply to this Mr. Marshall asked the pertinent question, "Who had the most money in the business, was it the man who supplied the label or the man who builds a plant to put up the goods?" The Canadian canners would not object to special labels, but they wanted the packer's name to be on the label. The canners would put on any label that the wholesaler might require, but in the interest of the canners, and to protect the consumer, the name of the packer should go on.

In the course of the further discussion Mr. Marshall mentioned that the special "Triangle" label was used first only three years ago, while the "Tartan" brand label, the oldest in use, had only originated seven years ago. These two special labels bore the name of the packer in each case. Nothing would improve the quality of the canned goods of this country more than by maintaining the provision that the packer's name should be on the cans. There was no reason why Canada should not pack all the vegetables and catsups consumed in this country.

After a lengthy discussion an amendment to eliminate the amendment of Mr. Macpherson was rejected by 41 to 26. The bill was reported, read a third time and passed. Thus the clause stands permitting the wholesaler's name to appear instead of the packer's. If the bill runs the gauntlet of the Senate in its present form, special labels will once more be legal.

Markets and Market Notes

Quotations on Staple and Special Lines of Groceries From Various Points in Canada—Notes and Tendencies From the Markets Abroad.

QUEBEC MARKETS

POINTERS—

- Teas—Advance anticipated.
- Beans—Advanced.
- Prunes—Advanced.
- Coffee—Slight advance.
- Maple Products—Declined.

Montreal, April 30, 1908.—As the proximity to the general opening of navigation becomes closer the lethargy which has been quite obvious in trade circles is gradually disappearing and the first boat which sails up the St. Lawrence will be welcomed as a revivifying element in the commercial life of the metropolis. The formation of a second jam of ice in Lake St. Peter had the effect of postponing the much-desired event from Monday to Wednesday. Shippers are displaying great activity around the harbor front making preparations to dispatch their first cargoes with as little delay as possible.

The maple sugar market is supplying some diversion for the dealers and they are cutting prices quite considerably in this product. The yield is very good this year and the quality is quite up to anything in the past. Tea jobbers are all anticipating a lively market as soon as the new crop arrives, owing to the strained condition of the market due to almost complete exhaustion of the old crop. Dealers in molasses and syrups are looking forward to a strengthening of the market soon. Prices in coffee have been somewhat disturbed by French cables, which indicate higher prices. There seems to be some scarcity in this line. Prunes have advanced considerably owing to a scarcity of stocks in California and elsewhere. The provision market remains about the same, moving along in a firm, steady manner.

SUGAR—The sugar market remains about the same. The London market is firm, although the holdings of speculators have been greatly reduced owing to sales of actual merchandise to American and German refiners. Advices from Cuba state that grinding is practically over.

Granulated, bbls	\$4 90
" " 1-bbls	5 05
" " bags	4 85
Paper lump, boxes, 100 lbs	5 75
" " 50 lbs	5 55
" " 25 lbs	5 05
Extra ground, bbls	5 30
" " 50-lb. boxes	5 50
" " 25-lb. boxes	5 70
Powdered, bbls	5 10
" " 50-lb. boxes	5 30
Phoenix	4 65
Bright coffee	4 65
No. 3 yellow	4 50
No. 2 "	4 40
No. 1 " bbls	4 55
No. 1 " bags	4 40

SYRUPS AND MOLASSES—The market continues steady. First lots of new crop molasses from West Indies are expected to arrive about May 20 to 25. These are likely to be small quantities, owing to the high prices which prevail in the primary markets. Dealers are anticipating an advance shortly.

Barbadoes, in puncheons	0 31	0 35
" in barrels	0 33	0 35
" in half-barrels	0 34	0 36
" fancy	0 34	0 34
" extra fancy	0 36	0 36
New Orleans	0 22	0 35
Antigua	0 30	0 30
Porto Rico	0 40	0 03
Corn syrups, bbls	0 03	0 03
" 1-bbls	0 03	0 03
" 2-bbls	0 03	0 03
" 3-lb pails	1 75	1 25
" 25 lb pails	1 25	1 25
Cases, 2 lb tins, 2 doz per case	2 40	2 40
" 5-lb. " 1 doz.	2 75	2 75
" 10-lb. " 1 doz.	2 65	2 65
" 30-lb. " 1 doz.	2 80	2 80

MAPLE PRODUCTS—This commodity is arriving very freely from the country and the dealers are cutting prices considerably. Quality this year is up to the standard of former years for both syrup and sugar. The Townships anticipate a good season.

Compound maple syrup, per lb.	0 04	0 05
Pure Township sugar, per lb.	0 09	0 09
Pure syrup, 8 1/2 lb. tin	0 60	0 63

TEA—The old crop Japan teas are pretty well cleaned out, very little being left in the market to-day. Dealers are looking forward to a good market for the new goods, and the price will probably be a little on the high side. Nothing very new has developed in Ceylon or Indians, except that Ceylon Pekoes are a bit firmer. The strength which has characterized the market for black teas for some time past continues.

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

DRIED FRUITS—Dried fruits remain about the same with the exception of prunes, which, owing to scarcity, have gone up a half cent to a cent. The California houses are asking an advance of half a cent a pound over quotations given two weeks ago. The range offered in tending purchasers is becoming more and more limited every day.

Currants—		
Filistras, uncleaned, barrels	0 06	0 06
Fine Filistras, per lb., in cases	0 06	0 06
" " cleaned	0 06	0 07
" " in 1-lb. cartons	0 07	0 07
Finest Vostizzas	0 07	0 08
Amalias	0 07	0 08
1 lb. packages	0 07	0 07

Sultana Raisins—		
Sultana raisins, per lb.	0 10	0 11
1-lb cartons	0 10	0 14
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 09	0 11
Four crown, fancy, 10-lb. boxes	0 08	0 08
Three crown	0 07	0 08
Glove boxes, fine quality, per box	0 07	0 08
Fancy washed figs, in baskets, per basket	0 15	0 18
" pulled figs, in boxes, per lb.	0 15	0 20
" stuffed figs, " box	0 25	0 30
Valencia Raisins—		
Fine off-stalk, per lb.	0 08	0 08
Selected, per lb.	0 08	0 08
Layers, "	0 08	0 08
Dates—		
Hallowees, per lb.	0 06	0 06
Sals, per lb.	0 04	0 04
Packages	0 06	0 06

Malaga Raisins—		
London layers	3 25	3 40
" "Omniscience Clusters"	1 00	1 00
" "Royal Buckingham Clusters," 1/2-boxes	1 37	1 37
boxes		

"Excelsior Window Clusters"	5 60	
" " 1/2's	1 50	
California Raisins—		
Fancy seeded, 1-lb. pkgs	0 10	0 11
Choice seeded, 1-lb. pkgs	0 09	0 11
Loose muscatels 3 crown	0 08	0 09
" " 4 crown	0 09	0 10
California Evaporated Fruits—		
Apricots, per lb.	0 32	0 32
Peaches, "	0 18	0 18
Pears, "	0 18	0 18
Prunes—		
Oregon prunes 25-lb. boxes, 30-40s	0 10	0 11
" " 40-50s	0 18	0 09
" " 50-60s	0 08	0 18
" " 60-70s	0 08	0 09
" " 70-80s	0 07	0 18
" " 90-100s	0 06	0 07

COFFEES—The coffee market has advanced somewhat during the past week owing to scarcity among dealers and higher French cables. Receipts have been very light. Rio No. 7 is up to 9c and 11c, against 8 1/2c and 9 1/2c, while Santos has gone up 1/2c.

Jamaica	0 16	0 20
Java	0 20	0 30
Mocha	0 18	0 25
Rio, No. 7	0 09	0 11
Santos	0 11	0 11
Maracaibo	0 14	0 17
Roasted and ground 20 per cent. additional.		

SPICES—The spice trade is about normal and prices are firm.

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

RICE AND TAPIOCA—There is nothing startling in this market. Demand for rice is steady. Tapioca is firm, but the market is rather quiet.

h rice in 10 bag lots	3 20
b rice, less than 10 bags	3 30
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06

BEANS—There is a slight increase in the price of beans, otherwise the market is firm and the demand fair. The advance amounts to 5c.

Choice prime beans	1 85-1 95
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EVAPORATED APPLES—The market remains about the same and no change to speak of is anticipated immediately.

Evaporated apples	0 07 0 08
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CANNED GOODS

MONTREAL—Considerable interest is displayed in canned goods at present, the trade anticipating new season prices in a couple of weeks at the latest. It is pretty certain that we shall go into the new season with stocks that are not too large by any means. Salmon is scarce and prices are likely to open high from all reports received from the coast.

TORONTO—Demand is fairly brisk following the better opening of business in this line last week. All lines are moving fairly well.

WESTERN Food Show and WINNIPEG

The
man who
gets Gold is the
man who digs in the
right place.

DO YOU
WANT THE
GOLD
?

35 Exhibits Only Ten (10)

Send in your application to-day. Don't delay
Demonstrate your product to the 35,000

The Most Beautiful Food Show Ever held

OUR ASSOCIATION EMBRACES ALL THE BEST RETAIL MERCHANTS OF THE
WEST. EVERY MEMBER AN ACTIVE FOOD SHOW BOOMER.

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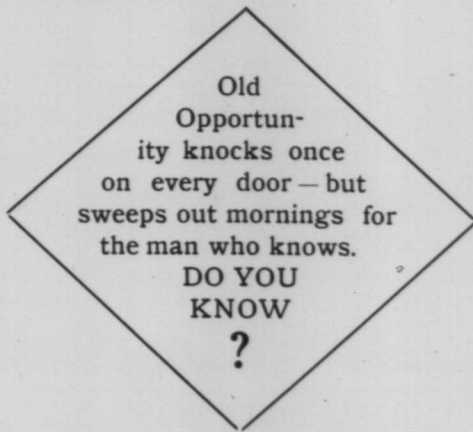
WINNIPEG, MAN.

INTERNATIONAL CANADA

and Grocery Exhibition

JUNE, 8-22-'08

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10) Remain Unsold



To-Morrow may be too late. Write or Wire.
consumers who will visit this Exhibition.
in Canada. A Vista of Blended Color.

PERSONAL DEMONSTRATION TO THE CONSUMER IS
THE ONLY WAY.

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WINNIPEG, MAN.

ONTARIO MARKETS.

POINTERS—

- Sugar—Firm.
- Teas—Reported firmer.
- Coffee—Firmer.

Toronto, April 30, 1908.

Business in the wholesale markets is about the same as at last report. The opening of navigation is having some little effect in opening a demand for the goods used in lumber camps and in the districts reached by water. Otherwise there is little new to report.

SUGAR—While there has been no material change in the situation since last week, all reports tend to confirm the tendency to firmer markets.

It is estimated that as a result of the drought, the Cuban production of sugar this season will not exceed 900,000 tons, which is a deficit of about 500,000 tons from the previous crop. Latest figures also estimate a shortage of 130,000 tons in the beet sugar crop of western Europe. The statistical position of sugar is, therefore, a particularly strong one, and refiners are making active purchases in all the large sugar producing countries of the world for their future supplies. They have already purchased, it is estimated, 150,000 tons of European beet sugars, and will probably take 200,000 tons in addition, besides making large purchases of British West India sugars, which usually go to England, and entering the Java and Philippine markets more actively as competitive buyers with China and India.

Local business continues fairly brisk at prices quoted:

Paris lumps, in 25-lb. boxes	6 15
Paris lumps, in 50-lb. boxes	5 95
in 100-lb. "	5 85
Paris lumps, in 20, 5-lb. boxes	7 20
bt. Lawrence granulated, barrels	5 00
Redpath's granulated	5 00
Acadia granulated, (bags and barrels)	4 90
Berlin granulated	4 90
Phoenix	4 95
Bright coffee	4 90
No. 3 yellow	4 80
No. 2 "	4 70
No. 1 "	4 60
Granulated and yellow, 100-lb. bags 5c. less than bbls.	

SYRUPS—Maple syrup is moving well but other lines are dull.

TEAS—Business seems a little brisker in local markets this week. Reports from abroad all emphasize stronger markets. A cable to a local broker from London on Wednesday said: "Markets are decidedly stronger with a tendency to advance."

Kearley & Tonge's April circular says in part regarding the situation:

"Partly as a result of the statistical position being thus more clearly defined, there has been some check to the weakness displayed in the market for common tea throughout the month of February, when common Souchong fell to 6 $\frac{3}{4}$, a gradual drop from the middle of January, when it stood at 7 $\frac{1}{2}$. The market for this grade at the end of the month closed firm with an upward tendency. Medium teas have been particularly good value since Christmas, supplies from the Assam districts having been liberal; during March, this grade has shown signs of an advance in prices, and this has now been definitely established to the extent of $\frac{1}{4}$ d to $\frac{1}{2}$ d per lb. Fine grades have been in less supply, and where quality was undoubted, they were well competed for at advancing rates."

COFFEE—Business locally continues good with a firmer feeling evident. Retailers' stocks seem to have run low during the winter, as they have been

buying somewhat freely for the last few weeks.

Regarding the coming crop Willett & Gray say in part:

"Recent information about the prospects of harvesting shows that the movement will probably commence at the usual time, but owing to the very irregular ripening of the bean, it is not supposed that the net yield per tree will be a favorable one.

"The reduced stocks in Santos show a much poorer quality than during the first six months of the season. In Rio also the market has advanced, the rise being equal to 40 points since the early part of the month. Offers that have been reported from thence at lower prices have not been taken seriously, as it has not been possible to buy there at anything like the low figure at which it was claimed shipments could be made."

DRIED FRUITS—Prunes continue to be the most interesting feature in this business, other lines being comparatively dull. Evaporated peaches at 20c to 22c and evaporated apricots at 33c to 35c, are also finding some demand. A cable from Patros to a Toronto broker regarding currants, this week, says:—"Market is firm for sound fruit. English demand has been good the last two weeks and stocks are considerably reduced. Prospects for new crop not too brilliant."

SPICES—Business continues fairly brisk at steady prices.

RICE AND TAPIOCA—A steady staple business is being done at regular prices.

Rice, stand. B.	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Rangoon	0 03 $\frac{1}{2}$	0 03 $\frac{1}{2}$
Patna	0 35 $\frac{1}{2}$	0 35 $\frac{1}{2}$
Japan	0 05 $\frac{1}{2}$	0 06 $\frac{1}{2}$
Java	0 06	0 07
Sago	0 05 $\frac{1}{2}$	0 06 $\frac{1}{2}$
Sedl tapioca	0 05 $\frac{1}{2}$	0 06 $\frac{1}{2}$
Tapioca, medium pearl	0 05 $\frac{1}{2}$	0 05 $\frac{1}{2}$

BEANS—The market continues firm and dealers estimate supplies as short throughout the country. Wholesalers quote:

Beans, hand picked, per bush	1 91	0 07
prime No. 1	1 81	1 90
Lima, per lb		0 07

EVAPORATED APPLES—Some firms report good business but the demand generally is light. Prices quoted are from 7 $\frac{1}{2}$ c to 8 $\frac{1}{2}$ c.

AUSTRALIAN FRUIT CROP SHORT.

A recent letter from D. H. Ross, Canadian Trade Commissioner in Australia, contains the following letter regarding the outlook for dried fruits in that country which will be read with interest by the trade:

"Contrary to the anticipations of growers, the 1908 crop of Australian lexis sultanas and currants will—it is now estimated—not be much more than half the quantity marketed last season. Intense heat at a critical period in the growth is stated to be the cause of the short crop. Of the surplus available for export, preference is being given to Canadian and New Zealand buyers before the fruit will be offered elsewhere. Last year large quantities were consigned to London, but, this season, the reduced stocks preclude such a course being adopted. As a result of special inquiries, it is considered that all Canadian orders will be readily filled provided they are placed early."

COSTS IN THE CANNING INDUSTRY

Estimates of Expense Often Mistakenly Based on Bare Cost.

The organization of a large number of new canning concerns in Canada during the last few months has led in some cases to circumstances and methods of disposing of stock which are viewed by members of the established trade with a good deal of apprehension, not particularly for the effect it will have on their own business but for the outlook for those who invest in stock in some of these new concerns.

An examination of the prospectuses of one or two of these new concerns shows statements which, whether made in good faith or not, are not at all practical and are bound to mislead the investor more or less seriously. One of these promises a profit of at least 40 per cent. on a very small investment, a statement which would make a practical canner smile.

Talking the matter over with a representative canner last week The Grocer asked his opinion regarding some of these statements. "Well," said he, "to me, that prospectus reads like a dream. If I could have made one-tenth of 40 per cent during my years in the business I should have retired long ago. At present it keeps me plugging to make ends meet.

"Some of the factories," he continued, "in making estimates, for securing investors base everything on the bare cost of actual canning and forget all overhead and general expenses, such as depreciation of plant, insurance premiums, losses through leaks and 'swells,' office expenses, brokerage charges and other similar items.

"When the increase in the cost during the last year or so of such items as cans, labels, solder, labor, etc., is considered," he continued, "it will be readily seen that the canners are not making such large profits as the majority of retailers imagine. I have made a careful study of the cost of packing in my factory and have found that the actual expense in packing, say tomatoes, is not 65 to 75 cents, as is commonly supposed but, taking all items into consideration, it really mounts up to 85 cents per dozen at the factory. This is no jumped-at conclusion either, but an estimate reached after careful study of the business.

"The company putting forward such rosy prospects as are to be seen in one or two of those prospectuses," our informant added, "either do not know what they are talking about or are intentionally trying to mislead the investor. It will pay the public to be wary of any such golden egg schemes."

In view of the above statements and with an idea of benefiting the trade generally we should be glad to hear from other canners in Canada as to their estimates of cost of packing.—Editor.

CHATHAM.

April 21.—At the annual meeting of the local branch of the Retail Merchants' Association, held on Monday April 13, Wm. Anderson, for the past year vice-president of the branch and secretary of the grocers' section, was unanimously chosen president for 1908. A pleasant feature of his election and one which goes to show that local grocers are on the best of terms, was the fact that his name was proposed by John McCorvie, a fellow grocer and president of that section. The other officers for 1908 are: 1st vice-president, A. D. Westman; 2nd vice-president, W. E. Parrott; secretary, J. W. Powers; treasurer, H. G. Hodges.

W. E. Parrott, the 2nd vice-president, is a young but enterprising member of the grocer fraternity, and one of the most faithful attendants at R.M.A. meetings. J. W. Powers, who succeeds W. A. Winterstein as secretary, is also the new secretary of the Chatham Board of Trade.

President Cowan, in the course of a discussion at the meeting, on program advertising, declared that that evil and the kindred one of ticket soliciting had been pretty well stamped out since the passing of the Association's prohibitory resolution last April, with much resulting benefit to retailers. Formerly, King St. was the regular stamping ground of all sorts of pseudo-charitable concert ticket sellers, while concert programs usually carried enough advertising to pay for the printing and leave a profit—though without much benefit to the advertiser. To-day, however, the majority of these organizations have given the retailers up in despair.

Cartage charges were the theme of a warm discussion, Mr. Westman denouncing the practice of charging retailers for cartage fees at the point of shipment as an imposition. He urged united action to stamp it out, and thought, as did Mr. Parrott, that retailers should refuse to purchase from wholesalers except upon condition that the goods be sent f.o.b. at the place of shipment.

Peter Cunningham stated that he had made agreements to this effect with travelers, and that even in such cases and in cases where the wholesalers or manufacturers had done their own carting, the railways had assessed him for cartage just the same. The freight agents had explained that unless the bills were specifically marked "No Cartage" cartage was in all cases charged. He added that the W. C. Crawford stores had met with much success in eliminating such cartage charges by instructing their buyers in all cases to present to travelers a card stating, among others things, that in no case would such charges be paid.

Mr. Westman's suggestion that a similar card be adopted by Chatham retailers met with favor, a committee being appointed to have the cards printed.

The movement to again prohibit grocers from purchasing on the market

before 10 o'clock found concrete form recently, when a by-law was brought before the city council to restore the old clause. The by-law was voted down by a vote of 5 to 4, however, and the market remains open. The minority declare that the fight in the council is not over yet, but many citizens think the change should be given a fair chance before it is condemned utterly.

Travelers throughout the western counties report that fall wheat is in first-class shape, and that fruit trees are looking splendid. Peaches in particular give promise of being a good crop.

Henry Hollingshead, miller, of Dutton, has made an assignment.

John McNutt, Ruthven's first merchant and now head clerk for Albert Gunning of that place, has just celebrated his seventieth birthday. He is remarkably vigorous at three score and ten, about two weeks ago indulging in a foot race with a man of 25, he coming out the winner.

James Lawson, who has been carrying on a grocery for some time past at the corner of Main and Eureka Sts., Petrolia, is retiring from business.

Geo. Jaspersen, whose tobacco warehouse at Kingsville, was recently destroyed by fire, intends rebuilding, the contracts having been already let.

Chatham's present population is 10,228, according to the report of the assessors presented at the last council meeting. The suburbs would probably add between 2,000 and 3,000 to these figures. The assessment this year is \$5,047,780, an increase of approximately \$150,000 over last year. The gain in population is 285. Many declare that the population given by the assessors falls short of the exact number. This has been a vexed question here for some time past.

The battle royal over the market question still continues. Ald. Bensen, who seems the forefront of the opposition to the "open market" for grocers and other retailers, at last week's council meeting again moved to restore the old 10 o'clock prohibitory clause. The motion was defeated, however, by a vote of 5 to 4, Mayor Scullard, who last time supported the 10 o'clock clause, voting this time in favor of the open market. The opposition talk of again bringing the question up at the next meeting.

Crop reports from all parts of the county are most encouraging, showing that fall wheat has wintered well, and is in fine condition, while the fruit crop gives promise of being large. Barring late frosts, peaches will be plentiful.

McGeachy's city dairy building has received a new spring coat of white

paint. The ice cream parlors have been completely remodeled, and were opened for business last week.

A. J. Barassin, of Harry Andrew's grocery staff, who has been ill for the past few weeks with typhoid fever, is reported much improved, and it is hoped that he will shortly be able to be out again.

J. Frank Malcolmson, of the Kent Canning Company, returned last week from an extended trip to Egypt, the Holy Land, and other points in the "Unchanging East."

Orendorf Bros., of Ridgetown, have added a Sterling meat slicer to their store equipment.

W. J. Moffatt has resigned from the directorate of the Tilbury Canning Co., being succeeded by H. H. Shaver, who has purchased a controlling interest in the undertaking.

GUELPH.

April 27.—The regular meeting of the Retail Merchants' Association was held on Friday. The executive of the Clerks' Association again met the merchants in regard to the half-holiday question. It was finally settled by the Merchants' Association refusing to again entertain the proposition after once deciding against it. The new system of collecting bad accounts was again a live subject with the merchants and they were all favorably disposed towards it.

Bobbie Robinson, head clerk for J. Hadden, grocer, has been appointed head usher at the Royal Opera House under the new management.

If the Co-operative Associations get stores started in all the large towns and cities will they not start a wholesale establishment of their own also, and what effect would that have on the general grocery trade is a question that might interest some grocers.

The market Saturday was not up to much on account of the farmers being busy seeding in this neighborhood.

The prospects do not look at all encouraging for a drop in the price of good butter. In fact, a great many of those who do contract for a uniform price the year round refuse to contract this year.

J. A. McCrae & Son had a big sale of layer figs on Saturday, selling 10-lb. boxes for 50c each.

O. D. Hastings, formerly with W. H. Fielding and later of Chittick & Hastings, left on Saturday to take a position in Brantford. "Doc" is a good

worker and will do well in the Telephone City.

G. K. Readwin, the Paisley St. grocer, has a nice new wagon on the road.

There has not as yet been any epidemic of heart failure on account of the oversmall generosity of the Merchants' Association in deciding to grant one whole day for the clerks to have a picnic this summer. It has been suggested by some of the merchants that the clerks be taken turn about and given a whole day. That sounds very nice, but those same merchants know as well as the clerks that this scheme will not work.

LONDON.

April 27.—Wholesalers now report business fair, with payments pretty well met. Fine teas are still advancing. Sugars, both raw and refined, are firm as are all other staples. In local retail circles trade is rather quiet, the fact that many men have not yet returned to work, being given as the cause. As one grocer put it "They are living on bread and butter, and are not getting the butter from us."

At the next meeting of the Retail Grocers' Association four new members will be taken in and all are men who until now it has been found impossible to induce to join. Arrangements for the forthcoming excursion to Detroit will be considered at the same time.

Butter continues to command a high price on the local market, the wholesale figure for dairy being 27c to 28c and for creamery 30c to 32c. Eggs sold at 16c wholesale on Saturday, but an advance is considered certain, as buyers here have received offers from the east for any quantity at 17c per dozen f.o.b. London.

New cheese is late coming in this season. Last year it was in the market early in April but so far this year there has been no sign of any.

J. P. Durand, grocer, has assigned to Alfred Robinson, and a meeting of the creditors will be held May 1st. This is said to be an outcome of the Lind-Kerrigan failure.

Geo. W. Knight, grocer, Richmond St. north, has sold his business to Rosier & Campbell, both of this city.

Charles McCormick, who has been appointed to a position under the Hydro-Electric Power Commission, is an old-time London grocer, having made an assignment some months ago.

Reports of further price-cutting come from South London. A couple of grocers over the river have been selling sugar at twenty pounds for the dollar. When interviewed by a delegation of the Retail Grocers' Association two of the foolish dealers explained that they had been prompted in their course by the action of a third grocer in the neighborhood in offering sixty-cent oranges for forty cents and they were only "going him one better." A little heart to heart talk convinced all concerned that such competition was ruinous and the outcome was that each promised to quit it provided the others would. Some cheap canned tomatoes which one dealer declared should not be permitted to be offered for sale, figured in the price-cutting.

VANCOUVER.

April 24.—The market here has been affected by the general rise in hams, and there is a sharp advance. Jobbers expect a much greater increase, and look for a jump of about a cent a week. Pat. Burns, the meat king of the west, is advising people to raise hogs. Once before he came out with this advice, and when he was in this city during the first part of this week he reiterated the injunction to the farmers: "Raise hogs; get busy, there's millions in them."

The little war in lard between the Frye-Bruhn Company, of Seattle, and Swifts, is over and the price is nominally back to where it was before, a little more than a cent above what it was two weeks ago. Locally, however, the increase has not yet been apparent since jobbers and retailers who were wise stocked up at the reduced figure, and it will be another week or two before lard climbs up.

California grass butter has arrived in excellent quality, with the result that local creamery has had to drop, and is now retailing for 40c. It is coming near the time anyway when local creamery will go down, and the reduction, although a trifle early, is not altogether unanticipated. The butter from California sells at 35c, and is very good, the freshness being particularly noticeable after the winter article.

Potatoes are about the only article on the market which has shown a decline, and have fallen about \$2 a ton. Generally at this time of year there is a scarcity, and advances have been very material. This spring, stocks which have been cellared are now being brought out, with the result that there is plenty on the market. The earliest of new potatoes are showing up from California, though it will be some time before they are at a price below the figure of luxury.

A company which has a condensed milk factory at Mount Vernon, Washington State, is negotiating with the Board of Trade of Chilliwack, with the object of securing a loan of \$15,000 working capital to carry on a business in that dis-

trict of the province. They think they can come into Canada and do good business, as with a factory in the heart of a good section like Chilliwack. They will be able to avoid the payment of the duty of \$1.50 per case.

Once before, five or six years ago, a company started operations at Mission Junction. This was formed by Canadians who saw possibilities in the condensed milk business in the west. Milk was gathered along the Fraser River, taking in that part of Chilliwack district which abuts on this waterway. The fate of this institution is well known. The proposition of the Mount Vernon people was not looked on with favor by the Board of Trade, as it was thought it might interfere with the creamery operations in the district, and, further, some other company might start up soon without asking for a bonus.

R. C. Brock, secretary and manager of the Kootenay Fruit Growers' Association, has reported as to his investigation of the possibilities of establishing a fruit canning industry near Nelson. The Fox Brothers, who live at Harrop, not far from Nelson, have associated with them R. N. Brassey, of Kimsdale, Ireland, and Edward Baring, of Cheltenham, England, in a company to operate the Kootenay jam factory. An order for glass has already been placed in Montreal, and if it is filled in time the company will be prepared to handle this year's crop of small fruits. This will have an immediate effect of affording a market to the growers for the kind of fruit which they have not hitherto been able to dispose of at all.

The making of jam and other fruit preparations on the coast is rapidly expanding. In Victoria and Vancouver there are jam factories, and the product from these is meeting with more favor all the time. Some place it on a par with the English jams, and as there are no freight charges to pay the local article comes cheaper. With the establishment of the glass works at New Westminster by Vancouver and New Westminster people, waiting for glass from eastern factories is obviated, and thus every facility is given to manufacture.

In the Supreme Court here the other day, an application was made for a stay of execution of judgments against the defunct Peachland Trading Company, obtained by the wholesale grocery house of W. H. Malkin & Co., and the wholesale dry goods firm of Greenshields & Co. Two days after these judgments had been obtained, the Peachland Company went into liquidation, appointing Messrs. Kelly, Douglas & Co., wholesale grocers of Vancouver, as liquidators. The claims of the Greenshields and Malkin Companies total about \$35,000, and those of Kelly, Douglas & Co. and the Bank of Montreal another \$25,000. As the assets of the company are placed at \$60,000, there should be no difficulty in meeting the demands of creditors, if the assets can be realized. The failure is said to be due to the collapse of a large company in Alberta, which was heavily indebted to the Peachland Company.

The local market is marked by a steady upward swing in the prices of hams, and even at the higher figure

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they are very firm. Dealers say there is a tendency to advances in most of the meat lines. This is about the only increase to note this week. The competition between local and California butter is on, with the former selling at 40c. and the latter at two pounds for 75c. There was no reduction in the local creamery before the grass butter came in from the south, but this article was of such good quality that a decrease from 45c. was necessary if the local was to keep in the running.

Local green stuff is coming on, with the result that with the progress of spring the imported rhubarb, etc., from California will drop off correspondingly. The first strawberries have put in an appearance, but the prices are high and the quality not of the best.

In commenting on the sale of teas in Vancouver, W. T. Heddle, expert in this line for W. H. Malkin Company, pointed out that while prices had advanced in the native markets, here they had not yet increased to the same extent. The advance here is gradual, and the scale is sliding up to the higher quotations. A feature of the buying is that practically no China teas are on the market. Some years ago Indian and Ceylon teas were not known here, the China tea having the full sale, but now the position has been reversed and the fuller flavored varieties from Ceylon are in demand.

In connection with tea, James Beveridge, of the firm of Wm. Braid & Co., tea, coffee and spice dealers, raised the point before a special meeting of the Retail Grocers' Association last week as to why teas could not be blended in Vancouver. The members of the association assembled especially to hear Mr. Beveridge speak on the subject of the tea trade, and incidentally he brought up this question. Instead of the blending being done largely in London, as at present, he thought that the tea for the Canadian trade could be put up here, since Vancouver was so much nearer to the points of production. Further, in view of the fact that there is no duty on tea, he thought that importers here ought to be able to give retail dealers better value in bulk and package teas than can be obtained in any other country in the world. In his address, Mr. Beveridge dealt with the trade features of all countries and traced in detail and with ample facts and figures the cultivation of plants, their preparation and selection, and followed this with a still more interesting account of the testing, marketing and blending.

At this time of the year particularly, eggs are the great objects of interest in the Dawson market. Between the time when the last shipments go in over the ice; and the first arrivals when navigation has started, there is a long interval, and often prices fluctuate considerably. Advices from Dawson state that the storage eggs are reduced in quantity but not all gone. Over ice eggs are held at \$26, and since it is believed there are enough to hold until the scows arrive, the price will probably not change before that time. Storage eggs are \$20. The retail price of over ice eggs is \$1 a dozen, while storage are quoted at 75c.

Paul Prozesky, a cigar manufacturer with a factory in Winnipeg and a branch in Montreal, was in Kelowna last week and made a careful inspection of the samples of local tobacco. He stated that he was fully convinced that by careful selection and blending of the Spanish seed leaf grown in the Kelowna district he could manufacture cigars that in every respect, including flavor, appearance and drawing qualities, could not be distinguished from imported Havanas. He will probably open a factory if some of the essential details can be arranged.

John A. Morrin, of Morrin, Thompson & Co., of Phoenix, B.C., is at Peachland, having purchased the stock of the Peachland Trading Company, which has been in the hands of the wholesalers for some weeks.

Armand Kupper, representing Charles Ahrenfeldt China Works, Limoges, France, was in Victoria this week. He is on a pleasure and business trip combined. He arrived from the south and expects to go east through Canada.

The Victoria Fruit Growers' Association, which has affiliated with the B. C. Central Exchange, to which the other district associations in the province belong, has a new manager in James Drummond, who arrived recently from Regina. He has been in the fruit business all his life, and understands the commercial end of it particularly. Before coming to Canada, he was in Jamaica, where he was in charge of the fruit shipments for the Elder Dempster line.

GEORGETOWN, P.E.I.

April 24.—Collections are slow. What is wanted here is some satisfactory system of getting after slow pays and dead beats. The tendency, however, is more towards the cash system. A few firms have adopted the better system and most of our business establishments are shortening up credit considerably. Our own opinion is that within ten years business will be conducted on Prince Edward Island on a strictly cash basis.

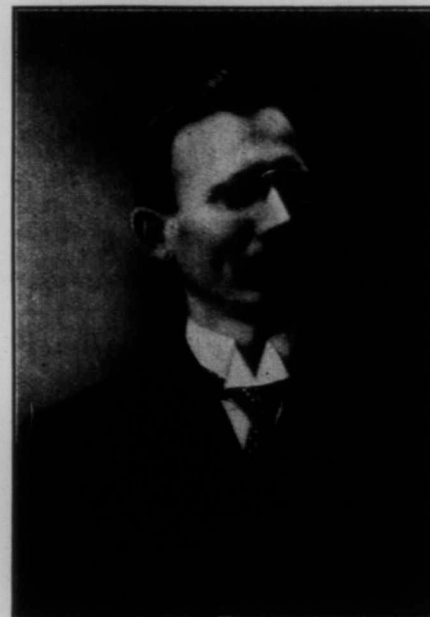
The representative of T. H. Estabrooks, was in town last week with a useful diary for his customers. Mr. Cox informs The Grocer that the demand for forty-cent tea is gaining in volume monthly. Personally, we believe the advance in the cheaper grades of tea is one of the best things that has happened in the history of groceries for years. People are becoming acquainted, more generally, with the better grades, and when once tried have no desire to go back to the cheap article.

Robert Greig Company's representative, Mr. Arnold, was in town last week with some snaps to offer. White Swan goods are sellers.

The demand for navel oranges is very active and good stocks are being held.

INGERSOLL.

April 27.—Springtime with its buds and blossoms always gives an impetus to trade and he is indeed a wise grocer who has his store looking at its best when the first zephyr comes along. In the first bright, warm days of spring there is an irresistible influence. Nature calls everyone out of doors and it is then that the aggressive grocer knows the value of having his store attractive and well stocked. After the dreary, monotonous days of winter people appreciate the open air, and when the traffic on the streets increases the cash registers do more work. The present season has opened to the entire satisfaction of local grocers. There has been a good demand for the staple articles, while a brisk trade is also being done with such luxuries as strawberries, tomatoes and other vegetables. The merchants have been brightening their stores and increasing their stocks. A very optimistic view is taken of the trade for the summer. Times are considered to be very good, a fact that is evidenced by the manner in which the grocers are catering to the wants of their customers.



THE LATE W. A. GIBB.

DEATH OF W. A. GIBB.

Prominent Hamilton Commission Merchant Passed Away on Easter Sunday.

The news of the death of W. A. Gibb, of Hamilton, on Easter Sunday was received with regret by the jobbing trade of Canada generally.

W. A. Gibb was born in Hamilton, Ont., March 20, 1868. At the age of 15 he entered the employ of Brown, Balfour & Co., afterwards Balfour & Co. He remained with the firm for nearly 19 years and made himself so valuable that he was latterly given the position of secretary-treasurer, which he occupied for some years.

About seven years ago Mr. Gibb started out for himself and established an export and jobbing business in dried and evaporated apples, in which, through close attention to business and the application of conscientious principles he

THE CANADIAN GROCER

has been markedly successful. His experience in the wholesale grocery business proved very useful and he became well acquainted with conditions prevailing in the European markets, ultimately working up considerable trade in Canadian dried apples in Holland, Belgium and Germany. Mr. Gibb had secured control of several evaporating plants in different parts of Canada and at the time of his death was arranging to establish a large plant in one of Ontario's enterprising towns on a bonus basis. He had control of several brands of goods whose reputation he had established among the trade.

The funeral was held in Hamilton on Wednesday, April 22, from the home on Catharine street south. The pall-bearers were E. Morwick, James Henderson, Robert, Otto and Fred Gibb, brothers of the Gibb Box Co., Hamilton, and W. H. Seyler, manager of The Canadian Grocer, who is a brother-in-law. Mrs. Gibb and four children are left to mourn the loss of a husband and father.

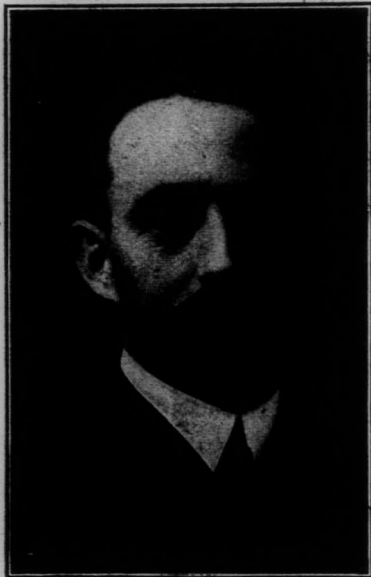
"GROCERIES, LIMITED."

New Toronto Jobbing House Getting Off to Good Start.

The premises at 31-33 Front St. east, Toronto, have been brightened up considerably during the past couple of weeks and are now taking on a busy aspect as the home of the new wholesale house under the management of Wilson, McMurtry & Beatty.

"Groceries, Limited," is the appellation under which the new firm will hustle for business. The notice of acceptance of that name for registration was received from Ottawa during the week.

The new firm starts off with pretty bright prospects, and if trade experience



H. T. WILSON,
Of the New Firm of Toronto Jobbers,
"Groceries, Limited."

and an acquaintance with the retailers is any criterion, their success ought to be pretty well assured.

H. T. Wilson, or "Tom," as he is a good deal better known, has been connected with the grocery trade in Toronto since 1885, having occupied posi-

tions with several of the representative firms of the city. An extended trip abroad a few years ago gave him a knowledge of foreign trade conditions which should prove very useful. His genial disposition is familiar to the trade and as a salesman he has few superiors.

W. E. McMurtry has been with Eby-Blain for ten years, and has imbibed a good deal of information concerning the grocery trade during that time. Last year he traveled over a large part of the Canadian Northwest and got pretty familiar with conditions existent there.

H. E. Beatty, whose good-humored face appears herewith, isn't particularly well known to the grocery trade as yet, but his energy in other lines of activity has made his name familiar. He's a graduate of both Varsity and the School of Science, and during his college days took a pretty prominent part in whatever was doing in athletics up around Queen's Park. Since his graduation he has been running a sextant as a civil engineer in the wilds of western Canada, but he enters business life with a good deal of enthusiasm.



W. E. McMURTRY,
Of "Groceries, Limited," the New Toronto Jobbing House.

The other members of the firm are not lacking in sporting proclivities, either, by the way. They are both enthusiastic curlers, and two years ago, curling together, won the Governor-General's tandard for the Granite Club.

The firm has secured control of several lines of highly reputed goods and are already doing business. For the present they will confine their operations to Ontario, and Messrs. Wilson and McMurtry will spend considerable time on the road in the province, Mr. Beatty will confine his attention for the present to office work.

FINDS A BRIDE IN NOVA SCOTIA.

A Profitable Business Trip for Member of the Staff of the MacLean Co.

The following item from the Yarmouth, N.S., Herald of April 21, gives the key to an interesting little romance

which developed from a seemingly wholly business trip:

"Mr. W. Arnot Craick, whose wedding takes place at Trinity Church at 1 p.m. to-morrow, arrived in Yarmouth in a private car attached to the D.A.R. train yesterday."

Mr. Craick, the happy man in the case, who married Miss Hilda M. Bingay,



H. E. BEATTY,
Member of New Firm, "Groceries, Limited."

daughter of Mr. and Mrs. T. V. Bingay, one of the prominent families of Yarmouth, is the manager of Bookseller and Stationer and Printer and Publisher, two of The MacLean trade newspapers.

A few years ago Mr. Craick went down to the Maritime Provinces, as a representative of the company does every year, to attend and report the proceedings of the annual convention of the Maritime Board of Trade, which, by good fortune, was held that year in Yarmouth. Mr. Craick wrote a good report of the convention, but further than that, met an attractive young lady and the acquaintance ripened into the incident recorded above, which necessitated another trip to Nova Scotia a few days ago.

The MacLean Company aim to represent through their papers the various lines of trade in every part of the Dominion and for that purpose representatives are kept working in various sections of the country gathering news and getting acquainted with the members of the trade and with a view to assisting them to better business. It would not be at all surprising to hear of another such romance one of these days from any one of the Western Provinces.

A. P. Tippett, of Arthur P. Tippett & Co., Montreal, was in Toronto for several days this week and called at The Grocer office.

NEW BRUNSWICK BUSINESS BRISK

Two St. John Grocers Win Honors in Civic Elections—Fish Business Brisk—Death of Mrs. D. J. Purdy—Large Arrivals of Produce.

Special Correspondence to The Canadian Grocer.

St. John, N.B., April 27.

The civic elections passed off very quietly on Tuesday last. The contest for mayor resulted in the election of Alderman Thos. H. Bullock, manager of the Imperial Oil Company, by a majority of 681 over Mayor Sears. Ald. W. D. Baskin, grocer, of the West end and Ald. John W. Vanwart, grocer and meat dealer, Charlotte St., were successful in defeating their opponents by good margins. R. R. Patchell, the Wall St. grocer, who contested Victoria ward against Ald. Pickett, was defeated by 59 votes.

Business continues quite brisk with both wholesalers and retailers. There has been a good demand for tubs, pails, scrubbing brushes, soaps, washing powders and other spring cleaning requisites.

Sugar is very firm and an advance is looked for any time now. Molasses is up one cent a gallon, for fancy Barbadoes. Lard is a little easier. Dealers are looking for the arrival of some new twin cheese in the next few days.

During the past week the wheat market has advanced from five to six cents and the merchants who were expecting a decline in Manitobas are now looking for Ontarios to advance as they were quoted 10 cents less on April 9.

The fish business has been very satisfactory lately. Some good catches of gaspereaux are being secured in the harbor and they are selling at \$3 a hundred. Finnan haddies are plentiful and the price has been reduced to 5½ cents.

Harry W. de Forest, Charles H. Howell, Noel F. Sheraton, Clarence W. de Forest and Mrs. Annie E. W. de Forest, of St. John, are applying for incorporation as Harry W. de Forest, Limited, a joint stock company of \$99,000 to carry on a general tea business, taking over the business of Harry W. de Forest.

Thieves entered J. H. Walker's grocery, 140 King St. east on the night of April 20 and stole about \$4 from the cash drawer. The police have been

working on the case but so far without success.

The sympathy of the entire community has been extended to Hon. D. J. Purdy, grocer, Main St., over the loss of his wife, whose death occurred on April 17, after an illness of some weeks. The funeral, which was held on Saturday, April 19, was very largely attended. Mrs. Purdy was a daughter of the late John Cowan, and was about 60 years of age. She leaves, beside her husband, two sons and two daughters.

The St. John River opened last week and the steamers have all been taking up heavy freights to various points along the great waterway. The farmers have also taken advantage of the resumption of navigation to send down their accumulation of eggs, butter and other produce, which has relieved the local market somewhat.

R. W. Oliver, of the Oliver Milling Co., Montreal, has been elected to the vacant vice-presidency of the Corn Exchange.

A. H. Brittain, of the wholesale fish firm of A. H. Brittain & Co., Montreal, left Monday for a trip to Ottawa, Toronto and Hamilton. Mr. Brittain expects to be away about one week.

SALES PLANS

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

EIGHT OF THE SIXTEEN SUBJECTS dealt with are:

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

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

282 Pages Bound in Cloth

The MacLean Publishing Company

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

Merit and Quality

Two great essentials which should characterize the goods you sell.

"Young-Tom" Washing Powder

Fills the Bill

We will guarantee our Powder—it is "For Purifying and Cleansing Unexcelled." We invite a test.

MADE ONLY BY

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

REINDEER condensed COFFEE

Hot Water Only Required for

A CUP OF COFFEE

A SPLENDID SELLER

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

Hams Bacon

Eggs

ORDER NOW

F. W. Fearman Co.

Limited

Hamilton, Ont.

Deliciously Tender and Juicy!

That's what you would hear your customers exclaiming if you were near their breakfast table the morning after you sold them.

CORONA BRAND

HAM AND BACON

SEND FOR PRICES TO-DAY

THE MONTREAL PACKING CO.

Limited

MONTREAL, : P. Q.

WE HAVE NO RETAIL STORES.

RYAN'S

Short Roll Bacon

The tastiest breakfast bacon on the market. There's a lot of money in this line because the

People all like it

It is made from carefully fed young hogs, mild cured, tender and juicy. It is really the cheapest meat on the market. Delicious with new laid eggs.

Prices On Request.

The WM. RYAN CO.

LIMITED

70-72 Front Street East

TORONTO, - ONT.

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

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

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

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

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

from the country state that the farm-
 ers are putting their cows out and this
 will have the effect of increasing the
 shipments. It is likely that prices will
 remain about the same as to-day quot-
 ed until stocks begin to accumulate.
 There is very little fall butter on the
 market. Dairy is very scarce.

Fresh Creamery,	0 28	0 29
Dairy, tubs,	0 23	0 24
Fresh large rolls,	0 24	0 25

CHEESE—The local cheese market is
 not very active. Old colored is quoted
 at 15½c, and old white at 15c. New is
 quoted at 12½c to 12¾c.

Cheese, old,	0 12½	0 12¾
" new, large,	0 12	0 12½
" twins,	0 12½	0 13½

EGGS—Eggs remain about the same
 with perhaps a wider range of prices.
 Market steady. Supplies are coming
 along all right, but not too much so
 for the demand remains good.

New laid,	0 16	0 17½
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HONEY—Prices remain practically the
 same, although buckwheat extracted has
 advanced one cent. Honey is very
 scarce, and the demand is not very
 great.

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

TORONTO.

PROVISIONS—"Very firm" is the
 opinion expressed on all sides by deal-
 ers. Considering that it is between sea-
 sons the demand is fair. Lard is steady
 and fresh meat is firm, with no change
 in price.

Long clear bacon, per lb,	0 10½	0 10½
Smoked breakfast bacon, per lb,	0 14½	0 15
Roll bacon, per lb,	0 10	0 10½
Small hams, per lb,	0 14	0 14½
Medium hams, per lb,	0 13	0 14
Large hams, per lb,	0 12½	0 13
Shoulder hams, per lb,	0 09½	0 10
Backs, plain, per lb,	0 16½	0 16½
" pea meal,	0 16½	0 16½
Heavy mess pork, per bbl,	18 50	19 00
Short cut, per bbl,	21 00	22 50
Lard, tierces, per lb,	0 11½	0 12
" tubs,	0 12	0 12½
" pails,	0 12½	0 13
" compounds, per lb,	0 08½	0 09
Plate beef, per 200-lb. bbl,	13 50	14 00
Dressed hogs,	0 08½	0 09

BUTTER—The market is easier,
 the price having dropped a cent since last
 week. A little more butter is offering
 than the demand, but business on the
 whole is rather light.

Creamery prints,	Per lb,	0 30	0 32
Creamery solids,	0 29	0 30	
Farmers' separator butter,	0 28	0 29	
Dairy prints, choice,	0 27	0 28	
" ordinary,	0 23	0 25	
Baker's butter,	0 23	0 21	

EGGS—Prices, though one cent less
 than last week, are still firm, and de-
 mand is light. Farmers are holding out
 dealers being unwilling to buy until the
 price tumbles a bit, as it would not
 pay to pack at present.

Eggs, new laid,	0 16	0 17½
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CHEESE—Business is quiet. New
 cheese is offering in small lots, though
 quantity is increasing daily. The price
 is slightly less than last week.

Cheese, large, prime old,	0 13½	0 13½
" new,	0 12½	0 12½
" twins, old,	0 13½	0 14

HONEY—This line retains the old
 price. Demand is quiet, owing to the
 call for maple goods.

Honey, strained, 60 lb tins,	0 12	0 13
" 10 lb tins,	0 12½	0 13½
" 5 lb tins,	0 13	0 13
" in the comb, per doz,	2 00	2 25
Buckwheat honey, per lb,	0 18	0 19
" in comb, per doz,	1 25	1 50

POULTRY—Hardly anything is offer-
 ing and this condition will prevail until
 the spring birds come in, three or four
 weeks hence. Prices remain stationary.

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

DEATH OF SOAP MANUFACTURER.

**John Taylor, of Taylor & Co., Toronto,
 Passed Away on Tuesday.**

John Taylor, of John Taylor & Co.,
 soap manufacturers, Toronto, died on
 Tuesday, April 28th, at his residence,
 460 Jarvis St.

The late Mr. Taylor was in his 68th
 year and was born in Leek, Stafford-
 shire, England. When 14 years of age
 he came with his parents to Canada and
 began his business career with Taylor
 Bros., paper makers, Toronto. After-
 wards he joined J. L. Morrison in the
 commission business and later bought
 the Morse Soap Works, which he con-
 ducted, associated with his sons, Maurice
 J. and A. Percy, until his death.

Mr. Taylor had taken considerable
 interest in public affairs, and had served
 for a time on the city council, high
 school board and public library board.
 He was past president of the St.
 George's Society and of St. George's
 North American Union.

He was a member of St. Paul's An-
 glican Church. A widow, three sons
 and three daughters survive. The fun-
 eral took place on Thursday afternoon
 at St. James's Cemetery.

HONESTY IN LITTLE THINGS.

The maximum of honesty is consci-
 entiousness in little things. The clerk or
 bookkeeper who uses his employer's
 postage stamps for his private corres-
 pondence may not be intentionally dis-
 honest, and would indignantly resent
 such an implication as an insult; but
 is he not appropriating another man's
 property to his own use? The same
 principle applies to writing one's let-
 ters in the time for which the employer
 pays. The employer might not object in
 either case if he knew it, but is it
 right? Indeed, is not the failure of
 many a young man in commercial life
 owing to dishonesty in minor details of
 business?

I have known of clerks being given car
 fare to go to a distant part of the city
 on an errand, who walked instead of rid-
 ing, pocketing the money given them for
 car fare. Was it dealing honestly with
 the employer? Besides taking the
 money, they took more time for the
 trip. Some may think this is splitting
 Puritanical hairs; but is it not a prac-
 tical application of the Golden Rule to
 avoid these seemingly trifling acts?—
 Contributed by R.C.C.

If you are interested in the welfare
 of the salesman, don't burden him with
 collections and claims, as his success
 depends on the amount of goods he sells.

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prevail until
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FACTURER.

Co., Toronto.
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The sale of **CLARK'S MEATS**

is absolutely guaranteed in ad-
vance.

Their reputation, from coast to
coast, makes them the surest sellers
in the trade.

If other meats are cheaper—if they
allow a larger profit—something is
wrong and some day a lost cus-
tomer here and another there will
tell what it is.

Isn't it worth considering — an
assured sale and no lost customers.

WM. CLARK

Manufacturer
MONTREAL

You must have noticed a decidedly better
demand for

OLIVES

during the past few years—

People are beginning to appreciate this
healthy relish—

Rowat's Olives

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

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

QUALITY COUNTS

Of course, cheapness appeals to some of your
trade, but your most profitable customers are
those who want the best. You can meet the
demands of the most exacting by handling

HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

They are made in the largest, cleanest and best
equipped kitchens in the world and represent
the highest attainable perfection in food pre-
paration.

Furthermore, you run no risk in selling Heinz
goods. They meet the requirements of all pure
food laws and are sold under the guarantee of
money back to your customer if they ever fail
to please.

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

H. J. HEINZ COMPANY,

New York Pittsburg Chicago London

By
Royal Warrant
Purveyors



To
H. M. King
Edward VII

There is only one

BOVRIL

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

Supplies can be obtained from—

- | | | |
|---------------------------------|--------------------------|-----------------------|
| BOVRIL LIMITED, | 27 St. Peter Street | MONTREAL |
| W. S. CLAWSON & CO. | 11 and 12 South Wharf | ST. JOHN, N.B. |
| A. B. MITCHELL | Mitchell's Wharf | HALIFAX, N.S. |
| R. S. MOINDOE | 120 Church Street | TORONTO |
| W. L. MCKENZIE & CO. | 306 Ross Avenue | WINNIPEG |
| A. C. URQUHART & CO. | 336 Hastings Street West | VANCOUVER |

and from all wholesale houses
throughout Canada

TRADE NOTES.

Emerie Fournier, grocer, Hull, has sold his business.

Ramsay Bros., confectioners, Woodstock, have assigned.

G. W. Knight, grocer, London, has sold to Campbell & Rosser.

The assets of W. R. Thompson, grocer, Montreal, have been sold.

The assets of Wilfrid Savard, general store, Lorette, Que., were sold last week.

The assets of Nap. Peltier, general store, Fraserville, Que., were sold last week.

Finkelstein & Moscovitz's general store at Brandon, Man., was burnt out recently.

The assets of Adelard Peltier, general store, Ste Anne des Monts, Que., have been sold; as also have those of Jos. A. Lapointe, groceries, etc., Yamachiche, Que.



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

A Good Investment

**PEANUT ROASTERS
and CORN POPPERS.**

Great Variety, \$8.50 to \$850.00

**EASY TERMS.
Catalog Free.**

BUTTERFLY BRAND

FUSSELL'S

'GREEN BUTTERFLY' MILK

BEST KNOWN—BEST LIKED.

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

Keep your Labels to get a Gold Watch Free

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

Prices and Particulars of the Agents

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

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

When an article is in good and steady demand and pleases your customers it is poor business policy to experiment with other lines.

The long and regular sale of

Mott's

"Diamond" and "Elite"

brands of

Chocolate

has made it good policy to demand them from your jobber. He sells them.

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

SELLING AGENTS:

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

B U D A

F L O U R

is "The Flour of Quality"

It is rapidly supplanting other lines where high quality at a reasonable price is desired. It is a high-grade Hungarian Patent, milled and blended from Eastern and Western wheat by millers whose experience covers half a century.

Straight or Assorted Car Lots a Specialty. Write or Wire To-day for Closest Mill Prices.

J. B. HARTY

PICTOU, N.S.

THE FLOUR AND CEREAL MARKETS

Flour is Firmer and Advancing—Millers Placing Prices on a Better Basis—Cereal Markets Steady.

The only notable feature during the week is the firmer feeling in flour, particularly in Ontario markets. Millers have been working on an unsatisfactory basis for some time under stiff competition and seem to have just awakened to the condition of affairs. Prices in Manitoba grades were advanced 20 cents during the week and eastern prices were also raised 40 cents. The Quebec market is very firm but no new features are noted.

The cereal markets also continue firm with local demand fairly good and supplies quite equal to demand. There is nothing particularly new to report.

MONTREAL.

FLOUR—Flour remains about the same in price. The market is steady and firm and the demand remains good.

Winter wheat patents.....	5 50
Straight rollers.....	4 75 4 80
Extra.....	4 00 4 10
Royal Household.....	6 10
Glenora.....	5 60
Manitoba spring wheat patents.....	6 10
" strong bakers.....	5 50
Five Roses.....	6 10
Harvest Queen.....	5 50

ROLLED OATS—The tendency in the rolled oats market is slightly upward, although not much change is anticipated. Demand remains about the same.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	3 20
Granulated.....	3 20
Golddust cornmeal, 90-lb bags.....	2 25
White cornmeal.....	1 65 1 70
Rolled oats, 90-lb. bags.....	3 00
" 90-lb. bags.....	2 75 2 80
" bbls.....	5 85 6 10

FEED—The feed market is unchanged. The demand is good and the market remains firm and steady.

Ontario bran.....	23 00 24 00
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	25 00 27 00
" bran.....	23 00 24 00
Mouille, milled.....	27 00 31 00
" straight grained.....	27 00 33 00
Feed flour.....	1 80 1 60

TORONTO.

FLOUR—The market is on a considerably firmer basis this week and prices have been advanced 20c on the Manitoba grades. Millers seem to have been cutting one another's throats for some months past and are only now coming to understand that they were making very little at prices prevailing recently. As a result, the feeling is a good deal firmer and while business is not particularly brisk it seems likely that the firm feeling will continue. Eastern prices were advanced 40c during the week. The prices now quoted are:

Manitoba Wheat.		
80 per cent. patents.....	5 80	5 70
55 ".....	5 30	5 50
Strong bakers.....	4 90	5 10
Winter Wheat.		
Straight roller.....	4 50	4 60
Patents.....	4 61	
Blended.....	5 07	

CEREALS — Business remains comparatively quiet, with demand fairly

good. Supplies of oats are coming in freely.

Rolled wheat in barrels, 100 lbs.....	3 25	3 30
" " in bags, per bag 90 lbs.....	3 25	3 30
Oatmeal, standard and granulated, in bags 98 lbs.....	3 25	

FIFTY YEARS CONTINUED BUSINESS.

The Cummings Milling Co., of Cumming's Bridge, Ottawa, are this year celebrating the fiftieth anniversary of the establishment of their business. Robert Cummings began to lay the foundations for the present business in 1858. For some years he carried the responsibility alone, but in 1893 Chas. C. Cummings became a member of the firm and continued till 1901. In that year Wm. R. Cummings was taken in and still continues a member. In 1905 a modern milling plant was established with a capacity of 500 bags. The fifty years of continued business under the one family management speaks volumes for the principles followed.

MANUFACTURERS' AGENT IN REGINA.

J. L. Peppard, who has been on the road and among the trade in Canada for the last eight years, has just opened an office as a manufacturers' agent in Regina and will in addition to Regina cover Moose Jaw and Saskatoon.

Mr. Peppard is a Nova Scotian by birth and has also spent some time among the trade in the United States. He is one of the pioneers of the manufacturers' agency business in Regina but prospects seem bright, with good local support, for his success.

HINTS TO BUYERS.

Reading notices under this heading will be accepted at 10 cents per agate line.

Laporte, Martin & Co., Montreal, have now a most complete line of domestic and imported canned goods. The sale of "Soleil" brand of goods is increasing every year, which may be taken as a proof of their excellence. They have a complete stock of the pack of 1907 and are booking orders for the pack of 1908. This firm also offer the trade a fine line of Japan black and green teas and Minerva olive oil from Marseilles, which has an official laboratory guarantee of purity, rendering it a necessity in all up-to-date grocery stores.

TRADE NOTES.

H. Star & Co., Montreal, have been registered as general merchants.

Bigaonette & Frere, grocers, Montreal, are selling their business.

C. B. Snow, grocer, Woodstock, N.B., sustained a loss by fire last week.

T. B. Meikle, general merchant, Carman, Man., is succeeded by J. D. H. Meikle.

The general store of La M. McLaughlin Cie., Buctouche, N.B., was burned last week.

The Housewife's Approval

is an essential of success in the grocery business. To get her approval, stock the lines which appeal to her daintiness.

Mooney's Perfection Cream Sodas

are a favorite with the dainty housewife. And the fact that their dainty crispness is lasting makes them the most economical as well as the most delicious of soda biscuits.



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
C.E. Colson & Son, Montreal
D. Masson & Co., "
A. P. Tippet & Co., "

J. & G. Cox, Ltd.
Gorgie Mills
EDINBURGH

SALESMANSHIP.

From The Philistine.

If Sheldon had a salve that would give every business candidate the Salesman's Itch, I'd take his whole output on suspicion. The salesman who makes the record is not the one who knows the most or the one who is the best looking; he's the smiling cuss who never hears the word "No."

The Salesman's Itch!

Buyers in loose wrappers do not wait for you around the corner. You have to go after the buyers very much as the Roman's went after the Sabines. It is persistency that wins.

The buyer is a shy and sly proposition. He likes to be chased.

The man who gets the order is the one with the Salesman's Itch.

There are two departments to every business. One is Out-go, and the other is In-come.

When times are "scarce" the Out-go men are cut down or laid off; and the lads who lay them off are the In-come boys.

Get the Salesman's Itch—a nose for orders, a scent for fromage.

Nail the business. Promises do not meet the pay-roll.

Cultivate the Salesman's Itch.

Salesmen who expect buyers to chloroform them and stuff the orders in their pockets, are doomed to disappointment.

It is certainly true that you can not afford to sell a man goods that are going to burden him, but it is also true that it is for you to decide as to what a customer needs, and then see that he gets it.

Buyers, through habit, fight on the defensive. There are various ways of overcoming their scruples, but unless you have the Salesman's Itch, you'll wander forever a lone, lorn holluschickie, and Clio will carve on your tomb a single word. Skunked.

OPENING BRANCH IN CALGARY.

Carman-Escott Co., of Winnipeg, Extending Operations Further West.

The Carman Escott Co., wholesale grocery brokers, Winnipeg, have opened a branch in Calgary which will be in charge of J. A. Valiquette. Calgary is becoming a very important wholesale centre and the Carman Escott Co. found it necessary to be represented on the spot in order that their growing interests in Alberta might receive proper attention.

Not long ago the Carman Escott Co. removed their Winnipeg office from the Union Bank Building to the new Bright & Johnston Building on Bannatyne Ave. East. There they have in addition to larger office accommodation, considerable storage room for the various lines of goods that they carry. During the last year they have added several first-class agencies to their list and have very considerably increased their business. Manufacturers who do not establish branches of their own in the west are finding it absolutely necessary to

have intelligent representation by agents on the ground who have storage accommodation to enable them to carry a stock.

GEO. F. BENSON BEREAVED.

Widow of Founder of Edwardsburg Starch Co. and Mother of Present President Passed Away.

Mrs. W. T. Benson, widow of the founder of the Edwardsburg Starch Co., and mother of Geo. F. Benson, now president of the company, passed away at the family home at Cardinal, Ont., on Tuesday, April 21.

Mrs. Benson was one of Cardinal's oldest and most highly respected residents. She was born in Cheshire, Eng., in 1827. Coming to Canada with her husband in 1858, the couple settled in Cardinal. Mr. W. T. Benson died in 1885, at the age of sixty.

Mrs. Benson was a woman of wonderful energy and much ability and was a fitting helpmeet for her able husband. From her interest in local and church affairs of various kinds she had come to be regarded as the foremost lady of the county.

Two children survive her, Geo. F. Benson, president and managing director of the Edwardsburg Starch Works, and Mrs. Jowitt, of Leeds, Eng.

POT AND PEARL BARLEY FEED

CALEDONIA MILLS

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

EPPS'S GRATEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS COCOA

Keep Posted on Sugar

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

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

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

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.

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

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

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

They
Can't
Use
This
Signature.



W. K. KELLOGG

on a package is your absolute protection
in getting the original genuine.

Head Office and Factory, London, Ont.

Branches, Carman, Escott & Co., 141 Ban-
natyne St., Winnipeg, Man.

Shallcross, McCaulay & Co., Vancouver and
Victoria, B.C.

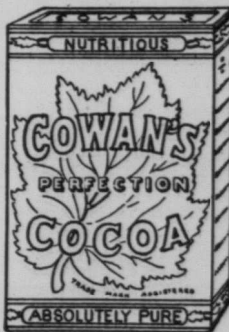


COWAN'S Cocoa and Chocolate

is absolutely pure.

That's why it is such a brisk seller.
You may be able to make ONE sale of an
impure cocoa—but your customer gets
wise and goes to the
OTHER FELLOW next time.
Make sure of steady sales
by handling only

Cowan's
Cocoa and
Chocolate



"No Flavor So Good As Cowan's"

The Cowan Co., Ltd.

Meurisse Chocolates

The name Meurisse on a package of chocolates,
no matter what kind, ensures perfect quality. Have
you learned that? Or have you ever tried our
Orange Chocolate Cream Bar? It's a winner.
Order to-day.

Chocolats Meurisse

J. A. HERREBOUDT, Manager

22 Lemoine Street, - - MONTREAL

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

THE DOMINION WAFER CO.,

44 St. Vincent Street, MONTREAL

BISCUIT CUPS

A SPECIALTY.

ICE PIES,
ICE CORNETS,
Etc., Etc.

Dealers in Choice Ice Cream.

Telephone Main 1310.



Bakers and Confectioners

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

Write call or telephone us for anything
you need.



The Canadian Cocoanut Co. 107 LaGauchetiere Street West, Montreal

J. ALBERT MacLEAN, Proprietor

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

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

MACE'S

Original Ice Cream Powder

This is a line which will bring you good profit.
Quick seller. In steady demand. Makes a Per-
fect Ice Cream by simply adding boiling milk.
The Original Ice Cream Powder. After
first sale it sells itself. Stock up early.

NOW IS THE TIME TO ORDER!

A. H. MACE & CO.

746 Notre Dame St., West, - MONTREAL

ONTARIO GUILD MEETING, MAY 5, 6

Programme Includes Matters of Particular Interest to Trade—Hamilton Wholesalers Preparing to Entertain Visiting Members.

The annual meeting of the Ontario Wholesale Grocers' Guild will be held in the Federal Life Building, Hamilton, Tuesday and Wednesday next, May 5th and 6th.

The Hamilton trade is making preparations for the entertainment of visiting members and the importance of all members of the Guild being in attendance is urged.

A very dainty programme in booklet form has been issued and judging by the addresses and discussions anticipated the meeting will be of exceeding value to the trade. The program arranged for the two days is as follows:

TUESDAY, MAY 5TH.

10 a.m.—Meeting called to order by President T. B. Escott. Appointment of recording secretary to meeting. Appointment of press committee.

10.15 a.m.—A welcome to Hamilton. F. T. Smye.

10.20 a.m.—Minutes of last annual meeting

10.45 a.m.—Address by the president.

10.55 a.m.—The financial report.

11.15 a.m.—Reading of list of important matters for discussion. Particulars of suit to date.

11.20 a.m.—Address by H. N. Kittson, subject: "Know Thy Opportunity."

11.45 a.m.—Adjournment to Hamilton Club for luncheon, the guests of the Canadian Cannery, Limited, and at 1 p.m. an automobile trip through the banana belt of Canada.

3 p.m.—Reading of letter with recommendation from the Hamilton Board of Trade re new Bill of Lading, flag station difficulties, and settlement of claims by railway companies. Passing a resolution re same.

3.30 p.m.—Discussion and resolution with a view to confirming circular letter No. 3—07 of April, 1907, prepared by The Dominion Wholesale Grocers' Guild, dealing with the relations between manufacturers and wholesalers.

4 p.m.—Paper by H. C. Beckett on "The Importance and Value of Trade Associations and their Relations with the Government." Resolution re same.

4.30 p.m.—Discussion and resolution re payment of freight to non-competing points.

5 p.m.—Report on tobacco efforts to secure better margins. Resolution re same.

5.30 p.m.—Discussion on terms.

6.45 p.m.—Guests of the Hamilton trade at an informal dinner at the Hamilton Club, and theatre party at 8.15 p.m.

WEDNESDAY, MAY 6TH.

9 a.m.—Meeting called to order. Reading of communications.

9.15 a.m.—Discussion and resolution on summer and winter holidays. Discussion and resolution re Christmas presents.

9.45 a.m.—Paper by W. G. Craig. Resolution re same.

10.30 a.m.—Resolution re change in printing of Guild minutes and other documents.

10.45 a.m.—Cost of doing business. Kindly look this up for discussion. Is it not true that success or failure depends largely upon the speculative element?

11.30 a.m.—Canned goods policy for 1908. Resolution re same.

12 noon—Paper by E. M. Trowern, Toronto, subject: "The Evil Effect of Co-operative Societies if Introduced into Canada."

1 p.m.—Recess. Guests of the Hamilton trade at luncheon at the Commercial Club.

2.30 p.m.—Election of officers for 1908. Appointment of executive committee. Place of next meeting.

3 p.m.—Discussion and resolution on ways and means for 1908.

3.30 p.m.—Discussion on sugar terms and violations generally with a view to more satisfactory methods.

4 p.m.—Completion of unfinished business and summary of communications between Guild officers and manufacturers on various subjects pertaining to the advancement of the objects of the Guild. Recommendations by members of matters for consideration and action of committees.

WINNIPEG PURE FOOD SHOW.

Great Preparations Being Made for Exhibition June 8 to 22.

Without doubt the Pure Food Show to be held in Winnipeg this year will repeat the success of the big show held in the Manitoba capital last July. The committees of the Retail Merchants' Association are hard at work, over 200 retailers throughout the West being actively interested in the work of preparation. Having the experience of last year to guide them, the management are confident that they can remedy any defects in last year's exhibition and conduct a show much superior to any yet held in Canada.

An important change in the arrangements has been made this year. At the last show each exhibitor decorated his own booth. Apart from the inconvenience, annoyance and delay which this caused many exhibitors the result was unsatisfactory for the reason that there was a lack of harmony in the color schemes. This year the management of the show are building and decorating all the booths. These are being built under the supervision of Wardell &

Nichols, architects, and in the decorations no bunting will be used. The booths will be solidly built and painted in blended colors.

A large room in the front will be fitted up as a Ceylon tea garden for Thomas J. Lipton and it will be occupied by Cingalese attendants. Throughout the building palms and fountains will be liberally used; a band of international fame is being secured and all preparations are being made to ensure a very successful show.

Secretary W. A. Coulson informs The Grocer that there will be some 45 booths in all. Of these 35 are now sold and there are still 10 more to be sold. Among the exhibitors this year are the following:

The Codville Co. (Gold standard products); E. D. Smith, White House coffee; J. T. Griffin & Co., Nicholson & Bain, H. J. Heinz Co., Mason & Hickey, W. R. Milton Co., McCormick Mfg. Co., Carman, Escott Co., Ocean Mills, Christie, Brown & Co., Dingle & Stewart, Foley, Loch & Larson, Genesee Pure Food Co., The Canadian Cannery, Scott, Bathgate & Co., B.C. Sugar Refining Co., Western Canada Milling Co., Stimpson Computing Scale Co., Thomas J. Lipton, E. R. Drewry, Dr. Price's Baking Powder and Kellogg's Toasted Corn Flakes.

The association is demonstrating in a practical way their own belief in advertising. Newspaper space, posters, picture post cards and a host of other advertising devices are being employed to excite interest in the show and the big success of last year's show is making the work comparatively easy. It is expected that the Lieutenant-Governor will open the show. The dates are June 8 to June 22. Special railway rates to the show have been secured.

TRADE NOTES.

G. W. Abraham, confectioner, Craik, Sask., has sold to E. C. Doner.

Walker & Marsh have discontinued their general store business at Horse Laje, Sask.

W. Cavanagh, general store, Maryfield, Sask., has been succeeded by McGreevy & Cavanagh.

James Chatwin, general storekeeper, Port Hammond, B.C., has been succeeded by Allison & Cross.

Mr. Strike, of L. H. Packard & Co., the manufacturers of shoe dressings, of Montreal, has just prepared an artistic pyramid display of the firm's products for shipment to England, where it will be used at the Franco-British exhibition, which will be held in London from May to October.

Many & Kohan, a new concern, have purchased the general store business lately carried on by Osborne & Ferrier at Dollartown. Mr. Many, having command of some half-dozen different languages, is in a position to cater to the wants of customers of all nationalities that may be in town, also he has a large experience in general business, especially in groceries.

LEA & PERRINS' SAUCE

THE
GREATEST
GLOBE TROTTER
OF THE
CENTURY

WELL
KNOWN AND
APPRECIATED
THROUGHOUT
THE WORLD



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

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

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

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

DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

Twin Block Pure Maple Sugar

The Kind That Satisfies.

Maple Cream Hearts

The People's Favorite.

Wild Strawberry and Raspberry Jam

Pure and Delicious.

Pickles and Ketchup

Of Superior Quality.

SUGARS and CANNERS

LIMITED

Montreal, Que.

FRUITS, VEGETABLES AND FISH

Business Again Active—A Tumble in Strawberry Prices—Canadian Greens Beginning to Arrive.

AUCTION

We are now holding our regular Auctions of

**STRAWBERRIES
PINE APPLES
ORANGES and LEMONS
TOMATOES
CABBAGE**

and other early produce.

This is the best medium to draw your supplies from.

Car lots—Fresh—Low prices—The least possible expense attached to handling, gives you a close price in buying. Auction room just across from Railway tracks.

McWILLIAM
Mc. AND E.
EVERIST

25-27 Church St., TORONTO

Look Here!

Some Interesting Prices

Large Bright Frozen Herring, per 100. **\$1.40**
Bloaters, Box of 50 **.60**
Canned Mackerel, talls, per case **4.00**
" " flats, " **4.30**
No. 1 Labrador Herring **4.50**
No. 1 Nfld. **4.25**
Cod Oil, a gallon **.40**

Send us your order.

J. & R. McLEA
WHOLESALE FISH
23 COMMON ST., - MONTREAL

JOHN E. CASSIDY

Highest Quality Oysters
WHOLESALE

986 St. Catherine St. W., Montreal
Telephone Uptown 2119

Highest price paid for

DRIED APPLES

O. E. ROBINSON & CO.

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

Business has improved again this week and the dealers are feeling in better spirits. Strawberries are coming in plentifully just now, and both Montreal and Toronto report a lowering in price, though at present they seem to be firm at 18c per box. Carload lots arriving brought the price down to 17c and they were picked up quickly. The merchants, however, now seem to have sufficient on hand and they are not moving so quickly as at the end of last week.

Canadian greens will now be arriving, and already lettuce is on the market. A number of other lines of native hot-house garden truck is being sold, but in small lots only. Apples and cabbage are plentiful. Pineapples are still slowly coming down.

Fresh-water fish is beginning to come in and is supplanting the lines which were staple during the earlier months of the year. Fine weather continues and prospects for the future are bright.

MONTREAL.

GREEN FRUITS—Strawberries are the only line on the fruit market which have shown any change to remark. Owing to the arrival of carload lots from the Carolinas the price has dropped from 35c and 40c to from 17c to 20c per basket. The previously high price was due to the fact that they were being brought into Canada in small lots by express from New York. Almeria grapes are somewhat easier this week.

Delaware Blue Stalk	1 00	2 25
Cocanuta, new, per bag	4 50	
Lemons	2 00	2 50
Navel oranges	2 75	3 25
Florida oranges, box	3 50	
Mexican oranges	2 35	
Porto Rico oranges, box	2 50	
Jamaica oranges, bbl	4 00	
Valencia oranges	4 00	5 50
Pineapples, case	3 25	
Grape fruit, box	5 10	
Almeria Grapes, keg	4 60	5 00
Large Cod cranberries, bbl	11 10	14 00
Cape Cod cranberries, frozen, bbl	4 00	5 00
Nova Scotia cranberries, bbl	6 00	7 00
Strawberries, qt.	0 17	0 20
Apples	3 00	5 10
Bitter oranges	1 15	
California Blood Oranges	3 00	4 25

VEGETABLES—The market remains in about the same condition as last week. Demand seems to be increasing, however.

Parsley, per doz. bunches	0 35	
American parsley, large bunches, doz	1 00	
Sage, per doz	0 80	
Savory, per doz	0 80	
Cabbage, bbl	2 00	2 50
Turnips, bag	0 75	0 95
Celery, doz	0 25	1 00
California celery, crate	5 50	
Water cress, large bunches, per doz	0 75	
Spinach, bbl	2 75	3 00
Green peppers, crate	3 50	
Boston hot house cucumbers, doz	2 00	
California asparagus bunch	0 60	1 10
Potatoes, per bag	1 05	1 10
Sweet Potatoes, basket	0 75	3 25
Beets bag	0 75	1 00
Carrots, bag	0 60	0 75
Tomatoes, Florida, crate	3 50	4 00
Tomatoes, hot house, per lb.	0 35	
Spanish onions, small crates	0 70	1 00
" " large crates	3 00	
Canadian onions, lb	0 13	
Egyptian Onions	0 83	0 134
Boston lettuce, hot house, per doz	0 85	1 10
Radishes, doz	0 60	
Bermuda parsley, crate	3 00	
Mushrooms, per lb	0 75	
Horse radish, per lb	0 12	
Beans, green, basket	6 25	6 10
French beans, wax	6 25	6 50
Egg plant, doz	2 80	
California cauliflowers, per crate of 16	8 00	
New cabbage, crate	3 55	
Florida Celery, crate	2 75	3 00

FISH—Fish remain about the same as last quotations, with the exception of boneless cod, which has risen somewhat.

Fresh and Frozen Fish.

Haddock, per lb.	0 65	
Fresh halibut	0 09	
Mackerel, "	0 07	0 08
Dore, "	0 04	0 08
Pike, lb	0 04	0 18
Whitefish, lb	0 05	0 08
Flounders, lb.	0 08	
Bluefish, lb.	0 15	
Shad, each	0 40	
Striped Bass, lb.	0 12	
B. C. salmon, lb.	0 09	
Qualla Salmon, lb	0 07	
Smoked and Salted—		
Haddies, boxes, per lb.	0 074	
Kipperd Herring, 50 in box	1 10	
Yarmouth Bloaters, per box	1 10	
Prepared and dried—		
Shredded cod, box of 2 dozen cartons	0 91	
Skinless cod, 100 lb. cases	5 25	
Strictly boneless pure cod, 20 lb. boxes	0 08	0 13
Boneless cod, 20 lb. boxes	0 064	
Boneless fish, 20-lb. boxes, blocks	0 051	
Boneless fish, 25-lb., boxes, per lb.	0 015	
Oysters and Lobsters—		
Malpeques, bbl	6 00	
Standards, bulk, per imp. gal	1 40	
Standards, quart tins, sealed	0 40	
Selects, bulk, gal.	1 60	
Paper pails, 100, pint size	1 10	
" " 100, quart size	1 50	
Pickled fish—		
No. 1 Labrador herring, per half bbl.	3 00	
No. 1 Mackerel, 20-lb. kits	1 75	
Green cod, large lb.	0 04	
Green cod, " 1 lb	0 03	
Labrador Salmon, 1-bbls.	8 50	

TORONTO.

GREEN FRUITS—The fine weather of the past few days is causing quite a stir in business, and an improvement is noted over last week. Pineapples are cheaper and bananas have come down a little. Apples are easier and have shown somewhat of a slump, though good prices are asked for the higher grades. Roughly, the price of apples ranges from \$1 to \$5 a barrel, according to quality. The November cut of lemons is the new feature of the week. Strawberries last week dropped to 17 cents, but are up again one cent and are rather firm. Oranges are still rising and cranberries are practically off the market. Prospects appear good for the trade during the spring and summer.

Oranges, Navel, new	3 0	3 50
" Valencia	4 01	5 00
" Bahamas	2 00	2 25
Oranges, Bl. od	2 25	
Lemons, California, 240, 300, 360, 420	2 50	3 00
" Messina, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 75	6 25
Grape fruit Bahamas	3 00	4 00
Apples, No. 1 wmt r fruit	2 25	3 00
" No. 2	1 75	2 25
Apples, fancy spi s	3 50	4 50
Bananas, Jamaica firsts, per bunch	1 50	1 75
Bananas, jumbo bunches	2 00	2 25
Almeria grapes, per keg	5 50	7 00
Pineapples	3 00	4 00
Strawberries, qt	4 00	4 50
Rhubarb, per doz	1 25	1 25

VEGETABLES—With the advent of new vegetables, quite a number of price changes occur. Canadian Boston-head lettuce, from the vicinity of Hamilton, may be said to open the market to native garden truck, and from now on dealers expect Canadian lines to supplant imported truck. Great quantities of cabbage, new and old, are offering this week and beets, carrots and parsley are among the new stuff offering. Potatoes are about five cents higher, tomatoes are more plentiful and aspara-

FISH

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New Brunswick Delawares, per bag	1 05	1 10
Potatoes, Canadian, per bag	0 95	1 00
Potatoes, new, bbl.	7 60	
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 25	2 40
" per bag	1 45	1 50
" green, per doz., Canadian	15	20
Onions, Egyptian, per sack	3 40	3 25
Onions, Canadian, per bag	1 25	
Cabbage, new, per c. ate.	1 50	2 75
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	0 60	0 82
Turnips, per bag	0 41	0 45
Parsnips, per bag	0 75	0 85
Parsley, per doz.	0 10	
Celery, Florida, per crate	2 50	2 75
Celery, California, crate	4 75	
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported	1 25	
Le tuce, Canadian, doz.	0 35	
Cucumbers imported, per doz.	1 25	1 75
Tomatoes, imported, per crate	2 25	3 15
Mushrooms, per lb.	0 65	
Ra ishes per doz., Canadian	0 10	
Spina h. per hamper	1 00	
Asparagus per bunch	0 60	0 65
Bee's, dozen bch	0 51	1 00
Carrots, dozen bch	0 75	1 00
Parsl y, dozen bch	0 50	

FISH—Business is quite a bit better
than last week. Holland and Labrador
herring are off the market and fresh cod
and haddie and Lake Erie take their
place. The prices of other lines remain
the same. From now on fresh fish will
come in more frequently and will sup-
plant the cured and frozen lines.

Perch, large, per lb.	0 07	0 08
Blue pickarel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	
Whitefish, winter caught, per lb.	0 08	0 09
Had look, frozen, per lb.	0 16	0 07
Herring, medium, per lb.	0 07	0 08
" jumbo, per lb.	0 10	
British Columbia salmon, per lb.	0 12	
Onalla, per lb.	0 09	
Whitefish, Lake Erie	0 12	
Cod, fresh	0 08	
Haddie, fresh	0 07	
Trout, fresh, per lb.	0 12	0 13
Ciscoes, per basket	1 00	
Labrador herring, fresh, per 100	2 40	
Halibut, fresh caught	0 10	
Shredded cod, per doz.	0 90	
Live lobsters	0 30	0 35
Bluefina, small white, per lb.	0 07	
Mackereel medium, each	0 12	
" large	0 25	
Finnan Haddie, per lb.	0 10	
Flounders, per lb.	0 04	
Bloaters, Yarmouth, per box	1 10	
Oysters, per gal.	1 85	
" in shell, per 100	1 25	

B.C. CANNERIES PROGRESSING

Organization Completed of Two New
Companies With Bright Prospects.

A note from a correspondent in Brit-
ish Columbia this week tells of progress
in connection with newly organized
canning companies in that province.
These and other facts show that the
canning industry in the West is develop-
ing rapidly. He says:

"Good progress is being made in the
organization of the Chilliwack Canning
and Preserving Company, which recent-
ly took over the plant of the New West-
minster Canning Company, and which
will have its plant in the Chilliwack
Valley. H. T. Goodland, of Vancouver,
has been appointed the secretary, he
having had experience in organization
work of this kind, and a knowledge of
fruit canneries. The directors elected
for the year are: M. H. Nelems, P. W.
Crankshaw, A. Unsworth, H. Hodgins,
P. H. Wilson and J. H. Ashwell.

"The Southern Okanagan Canning
Company, which has its headquarters
at Penticton, has received its charter
and is ready to go ahead. It will have
a capacity this year of 75 tons of to-
matoes, and the committee has ascer-
tained that this amount is available.
The outlook is considered extremely
promising."

PINEAPPLES

Season is now at its height. Prices are low and quality fine.

Sizes, 18s, 24s, 30s and 46s. Perfectly ripened and sound.

CABBAGE, CUCUMBERS and TOMATOES

Full direct cars of the above are being received daily by us.

SEND US YOUR ORDERS

WHITE & CO., LIMITED
TORONTO AND HAMILTON

"ST. NICHOLAS" and "HOME GUARD"
November Cut Lemons

are what you could call the "FIRST SELECTION" of
Italy's lemon crop. It will pay you to store a
few boxes of this fruit.

W. B. Stringer & Co., Sole Agents, Toronto

FRESH ARRIVALS . . .

Extra Fancy
"Golden Orange" Brand

Washington Navel Oranges
Fancy Sweet Sonora Oranges

EXTRA FANCY
California and Messina Lemons
Florida Celery
Early Vegetables and
Ripe Bananas

HUGH WALKER & SON
GUELPH, ONT.

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

OUR NOVA SCOTIA LETTER

Easter Grocery Trade Brisk—Shipments of Produce to West Indies—Serious Shortage of Butter—Death of Prominent Grocer.

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., April 25.—The Easter grocery trade in Halifax was good in all lines, the volume of business being fully up to that of the same season last year. The market at the present time is well supplied with fruit, and green goods from the United States are arriving in fairly large quantities. Strawberries of fair quality are retailing at 35 cents per box. Lettuce, rhubarb, spinach, cabbage, tomatoes and Bermuda onions are now offered for sale. Vegetables are keeping well this season and good stocks of potatoes are available. They are retailing at 75 cents per bushel. Large quantities of produce are now being shipped from here to the West Indies.

* * *

Apple shipments from this port are falling off, as the season is about closed. The last shipment was made this week by the Furness liner, Shenandoah, which took eight thousand barrels. Carloads of the poorest quality of apples have been sent to the cider and vinegar works in the Valley during the past few weeks. No market could be found for this fruit, many of the dealers here refusing to handle it. There is still some good fruit held in the Valley and it commands high prices.

* * *

The heavy demand for eggs during Easter cleaned up the stocks on hand

The GRAY, YOUNG & SPARLING CO., Limited
SALT MANUFACTURERS
Granted the highest awards in competition with other makes.
WINGHAM ESTABLISHED 1871

Maple Sugar

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

Write me.

P. J. GIRARD
RICHMOND, - QUE.

PINEAPPLES are seasonable now, let us have your orders and prices will be **Right.**
THE DAWSON COMMISSION CO., TORONTO

and since then the receipts have been very limited. The continued cold weather has caused the hens to stop laying. Prices range about 17 cents per dozen.

* * *

The butter situation here is quite serious, and such a shortage has not been known for many years. The receipts of dairy butter are very limited, only a few small tubs are reaching the market, and these are readily bought up. According to information received here butter in Boston appears plentiful, and good creamery prints can be purchased there for 30 cents. During the past week it dropped one cent per pound in Boston. The scarcity of butter has caused a demand for preserves, molasses and dried fruits. Grocers report increased sales of these lines and also of syrups.

* * *

The receipts of maple products this season have been rather small, and the demand good. The sugar is quoted at 13 cents wholesale and the wax at 18 cents.

* * *

Poultry is very high and scarce. Fowls are quoted this week at 20 cents per pound. There is a demand for turkeys but none are offered.

* * *

Alexander Urquhart, junior member of R. Urquhart & Son, died very suddenly at his home on Spring Garden Road last Saturday. Mr. Urquhart's health had been failing for some time, but he was able to be at business on the day before his death. He was fifty-three years of age and had been engaged in the grocery business from his boyhood, the firm being one of the first to establish business in Spring Gardens. His father, who is a veteran in the grocery trade, is still able to attend to business and is to be seen daily behind the counter.

SOME CHANGES IN TORONTO.

The business at the corner of Brunswick and Sussex, which has been run for some time by A. Irving, has been taken over by Pattison Bros. The brothers, Ed. and Wesley, are two

bright young men who learned their trade in the store they now manage under the guidance of their uncle, Alex. Wray. The business was sold by Mr. Irving to R. W. Hollinger, who formerly ran a store on Clinton St., but about three weeks ago, Mr. Hollinger sold to Pattison Bros., the present proprietors. The young men deserve to do well and prospects are bright.

Geo. H. Hatt, who has been conducting a bright grocery business at 980 Bathurst St., has sold to Mrs. Forest.

Wm. Moore & Son, grocers, 402 Spadina Ave., have sold their business to Mr. Connor, who has recently come from Saskatchewan.

A WORD FOR CANADIAN PICKLES.

Own Product Compares Favorably With Imported Article.

The following letter, which came to us during the week, is self-explanatory:

Editor Canadian Grocer,—In your issue of 10th inst, your Vancouver correspondent makes the statement that one of the retail grocers of that city had drawn his attention to the fact that there was not being offered by the pickle manufacturers a green tomato pickle, such as his mother made, now we beg to take exception to this as we have been offering to the trade for the past seven years and are still offering these goods which are the perfected recipe of Mrs. Lea and we think that he will find that they have that same flavor and relish as the kind that his mother made, as in manufacturing these goods that is one point that we keep constantly before us. We realize that the consuming public today is looking for goods with the home-made flavor. Probably the reason your Vancouver correspondent could not refer this grocer to our goods is the fact that we have not been able as yet to supply the demand in Ontario even after increasing our capacity yearly for the last seven years. We would refer him to our advertisement in this issue where we are giving a short history of these goods.

Our reason for taking this matter up is that invariably in referring to the manufacturers of pickles the Canadian factories do not receive the recognition they deserve as they are at the present time offering the trade as fine a quality of goods as any that are being sold here by foreign manufacturers and at a price that is within reach of everybody.

The Lea Pickling & Preserving Co.,
Simcoe, Ont.

Geo. S. Hall, who is joining the Ontario traveling staff of Red Rose Tea, left for St. John on Tuesday, April 21, to get acquainted with the men and methods at the head office of the company.

A CHURCH FOOD FAIR

Pleasing Exhibits Made by Manufacturers of Grocery Products in St. Matthew's Church, Point St. Charles, Montreal.

The assembly room of St. Matthew's Church was the scene of a very fine food fair held last Thursday and Friday afternoons and evenings. The hall was decorated in a very artistic and charming manner, the prevailing decorative medium being long streamers of paper of red, white and blue entwined and fashioned into festoons and other artistic arrangements which went to produce a highly pleasing effect. The central part of the floor space was occupied by the Stewart Co., manufacturers of high-class confectionery. The Castle Blend Tea Co. and the Edwardsburg Starch Co. The Stewart Co. displayed a very fine line of confectionery which was arranged in the third booth in the centre. Mr. McManus, the Montreal representative, was in charge. Occupying the first position in the centre was the Edwardsburg Starch Co. with their line of corn syrups and starch. This was a very fine exhibit. Immediately behind them might be found the display by the Castle Blend Tea Co. A particularly interesting method of packing was on view in their exhibit, consisting of what was apparently a book, but which on opening the cover was found to contain three pounds of

tea instead of literature. Commencing at the left entrance and running around the room were seen the exhibits of such firms as Bovril, Ltd., the famous fluid beef people; E. W. Gillett, Co., Ltd.; Magic Baking Powder, and other products. Comfort Soap also grasped this opportunity for business publicity. In a corner next to the Comfort Soap was the exhibit of the Cowan Co., Toronto, which was in charge of two young ladies and their Montreal representative, E. J. Cowan. Mr. Cowan showed a desire to advertise specially their Maple Buds, which he was doing by distributing this wholesome product to those present. Near the last named exhibit was the booth of Dr. Price's Breakfast Foods, which, though not very large, was very nicely arranged. At the rear of the hall was situated a broad staircase, which made an admirable stand for a display of the famous Royal Household Flour. Next to this there was a donation booth where the ladies of the church had on sale various products given by the exhibitors and others. In this corner might be found also the display of the Bee Starch Co. On the right-hand side of the hall the products of the Ozo Co. were on exhibition, con-

sisting of jams, pickles, vinegars and sauces. These are strictly Canadian products which meet with the approval of those who are connoisseurs. The Imperial Ice Cream Co. placed themselves in the hands of the young ladies of the church who by those methods, peculiar to themselves, not only efficiently advertised the ice cream but augmented very materially the funds of their church.


PERSONAL NOTES.

C. N. Smith, accountant of the Red Rose Tea Co.'s Toronto office, is spending a couple of weeks' holidays in Boston.

R. Carignan, representing Laporte, Martin & Co., Montreal, left last week for a trip to Detroit and intervening western points.

Geo. V. Kneen, formerly traveler for seven years in Eastern Canada for Felsenaptha Co., has bought out the grocery of E. Brisson, 384 Bourbonniere St., Maisonneuve, Montreal.

F. R. Lawlor, M.P.; W. R. Drynan and R. L. Innis, of the Canadian Canners, Hamilton, were in Montreal Friday last. Messrs. Lawlor and Drynan left for the Maritime Provinces Saturday, while Mr. Innis returned to Hamilton. All the gentlemen were very much pleased with the display of their goods made by their agents, J. Alex. Gordon & Co., at the Exhibition of Groceries in the Arena.




"Brunswick Brand"

We have now new Pack of
Clams and Scallops

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

**Herring Tomato Sauce
Kipped Herring
Finnan Haddles and
Sardines**



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

Butter Fruit

The best is always satisfactory.
We handle Butter, Cheese, Eggs,
Fruits and Produce.

Let us handle your stock.

We buy, we sell.

When handling on commission
we get best possible price and
make prompt returns.

Write us to-day.

NICKERSON & HART,
HALIFAX, N. S.

P. O. BOX 352

MEN WHO SELL THINGS

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

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

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

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

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

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

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

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

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

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

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

MEN WHO SELL THINGS

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

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

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

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

Class
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CANAI

Classified Advertising

Advertisements under this heading, 1c. a word each insertion.

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

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

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

Yearly Contract Rates.

100 words each insertion, 1 year.....	\$30 00
" " " 6 months.....	17 00
" " " 3 months.....	10 00
50 " " " 1 year.....	17 00
" " " 6 months.....	10 00
25 " " " 1 year.....	10 00

BUSINESS CHANCES.

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

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

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

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

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

WANTED.

WANTED—A Multiple Drawer National Cash Register, second-hand. Apply to **J. M., Whig Office, Kingston**. (19)

FOR SALE

SHOWCASES and silent salesman. All kinds. The best value in Canada. **W. A. Andrews, 12 Elm St., Toronto. Phone Main 4673.** (19)

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

MAPLE SUGAR—Guaranteed pure. **Woodman & McKee, Coatcook, Que.** (22)

FOR SALE—Grocery store fittings. Up-to-date oak fittings, snap if bought at once. Write **Box 1325, Regina, Sask.** (19)

FOR SALE—\$100 easy money. You can just save \$100 on a new up-to-date National Cash Register used three months. Easy terms. **A. M. McLaren, Guelph.** (19)

FORTUNE SODA FOUNTAINS are for grocers and confectioners who do not wish to invest in an expensive fountain, or incur the trouble and expense of having cylinders charged. They take up small space and make large profits. Moderate price for cash or monthly instalments, or leased at five dollars for the season. Write for circular. **R. McGregor, 99 Gladstone avenue, Toronto.** (19)

SITUATIONS VACANT.

WANTED—Salesman for New Brunswick by leading wall paper manufacturer. Address **Box No. 193 CANADIAN GROCER.**

BOOKS FOR THE GROCER.

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

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

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

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

PERIODICALS.

ADVERTISING writers and business men interested in good printing should subscribe to Canada's only printing trade paper, **THE PRINTER AND PUBLISHER**. Subscription price \$2 per annum. Address, **10 Front Street East, Toronto.**

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. **THE BUSY MAN'S MAGAZINE, Toronto.**

COMPLETE information on books, stationery, fancy goods, music, photo supplies and kindred lines is given each month in **THE BOOKSELLER AND STATIONER**, of Canada. Subscription price \$1.00 per annum. Address, **10 Front Street East, Toronto.**

THE market reports make **HARDWARE AND METAL** a necessity to every hardware merchant, paint and oil dealer in Canada. It is mailed every Friday. Subscription price is \$2 per year. Address **HARDWARE AND METAL, Montreal, Toronto or Winnipeg.**

SITUATIONS WANTED.

WANTED—Man with 25 years experience in general store business is open for engagement as store manager. Good references furnished. Apply to **N. Roberval, Lake St. John, Que.** (18)

MISCELLANEOUS.

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

THE WHAT, THE WHY, THE WAY.—If you want to get well and stay well you can—without drugs or medicines. Learn the wonderful mission of the **INTERNAL BATH**. Our free booklet proves that 90 per cent. of human ailments are due to one cause, and tells you how to remove it. Write to **TYRRELL'S HYGIENIC INSTITUTE, 285 Fifth Ave., New York, N.Y.**

OFFICE SUPPLIES.

ELLIOTT-FISHER ADDING TYPEWRITERS

Elliott-Fisher Limited, 129 Bay St., Toronto

BOARD OF CUSTOMS AT OTTAWA.

Consider Several Questions of Interest to Grocery Trade.

A letter from our special correspondent in Ottawa last week notes a couple of items of interest to the trade. He says:

"The Board of Customs held an important sitting here on April 14th and 15th, when some dozen questions were under consideration. Among the tariff points debated was the question as to a special or dumping duty on syrup made in bond in England. It was held by the importer that this syrup should be classed as sugar and declared exempt from the special duty clause under the provisions of section 6 (e) of the Tariff Act, which provides for a special duty not exceeding 15 per cent., in addition to the regular duty. The departmental view is that a commodity of this kind is dutiable under item 140 of the several rates of duty, 35c per 100 lbs. (British), 45c (intermediate), and 50c per 100 lbs. (general tariff).

"A product invoiced as 'Fruit Pudding,' which is a compound of starch and coconut, with flavoring, was also before the Board. It was held that this article should be rated as a preparation having the qualities of starch under the provisions of item 39 of the Tariff Act, which reads as follows:

"Starch, including corn starch, potato starch, potato flour, and all preparations having the qualities of starch, the weight of the package to be included in the weight for duty, 1c per lb. (British), 1½c per lb. (intermediate and general)."

"The decisions of the Board will be promulgated in a few days."

NOTES.

J. P. Durand, grocer, London, has assigned.

J. T. Peck, grocer, Toronto, has gone out of business.

Frank McKim, grocer, Northbrook, Ont., has assigned.

C. & J. Haddad, general merchants, Parry Sound, have assigned.

The plant of "Metropolitan Oils and Soaps," Toronto, is offered for sale.

The assets of **Wilfrid Savard**, general merchant, Lorette, Que., have been sold.

P. M. McKay's Sons, grocers, Milton, Ont., advertise their business for sale.

Geo. E. Fligg, grocer, Toronto, has sold his business to **Harvey W. Willis**.

Geo. E. Knott, grocer and confectioner, Toronto, has sold his business to **Mrs. Lucy Joy**.

The general store business of the **Jos. St. Onge** estate, St. Onge, Ont., is advertised for sale.

Geo. B. Barrager, Nesbitt, Man., has taken over the general store business of **Sharp & Barrager**.

Frederick Marshall, general store-keeper, Huttonville, Ont., is discontinuing business.

Jamieson Bros., grocers and flour and feed dealers, North Dufferin, Toronto, have sold their business to the **Toronto Co-Operative Equitable Society**.

When a Customer Comes Back

It must be because of quality in the previous purchase. If you sell

Royal Sport and Hogen Mogen Cigars

your customers will always come back, though they be of the most exacting class of smokers. Obtainable from

The Sherbrooke Cigar Co., Sherbrooke, Que.

Tuckett's Orinoco Cut Tobacco

No better, just a little milder than

Tuckett's "T. & B." Myrtle Navy Cut Tobacco

The Geo. E. Tuckett & Son Co., Limited

HAMILTON, CANADA



TELL THEM!

are you
Looking

For a Clerk
For a Position
For a New Store
For a Buyer for your Business
For an Agent or an Agency.

Place a **WANT AD.** in The Canadian Grocer. It will tell its 10,000 or more readers from Halifax to Vancouver. Almost sure to bring you business. **1 cent a word.** That's all it costs.

THE CANADIAN GROCER, TORONTO

APPRENTICES

can Bank Money in a few weeks.
Work will take but a few hours a week.
You Need no Money because we provide the capital.
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.
If you will try it, we will send supplies at once. Your profits are large.

IN ADDITION

there are bonus prizes: a watch is one of these bonuses.
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

The MacLean Pub. Company
10 Front St. E., TORONTO

GROCERY FACTS.

Interesting Information Regarding the Regular Lines Handled by Grocers.

THE PEPPER TREE.

Though cultivated to some extent in southern Europe, Bulgaria, Servia and other places, the original home of the pepper is in the tropical zone, a great deal coming from the East Indies where large plantations flourish in the ideally adapted soil.

It grows very rapidly and unless checked, will reach a height of from 20 to 25 feet. However, to obtain the best results and the greatest fruit production, it is necessary to trim about 10 feet.

The pepper tree is of a climbing variety, and in the plantation greatly resembles our western hop fields with their network of supporting wires and poles.

The trees bear heavily, yielding two crops per annum, and the fruit grows in clusters of from 30 to 50 berries each. While ripe the berries are a bright red.

If picked while ripe, the berries will, upon being washed clean of the outer shell, or parchment, and sun-bleached, produce what is known as white pepper, while, if picked before they are allowed to ripen and sun-dried for two or three days, and then separated from the stock by hand-rubbing, they give us our black pepper.

Decorticated white pepper is obtained by grading the black pepper, according to the size of the berries, and subjecting it to a dampening process, after which it is run alternately through a decorticator and a tailing machine completely removing the black shell.—Toledo Grocer and Butcher.

PRESERVED GINGER.

Preserved ginger, both Chinese and that from the West Indies, are supposed to be prepared from the same kind of plant, Zingiber officinale, but Chinese is much more tender and succulent than the West Indian product—so much so that it is impossible to dry the rhizomes sufficiently to render them fit for export in the usual commercial form; if it had, dried ginger would have been exported from China long ago.

In China the young green tubers, or roots of the plant, are first scalded, then washed in cold water and peeled. They are next covered with a weak syrup (say, one pound lump sugar in six pints of water for twelve pounds of ginger), and left for two days. The syrup is then poured off and replaced by stronger syrup, and this is repeated two or three times until the syrup is made very thick (say, twelve pounds of sugar in twelve pints water, boiled and stirred till of the consistency of virgin honey), and the ginger swollen, bright and nearly transparent. The pieces of ginger thus charged with syrup are then packed in jars or glass bottles as close as possible and these are next filled up to the very top with more thick syrup, so as to leave no room for air. The bottles are finally corked

and the jars are made air-tight by pasting lids and parchment over them. The Chinese preserved ginger is nearly all prepared at Canton and Hong Kong.

TRADE NOTES.

Frank Tyler, general merchant, Muncy, Ont., has assigned.

Henry Beauchamp, general merchant, Deux Rivieres, Ont., has assigned.

M. Daher & Bros., general merchants, Cobalt, Ont., have sold their business.

The assets of J. M. Duguay, fruit dealer, of Hull, Que., have been sold.

The assets of the Dominion Tea & Crockery Co., Ottawa, have been sold.

Mistele Bros. & Co.'s general store at Rodney, Ont., was partly burned last week.

The assets of Thos. Deery, poultry dealer, Montreal, are advertised for sale by tender.

The assets of J. P. Landry, general store, Ste. Anastasie, Que., were sold on April 30th.

The general store of A. C. Landry, Ste. Flavie Station, Que., was partly burned last week.

Cain Bros., grocers and hardware, of Grand Valley, Ont., are succeeded by Cain & Nelson.

E. Littler, manager of Lowney's Canadian branch, returned last week from a short visit to Boston.

Chas. McNown's general store, Vankleek Hill, Ont., is now under the management of McNown & Robinson.

B. A. Fisher, representing the Walter M. Lowney Company, Montreal, is arranging for the opening of a branch in Quebec.

The Armour Packing Co., Chicago, are considering the placing of a distributing branch for western Canada in Fort Frances, Ont.

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer

MCDUGALL

Insist upon having them.
D. McDUGALL & CO., Glasgow, Scotland.

CLAY PIPES

Established 1887

JOS. COTE, QUEBEC

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC

N.B.—Also agent for the famous Manille Germainal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

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

BLACK WATCH

The Big Black Plug Chewing Tobacco.

Already a Big Seller

Sold by all the Wholesale Trade



gars

Que.

CCO

LCCO

imited

NTICES

ew weeks.
i few hours a week.
ney because we provide

a business by sending
without charge. The
f these will be used in

re will send supplies at
large.

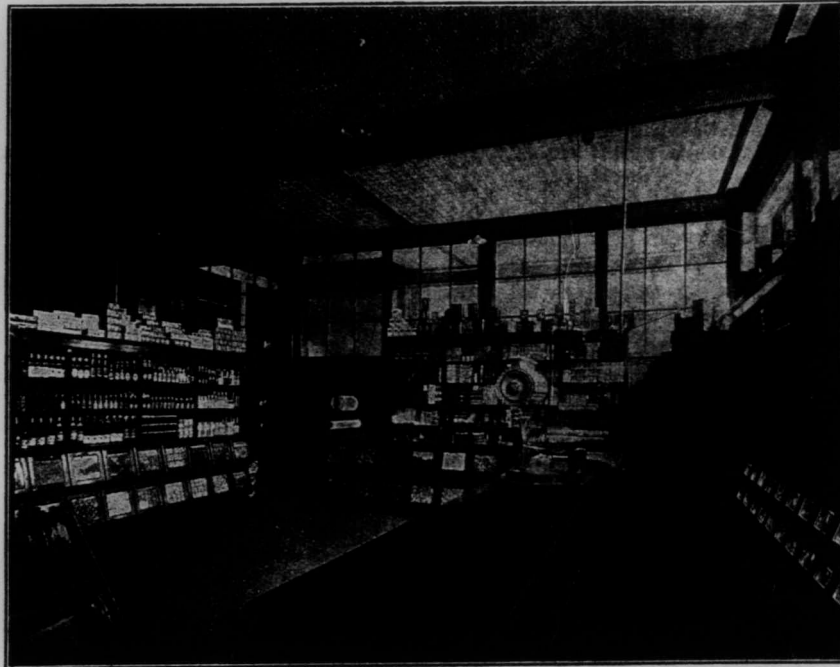
DITION

: a watch is one of these
ths are earning a large
money.

ONCE TO

Pub. Company
E., TORONTO

**IT IS TIME
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

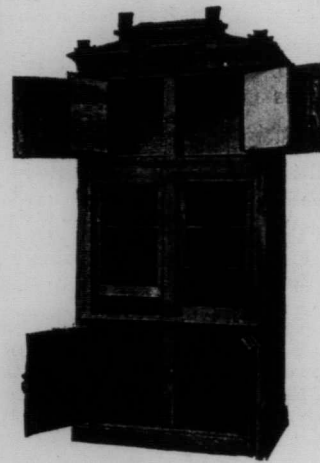
WALKER BIN FIXTURES

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co., Limited
Designers and Manufacturers of
Modern Store Fixtures
Berlin, Ontario

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



Still the Best on the Market

Arctic Refrigerator

Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Keeping Books By Machinery



There was a time when the only way to harvest grain was by means of a hand sickle. Then came the cradle, and finally the self-binder.

Some firms still stick to the old-fashioned way of keeping their books; and this in spite of the fact that the

Allison Coupon System

works automatically and like a piece of machinery and is as much cheaper and better as is the self-binder and thresher better than the sickle and flail. Here is how it works:

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes. Allison Coupon Books are recognized everywhere as the best. For sale by the jobbing trade everywhere.

Manufactured by

ALLISON COUPON CO.

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.
Canadian Agents

PAYS FOR ITSELF EVERY 90 DAYS



LASTS A LIFE TIME

The Perfection Computing Cheese Cutter

Does this. Ask one of the many thousand grocers who use it

SIMPLE ACCURATE ATTRACTIVE

Sold by all up-to-date jobbers or shipped direct from factory.

Shipped f.o.b. Hamilton Ont. Send all orders to

THE AMERICAN COMPUTING CO., OF CANADA

18 and 20 Mary St.,
HAMILTON, Ont.

Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

COUNTER CHECK BOOKS

and make business a pleasure.

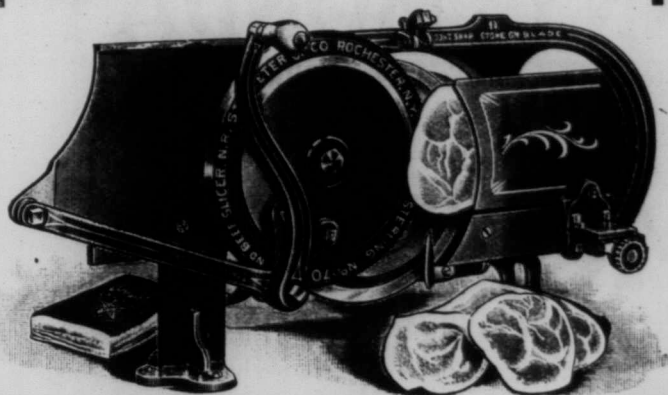
WE MAKE THE MERCHANTS' TAGS

The Merchants' Counter Check Book Co., Ltd.

**TORONTO - MONTREAL
Canada**

THE STERLING

Equal to any slicer at any price at one quarter the cost.



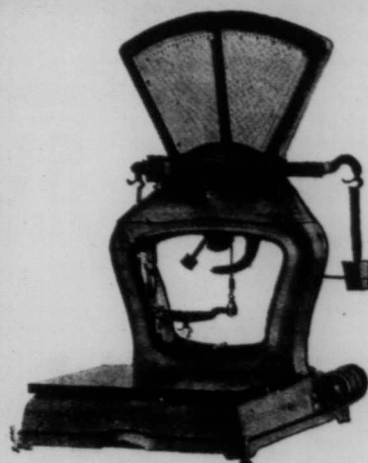
Do your customers complain at their bacon being cut too thick or their cooked ham being haggled and uneven?

Do you complain at the loss of the ends and the waste which occurs in the old way of cutting with a knife?

THE STERLING cuts to the last slice.

Write us for illustrated booklet and full information.

HOWARD BROS. Brantford
CANADIAN AGENTS



NO. 70 MODEL

Find out all about the **STIMPSON**—the only automatic computing scale that will weigh 100 lbs., therefore the only one that will handle all your business.

A post card sent us will bring complete information or a call from a representative.

STIMPSON COMPUTING SCALE CO.
DETROIT, MICHIGAN

No. 16 St. Viateur St., - OUTREMONT, QUE.
" 53 Scott Block, 274 Main St., - WINNIPEG, MAN.
" 15 Court House Block, Robson St., VANCOUVER, B.C.
A. L. DENT, - - - WOODSTOCK, ONT.

BEFORE
YOU
BUY
A
COMPUTING
SCALE

Boston Special

Absolutely Automatic



All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

The Dayton
Over 210,000 Scales sold. Are you one of the users?

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

HAVE YOU BOUGHT YOUR AWNING?

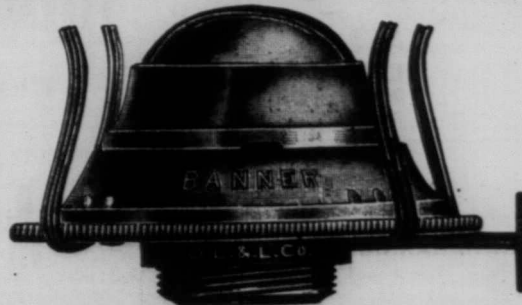


The time is rapidly approaching when you will need it. Our awnings are not only attractive, but are durable, well finished—the kind that stand sunshine and rain, calm and storm; are the same at the end of the season as the day bought. Only expert help employed; and finest materials. No matter for what purpose you need an awning we can supply you, also tents, tarpaulins, horse covers, etc.

Send for Prices and Particulars.

THOMAS SONNE, Sr.
JAS. F. SONNE, Proprietor and Manager
193 Commissioners Street, - Montreal

Banner Lamp Burners



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

**BANISH
"BLUE MONDAY"**

**SELL
SUNNY MONDAY**

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

Your stock is not complete
without our new LAUNDRY SOAP

SUNNY MONDAY

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

YOUR CUSTOMERS should try it and avoid the aching backs which cause "Blue Monday."

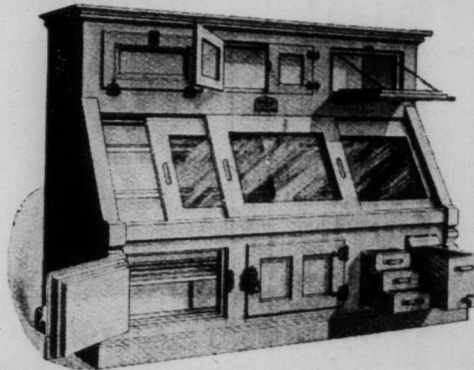
**SUNNY MONDAY
SAVES LABOR, TIME, CLOTHES
FUEL, TEMPER, MONEY
THERE IS PROFIT IN IT FOR YOU**

"SUNNY MONDAY BUBBLES WILL WASH AWAY YOUR TROUBLES."

Mr. Grocer, Be up-to-date and use the

**Aubin's
Patent
Refrigerator**

Perfect Dry Air Circulation.
Highest testimonials from leading grocers in Canada.



Made in 10 sizes.
Silver Medal Quebec Exhibition.
Diplomas:
Ottawa, Montreal and Toronto

**C. P. Fabien
Manufacturer
Montreal**

Toronto Sample Room: Stewart & Co.
Representative, 178 Victoria St.

WHEN FITTING UP YOUR STORE

it'll pay you to let me quote prices. I will design and make the kind of fittings that really will suit you.

Write or Phone NOW.

J. HOWELL JAMES
333 Lippincott Street, TORONTO
PHONE COLLEGE 2880

Five hundred neatly printed Business Cards, Bill-
heads or Dodgers one dollar. Full line of Price Tickets
and Window Cards. Samples and price list on application

FRANK H. BARNARD, PRINTER
246 Spadina Ave. Telephone Main 8357, Toronto

SPRAGUE

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

DON'T WHINE!

**When Collections
are Slow**

Send them to

The Beardwood Agency
313 New York Life Bldg.
MONTREAL

**AND WE WILL GET THE
MONEY FOR YOU.**

**Queen City Water
White Oil**

GIVES PERFECT LIGHT

The most economical high-grade oil ever
sold in Canada.

FOR SALE EVERYWHERE

*When writing advertisers kindly
mention having seen the advertise-
ment in this paper.*

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 1, 1908.

Baking Powder.
W. H. GILLARD & CO.

Diamond—		
1-lb. tins, 3 doz. in case		\$1 00
1-lb. tins, 5 "		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.	24lb.	10 50
1-doz.	5lb.	19 75

MAGIC BAKING POWDER

Cases.	Sizes.	Per doz.
6 doz.	5c.	\$0 40
4 "	4-oz.	0 60
4 "	6 "	0 75
4 "	8 "	0 95
4 "	12 "	1 40
4 "	18 "	1 45
4 "	18 "	1 65
4 "	18 "	1 70
1 "	24-lb.	4 10
1 "	5 "	7 30
1 "	6 oz.	Per case
1 "	12 "	\$4 55

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime	\$0 95
1 lb.	1 40
5 oz.	1 95
1 lb.	2 55
1 lb.	3 85
1 lb.	4 90
3 lb.	13 60
5 lb.	23 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime	\$0 93
1 lb.	1 33
5 oz.	1 90
1 lb.	3 45
1 lb.	3 70
1 lb.	4 65
3 lb.	15 20
5 lb.	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—	
1 lb. tins, 3 doz. in case	\$1 20
1 lb. " 2 " "	0 80
1 lb. " 4 " "	0 45

THE ROBERT GREIG CO., LTD.

White Swan Baking Powder—	
1 lb. tins, 3-doz. in case, per doz.	2 60
1 lb. " " " "	1 20
1-lb. " " " "	0 8

Blue.

Kerr's Orford, per lb.	\$0 17
In 10-box lots or case	0 18
Gillett's Mammoth, 1 gross box.	2 00

Brooms.

Nelson's—	Per doz.
Pansy	\$1 65
Shamrock	3 45
Thistle	3 35
Daisy	3 00
Special 25	2 25
Bamboo A	3 95
" B	3 40
" C	3 10
" D	2 95

Cereals.

Wheat OS, 1-lb. pkgs., per pkg.	0 08
1-lb. portion bags, per bag.	
EBY, BLAIN CO. LTD.	
Meat of Wheat, per case	4 30
Wheat OS, 16 lb. bags	0 19
" Pickaninney" Buck Wheat Flour	doz. 1 00
" Pancake Flour,	" 1 00
" Pastry Flour,	" 1 00

THE ROBERT GREIG CO., LIMITED

White Swan Breakfast Food, 2-doz. in case, per case.	\$3 50
The King's Food, 2-doz. in case, per case.	\$3.
White Swan Barley (riapa, per doz., \$1.	
White Swan Self rising Buckwheat Flour, per doz. \$1.20.	
White Swan Self-rising Pancake Flour, per doz. \$1.20.	



White Swan Wheat Kernels, per doz.	\$1.40
White Swan Flaked Rice, per doz.	\$1.
White Swan Flaked Peas, per doz.	\$1.

COCONUTS and TOBACCO.
THE ROBERT GREIG CO., LIMITED.

Cocoa—	
Perfection 1-lb. tins per doz.	\$4 50
Perfection, 1/2-lb. per doz.	2 40
" 1 lb.	1 30
" 10c. size "	0 90
5-lb. tins per lb.	0 37
Condensed cocoa cream and sugar, doz	2 35
Soluble, bulk, per lb.	0 18
London Pearl per lb.	0 25
Special quotations for Cocoa in bbls., kegs, etc.	
Unsweetened Chocolate— Per lb.	
Plain Rock, 1/2-lb. cakes, 12-lb. boxes	0 40
1-lb.	0 40



Sweet Chocolate—

Guernsey's Dessert 1-lb. cake, 12-lb. boxes, per lb.	\$0 38
Queen's Dessert, 6's, 12-lb. boxes, \$0 41	
Vanilla, 1/2-lb. 12-lb. boxes per lb.	\$0 35
Parisian 8's, lb. \$0 30	

Ingredients for cake—

Chocolate, white, pink, lemon, orange, almond, maple and cocoanut cream, in 1-lb. pkgs., 2-doz. in case.	
Chocolate—	
Maple buds, 5-lb. boxes, lb.	0 31
Vanilla wafers.	0 35
" nonpareils, 5-lb. box	0 35
" 2, 5-lb. boxes, lb.	0 28
" 2, nonpareils "	0 28
Ginger, 5-lb. boxes, lb.	0 30
milk sticks, box.	1 35
Milk cakes, 5c. size, box.	1 35

EBY'S.

Agents, C. E. Colson & Son, Montreal.	
In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.	0 35
Smaller quantities	0 37

REMBOLD'S COCOA
A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case	\$0 90
" " " " "	2 40
" " " " "	4 75
" " " " "	9 00

JOHN F. MOTT & CO.'S.
R. S. McIndoe, Agent, Toronto.
Arthur M. Loucks, Ottawa.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
R. J. Bodington & Co., Calgary, Alta.
Standard Brokerage Co., Vancouver, B.C.

MOTT'S DIAMOND CHOCOLATE

Elite, 1/2 (for cooking), doz	0 90
Prepared cocoa, 1/2	0 32
Prepared 1/4's	0 30
Mott's breakfast cocoa, 1/2's	0 42
" " " " "	0 42
" No. 1 chocolate, 1/2's	0 36
" Navy " " "	0 32
" Vanilla sticks, per gross.	1 01
" Diamond chocolate, 1/2's	0 25
" Plain chocolate liquor	0 34
" Sweet Chocolate Coatings	0 25

WALTER BAKER & CO., LIMITED. Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes	\$0 43
Breakfast cocoa, 1-5, 1/2, 1 & 5-lb. tins	0 43
German Sweet chocolate, 1/2 and 1-lb. cakes, 5 lb. boxes	0 30
Caracas Sweet chocolate, 1-lb. cakes 6-lb. boxes	0 35
Auto Sweet chocolate, 1-6 lb. cakes, 3 and 5 lb. boxes	0 35
Vanilla Sweet chocolate, 1-6 lb. cakes 6-lb. tins	0 47
Soluble cocoa (hot or cold soda) 1-lb. tins	
Cracked cocoa, 1-lb. pkgs., 5-lb. bags	0 38
Caracas tablets, 100 bundles, tied 5s, per box	3 00

The above quotations are f.o.b. Montreal

COCONUT.
CANADIAN COCONUT CO., MONTREAL.

PACKAGES—	
5c., 10c., 20 and 40c. packages packed in 15 lb. and 30 lb. cases	Per lb.
1 lb. packages	0 36
1 lb. " "	0 27
1 lb. " "	0 28
1 and 1/2 b. packages assorted	0 34
1 and 1/2 b.	0 27

1/2 lb. " in 5 lb. boxes	0 28
1 lb. " " "	0 29
1 lb. " in 5, 10, 15 lb. cases	0 37

Bulk—

In 15 15 lb. pails and 10, 25 and 50 lb. boxes.	Pails.	Tns.	Bbls.
White Moss, fine strip.	0 19	0 21	0 17
Beat Shredded.	0 18		0 16
Special Shred	0 17		0 15
Ribbon	0 19		0 17
Ma-aroon	0 17		0 15
Desiccated	0 16		0 14
White Moss in 5 and 10 lb. square tins, 21c.			

THE ROBERT GREIG CO., LTD.

White Swan Coanut—	
Featherstrip, pails	0 16
Shredded	0 15
In packages 2-oz., 4 oz., 8-oz., lb.	0 28

CONDENSED MILK.
TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.)	\$4 85
"Reindeer" brand per case (4 doz.)	5 80



COFFEES.
EBY, BLAIN CO. LIMITED.
Standard Coffees.

Roasted whole or ground. Packed in damp-proof bags and tins.	
Club House	\$0 32
Nectar	0 30
Empress	0 28
Duchess	0 6
Ambrosia	0 25
Plantation	0 22
Fancy Bourbon	0 20
Bourbon	0 18
Crushed Java and Mocha, whole	0 17
" " " " " round	0 14
Golden Rio	0 14

Package Coffees

Gold Medal, 1 and 2 lb. tins, whole or ground.	0 30
Cafe, Dr. Gourmet's, 1 lb. Fancy Glass Jars, ground	0 30
German Dandelion, 1/2 and 1 lb. tins, ground	0 22
English Breakfast, 1 lb. tins, ground	0 18

THOS. J. LIPTON retail wholesale

Lipton's "Special" blend coffee, 1 lb. tin, ground or whole	0 40
---	------

JAMES TURNER & CO. Per lb.

Mecoa	\$0 32
Damasco	0 25
Calro	0 10
Sirdar	0 17
Old Dutch Rio	0 13

PATTERSON'S "CAMP" COFFEE ESSENCE
Agents, Rose & Ladame, Montreal and Toronto.

5 oz. bottles, 4 doz. per doz.	1 75
10 " " " "	3 00
Rep. quarts, 1 "	6 50
Imp. " " " "	9 00

THE ROBERT GREIG CO., LTD.
White Swan Blend.



1-lb. decorated tins, 32c. 1-lb.	
Mo-Ja, 1-lb. tins, 30c. 1-lb.	
Mo-Ja, 1-lb. tins, 28c. 1-lb.	
Mo-Ja, 2-lb. tins, 28c. 1-lb.	

Cafe des Epicures—1-lb. fancy glass jars, per doz. \$3.00.

Cafe l'Aromatique—1-lb. amber glass jars, per doz. \$4.

Presentation. (with 3 tumblers), \$10 per doz

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins	\$0 33
"Gilt Edge" in 2 lb. tins	0 32
Canadian Souvenir 1 lb. fancy lithographed canisters	0 3

Cheese.

Imperial—	
Large size jars, per doz.	\$3 25
Medium size jars, " "	4 50
Small size jars, " "	2 40
Individual size jars per doz.	1 00



Imperial holder—

Large size, doz. 18 00	
Med. size " 17 00	
Small size " 12 00	

Roquefort—

Large size, doz. 1 40	
Small size, " 2 40	

Confections
THE COWAN CO., LTD.

Cream Bars, 6's, a sorted flavors, box	1 80
Milk Chocolate sticks, 36 in box	1 35
10c. cake, 36 in box	2 55
Chocolate Wafers No. 1, 5-lb. boxes, lb.	0 33
" No. 2 "	0 25
Maple Buds, 5-lb. boxes, lb.	0 36
Nut Milk Chocolate, 1-lb. cakes, 12-lb. box, lb.	0 40

These prices are F.o.b. Toronto.

Coupons Books—Allison's.
For sale in Canada by The Eby Blain Co. Limited, Toronto. C. O. Beauchemin & Pils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	
Un-covered and num Coupons	
bound, numbered	

Allison's Coupon Pass Book

In lots of less than 100 books, 1 kind assorted.	4c.	44c.
100 to 500 books	3c.	3c.
100 to 1,000 books	2c.	2c.

00 to \$5 00 books 3 cents each
50 books 4 " "
100 " 5 " "
150 " 5 " "
200 " 7 " "
250 " 8 " "
300 " 11 " "

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 " " " " "	3 00
" 4 " " " " "	4 50
" 30 " " " " "	4 75

THOMAS J. LIPTON
Prices on application.

JELL-O ICE CREAM POWDER
FOR MAKING ICE CREAM
Pays 50¢ Profit

Assorted Case.

Contains 2 doz.	\$2.50
Chocolate (Straight)	Contains 2 doz. \$2.50
Vanilla (Straight)	Contains 2 doz. \$2.50
Strawberry (Straight)	Contains 2 doz. \$2.50
Lemon (Straight)	Contains 2 doz. \$2.50
Unflavored (Straight)	Contains 2 doz. \$2.50

Weight 8 lbs. per case. Freight rate 2nd class

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " " " "	1 25
" " " " " "	1 25
" " " " " "	1 25

Flavoring Extracts.

SHIRRIFF'S	
1 oz. (all flavors) doz.	1 00
2 " " " "	1 75
3 " " " "	2 00
4 " " " "	2 25
5 " " " "	2 50
6 " " " "	2 75
8 " " " "	3 50
10 " " " "	4 00
12 " " " "	4 50

Discounts on application.

Jams and Jellies.
BATOR'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Ladame, Montreal and Toronto.



Another Store-keeper Sued for Damages

RISING SUN  **SUN**
SUN **&** **PASTE**
STOVE POLISH  **STOVE POLISH**
IN CAKES **IN TINS**

MORSE BROS., Props. - Canton, Mass., U.S.A.

Dangerous stove polishes continue to get store-keepers into trouble. The daily papers of Detroit, early this month, report Mrs. A. D. ——— is seeking to recover in the courts \$15,000 from Mr. C. G. ——— who sold her some inflammable, liquid stove polish that exploded and severely burned her face and arms.

Wise store-keepers will keep out of trouble by handling only the stove polishes which are safe in the hands of the user. **RISING SUN** Stove Polish and **SUN PASTE** Stove Polish are made by reliable processes and are absolutely free from dangers of fire or explosion. **PUSH THEM.**

ROWLEY'S

Finest Selected Valencia Raisins

Place your open orders early and ensure the best brands and **EARLY DELIVERY.**

Rowley's Valencia Shelled Almonds

Specially Selected for the Canadian market in 14 lb. and 28 lb. boxes.

Rowley's Seedless Valencias ARE Seedless.

UNDERDOWN and CRICHTON,

London, England

Valencia, Spain

Denia, Spain

AGENTS—Wm. C. Christmas, Montreal; E. T. Sturdee, St. John, N.B.; Grant, Oxley & Co., Halifax, N.S.; Eugene Moore, Toronto; Carman, Escott & Co., Winnipeg.



ROERSOLL, 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.

THE A1 SAUCE

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

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

For particulars and prices write our Agent

H. HUBBARD, 27 Common St.,
MONTREAL.

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



1-lb. glass jar, screw top, 4 doz., per doz \$ 2 30
THOMAS J. LIPTON
Prices on application.
T. UPTON & CO.
Compound Fruit Jams—
12-oz. glass jars, 3 doz. in case, per doz. \$1 00
2-lb. tins, 3 doz. in case.....per lb. 0 07 1/2
5 and 7-lb. tin pails, 8 and 9 pails in
crate.....per lb. 0 07 1/2
7 and 14-lb. wood pails.....per lb. 0 07 1/2
30-lb. wood pails.....per lb. 0 07 1/2
Compound Fruit Jellies—
12-oz. glass jars, 3 doz. in case, per doz. 1 00
2-lb. tins, 3 doz. in case per lb..... 0 07 1/2
7 and 14-lb. wood pails, 8 pails in crate
per lb. 0 07 1/2
30-lb. wood pails.....per lb. 0 07 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. jam) 3 doz. in
case.....per doz. \$1 50 2 90
5, 7, 14 and 30-lb. pails, per lb.....0 09 0 13
Jelly Powders
GENESEE PURE FOOD CO.



Assorted Case, Contains 4 doz. \$3.60
Assorted Case, Contains 3 doz. \$1.80
Lemon (Straight) Contains 3 doz. \$1.80
Orange (Straight) Contains 3 doz. \$1.80
Raspberry (Straight) Contains 3 doz. \$1.80
Strawberry (Straight) Contains 3 doz. \$1.80
Chocolate (Straight) Contains 3 doz. \$1.80
Cherry (Straight) Contains 3 doz. \$1.80
Peach (Straight) Contains 3 doz. \$1.80
Weight 8 lbs. per case; freight rate 2nd class

THE ROBERT GREIG
White Swan, 15 flavors.
1 doz. in handsome
counter carton, per
doz., 90c.



List price 4 3/4
'Shirriff's' (all
flavors), per doz. 0 90
Discounts on ap-
plication.

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD
LARD COMPOUND.

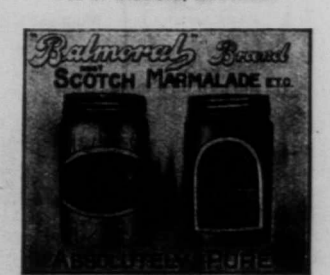
Tierces....\$0 09
1-bbls. 0 09 1/2
Tubs, 90 lbs. 0 09 1/2
30-lb. Pails, 2 00
30-lb. tins.. 1 90
Cases 3-lb.. 0 10 1/2
" 5-lb.. 0 10 1/2
" 10-lb.. 0 10 1/2



Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper....per lb. \$0 40
Fancy boxes (36 or 50 sticks)....per box 1 25
" Ringed " 5-lb. boxes.....per lb. 0 40
" Acme " pellets, 5-lb. cans....per can 3 50
" " (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb.
cans.....per can 3 00
Licorice lozenges, 1-lb. glass jars.... 1 75
" 30 5-lb. cans..... 1 50
" Purity " licorice 10 sticks..... 1 42
" 100 sticks..... 0 73
Dulce large cent sticks, 100 in box.....

Lye (Concentrated).
GILLET'S PERFUMED. Per case.
1 case of 4 doz.....\$5 50
3 cases of 4 doz.....\$5 50
5 cases or more.....\$4 40

Marmalade.
J. W. WINDSOR, MONTREAL



Scotch Marmalade, 1 and 3 lb. glass jars
1, 4, 5 and 7 lb. tins.
Orange Jelly Marmalade, 1 and 3 lb. glass
1 and 7 lb. tins

Preserved Ginger Marmalade, 1 lb. glass jars.
Pineapple " 1 " "
Green Fig " 1 " "
Green Fig and Ginger " 1 " "
Lemon " 1 " "
Grape Fruit " 1 " "
Prices and special quotations.

T. UPTON & CO.
12-oz. glass jars, 3 doz. case....per doz. \$ 1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 3 doz. case,
per doz..... 1 75

SHIRRIFF BRAND
"Imperial Scotch"—
1-lb. glass, doz.... 1 55
2-lb. " " " " " 2 80
4-lb. " " " " " 4 65
7-lb. " " " " " 7 35
"Shredded"—
1-lb. glass, doz.... 1 90
2-lb. " " " " " 3 10
7-lb. tins, " " " " " 9 25



THOMAS J. LIPTON
Prices on application.
Mince Meat.
Wetley's condensed, per gross net...\$12 00
per case of doz. net..... 3 00

Mustard.
COLMAN'S OR KERR'S.
D.R.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. 1 75
" 1-lb. tins..... " 1 45

Olive Oil.
LAFORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pta. 24's 6 50
" pta. 36's 25

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Laframme, Montreal and
Toronto.
1-pint bottles, 3 & 5 doz., per doz..... 0 90
1-pint " 3 doz..... 1 75
THOMAS J. LIPTON
Prices on application.

Soda.
COW BRAND.



Case of 1-lb. contain-
ing 50 packages pe-
box, \$3 00.
Case of 1-lb. (con-
taining 120 pkgs.
per box, \$3 00.
Case of 1-lb. and 1-
lb. (containing 20
1-lb. and 80 1/2-lb.
pkgs.) per box, \$3 00.
Case of 50 pkgs. containing 20 pkgs., per
box, \$3

MAGIC BRAND. Per case
No. 1, cases, 50 1-lb. packages.....\$ 2 75
No. 2, " 120 1-lb. " " " " " 2 75
No. 3, " 60 1-lb. " " " " " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs.
1 case..... 2 85
5 cases..... 2 75

Soap and Washing Powders.
A. F. TIPPET & CO., Agents.
Marspole soap, colors.....per gross \$10 90
" black..... 12 20
Oricle soap..... 10 20
Gloriola soap..... 12 00
Straw hat polish..... 18 20

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton. \$ 0 07
No. 1 " " 2-lb. " " " " " 0 07
Canada laundry..... 0 05
Silver gloss, 5-lb. draw-lid boxes. 0 05
Silver gloss, 5-lb. tin canisters. 0 05
Edward's silver gloss, 1-lb. pkg. 0 05
Kaga silver gloss, large crystal. 0 05
Benson's satin, 1-lb. cartons. 0 05
No. 1 white, 6-lb. and 8-lb. 0 05
Canada White Gloss, 1-lb. pkg. 0 05
Benson's enamel.....per box 1 50 to 2 00

Culinary Starch—
Benson & Co.'s Prepared Corn.... 0 07
Canada Pure Corn..... 0 05
Rice Starch—
Edwardsbury No. 1 white, 1-lb. car. 0 10
" " " " or blue,
4-lb. lumps..... 0 25

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 05
Finest Quality White Laundry—
1-lb. Canisters, cases of 40 lb. 0 10
Barrels, 20 lb. 0 05
Kaga, 20 lb. 0 05

The Slogan of the Future

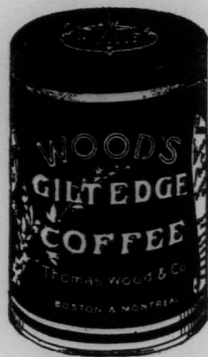
An expert in trade progress makes this bold statement:
 "Each year it becomes more and more necessary for the retailer to confine his attention to goods of known value."

And on the firm and lasting foundation of merit and worth

WOOD'S COFFEES

stand forth. Their "known value" has been demonstrated for more than a quarter of a century.

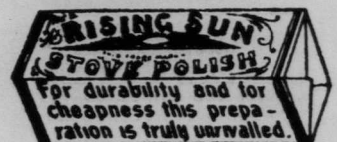
The Grocer who "confines his attention" to them reaps his reward in profitable trade.



ESTABLISHED 1879

Canadian Factory and Salesrooms:
 No. 428 St. Paul Street - - - MONTREAL

Lil White Gloss—	
1-lb. fancy cartons, cases 90 lb.	0 08
6-lb. toy trunks, 8 in case.....	0 08
6-lb. enameled tin canisters, 8	
in case.....	0 08
Kegs, ex. crystals, 400 lb.....	0 07
Brantford Gloss—	
1-lb. fancy boxes, cases 90 lb.....	0 08
Canadian Electric Starch—	
Boxes of 40 fan y pkgs., per case	3 00
Chal. in 8 " " " " " "	
Boxes of 45 cartons, per case....	3 60
Culinary Starches—	
Challenge Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 64
No. 1 Brantford Prepared Corn—	
1-lb. packages, boxes 40 lb.....	0 07 1/2
Crystal Maize Corn Starch—	
1-lb. packages, boxes 40 lb.....	0 07 1/2
SAN TOY STARCH.	
pkgs, cases 5 doz., per case..	4 75
ST. LAWRENCE STARCH CO., LIMITED.	
Ontario and Quebec.	
Culinary Starches—	
St. Lawrence corn starch, 40 lb.	0 07 1/2
Durham corn starch, 40 lb.	0 06 1/2
Laundry Starches—	
No. 1 White, 4-lb. cartons, 48 lb.	0 07
" " 8-lb. cartons, 36 lb.....	0 07
" " 200-lb. bbl.....	0 06 1/2
" " 100-lb. kegs.....	0 06 1/2
Canada Laundry, 40 to 46 lb.....	0 06
Ivory Gloss, 8-6 family pkgs., 48 lb	0 08
" " 1-lb. fancy, 30 lb.....	0 08
" " large lumps, 100-lb kegs	0 07
Patent starch, 1-lb. fancy, 36 lb.	0 08
Arrow Glass 1-lb. packages 48-lb	0 06 1/2
Coldwater Ivoryine Starch, per	
box, 40 pkgs.....	3 00
Stove Polish.	
Rising Sun, 6-oz. cakes, 4-gross boxes	4 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes...	10 00
Sun Paste 5c. size, 4-gross boxes....	5 00



JAMES' DOME BLACK LEAD	
6a size.....	Per gross \$1 40
2a " " " " " " " " " "	2 50
NICKLE PLATE STOVE POLISH.	
Pints.....	2 90
Quarts.....	5 40
1/2 gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50
Syrup.	
EDWARDSBURG STARCH CO., LTD.	
"Crown" Brand Perfection Syrup.	
Barrels, 60 lbs.....	0 24 per lb.
Half-barrels, 350 lbs.....	0 03 1/2 "
Kegs, 150 lbs.....	0 03 1/2 "
2-gal. pails 2 1/2 lbs.....	1 25 each
3 " " 3 3/4 lbs.....	1 10 "
Plain tins, with label—	
5 lb. tins, 3 doz. in case.....	2 40
10 " " " " " " " " " "	2 75
10 " " " " " " " " " "	2 65
50 " " " " " " " " " "	2 60
(5, 10 and 50 lb. tins have wire handles.)	
ST. LAWRENCE STARCH CO., LIMITED.	
Bee Hive Brand Corn Syrup.	
Barrels, 60 lbs.....	0 03 1/2 per lb.
Half-barrels, 350 lbs.....	0 03 1/2 "
Kegs, 150 lbs.....	0 03 1/2 "
2-gal. pails 2 1/2 lbs.....	1 25 each
3 " " 3 3/4 lbs.....	1 10 "
1-lb. tins, 24 in case, per case ..	2 40
5-lb. " " " " " " " " " "	2 75
10-lb. " " " " " " " " " "	2 65
50-lb. " " " " " " " " " "	2 60

Teas.

SALADA CEYLON.

Wholesale. Retail.

Brown Label, 1's, 1/2's	00 25	00 30
Green Label, 1's and 1/2's	0 27	0 35
Blue Label, 1's, 1/2's, 3's and 4's	0 30	0 30
Red Label, 1's and 1/2's	0 36	0 50
Gold Label, 1/2's	0 44	0 50

RAM LAL'S PURE INDIAN TEA

WARRANTED ABSOLUTELY PURE
 AS MANUFACTURED ON THE
 GARDENS OF INDIA.

Cases, each 50 1-lb.	00 35
" " 60 1-lb.	0 35
" " 120 1-lb.	0 35

Chewing—Currency, 12s. and 6 1/2s....	0 46
" Old Fox, 12s.....	0 45
" Snowshoe, 6 1/2s.....	0 51
" Pay Roll, 7 1/2s.....	0 56
" Stag, 10 oz.....	0 45
" Bobbs, 6s. and 12s.....	0 45
" " 10 oz. bars, 6 1/2s.....	0 45
" Fair Play, 8s. and 12s.....	0 53
" Club, 6s. and 12s.....	0 46
" Universal, 12s.....	0 47
" Dixie, 7s.....	0 56

LIPTON'S TEA

Thomas J. Lipton
 75 Front St.
 East,
 Toronto.

MELAGAMA TEA.

put up in 60 and 100 lb. boxes.

Wholesale	Retail
Black, green, mixed, 1/2s.....	0 70 1 00
" " " " " " " " " "	0 35 0 80
" " " " " " " " " "	0 44 0 60
" " " " " " " " " "	0 40 0 60
" " " " " " " " " "	0 38 0 50
" " " " " " " " " "	0 35 0 50
" " " " " " " " " "	0 30 0 40
" " " " " " " " " "	0 32 0 50
" " " " " " " " " "	0 25 0 30
" " " " " " " " " "	0 24 0 30

JOS. COTE, QUEBEC.

Cigars, per thousand.

Cote's Fine Cheroots, 1-10.....	\$15
V. H. C., 1-30.....	25 00
St. Louis (Union), 1-30.....	33 00
Champion, 1-30.....	35 00
El Sergeant Premium, 1-30—1-40.....	55 00
J. O. Ol, Havana F. Finos, 1-30.....	75 00

Wholesale	Retail
Green label, 1's only.....	0 20 0 25
Blue " " " " " " " " " "	0 24 0 30
Orange " " " " " " " " " "	0 24 0 40
Pink " " " " " " " " " "	0 35 0 50
Red " " " " " " " " " "	0 44 0 60
1/2's and 1's.....	0 44 0 60
Gold " " " " " " " " " "	0 50 0 70

LIPTON'S TEA

EXTRA CHOICEST BLACK TEA
 CEYLON AND INDIA.
 BLEND A
 HALF-TEA BLEND.

MELAGAMA TEA.

Out tobaccos.

Petit Havana, 1-12—1-6.....	0 40
Quessel, 1-4, 1-3.....	0 63
Cote's Choice Mixture, 1-lb tins.....	0 68
" " " " " " " " " "	0 75
" " " " " " " " " "	0 7
" " " " " " " " " "	0 0

For gross.

Rising Sun, 6-oz. cakes, 4-gross boxes	4 50
Rising Sun, 3-oz. cakes, gross boxes	4 50
Sun Paste, 10c. size, 4-gross boxes...	10 00
Sun Paste 5c. size, 4-gross boxes....	5 00

LUDELLA CEYLON TEA

KOLONA PURE CEYLON TEA

Ceylon Tea, in 1 and 1-lb. load packages, black or mixed.

Black Label, 1-lb., retail at 50c.....	00 20
" " " " " " " " " "	00 21
Blue Label, retail at 50c.....	0 22
Green Label, " " " " " " " " " "	0 30
Red Label, " " " " " " " " " "	0 35
Orange Label, " " " " " " " " " "	0 42
Gold Label, " " " " " " " " " "	0 55

Veterinary Remedies.

W. F. YOUNG

Absorbine, per doz.....	\$18 00
Absorbine Jr., per dozen.....	9 00

Per gross.

6a size.....	\$1 40
2a " " " " " " " " " "	2 50
NICKLE PLATE STOVE POLISH.	
Pints.....	2 90
Quarts.....	5 40
1/2 gallons.....	5 10
Gallons.....	4 80
gallons.....	4 50

Wholesale. Retail.

Blue Label, 1's.....	00 20	00 25
Blue Label, 1/2's.....	0 21	0 25
Orange Label, 1's and 1/2's.....	0 23	0 30
Brown Label, 1's and 1/2's.....	0 28	0 40
Brown Label, 1/2's.....	0 30	0 40
Green Label, 1's and 1/2's.....	0 35	0 50
Red Label, 1/2's.....	0 40	0 50

LAPORTE, MARTIN & OIE, LTD.

Wholesale. Retail.

Wood's Primrose, per lb.	0 40	0 60
" Golden Rod.....	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40
Pack in 1-lb tins. All grades—either black, green or mixed.		

Woodenware.

BOEKH'S BAMBO CARPET BROOMS.

Made of extra selected fine carpet brush. Decorated bambo handles, very light and strong.

A-4 string, plush finish.....	\$4 70
B-4 " " " " " " " " " "	4 00
C-4 " " " " " " " " " "	4 10
D-4 " " " " " " " " " "	3 95
F-4 " " " " " " " " " "	3 65
G-3 " " " " " " " " " "	3 40
I-3 " " " " " " " " " "	2 90

Per case.

5 lb. tins, 3 doz. in case.....	2 40
10 " " " " " " " " " "	2 75
10 " " " " " " " " " "	2 65
50 " " " " " " " " " "	2 60
(5, 10 and 50 lb. tins have wire handles.)	

BLUE RIBBON TEA CO., TORONTO

Wholesale. Retail.

Yellow Label, 1's.....	0 27	0 35
" " " " " " " " " "	0 31	0 35
Green Label, 1's and 1/2's.....	0 23	0 30
Blue Label, 1-lb.....	0 19	0 25
Green Label, 1/2.....	0 30	0 35
span 1s.....	0 19	0 25

WOOD'S PURE PACKAGE TEA

THOMAS WOOD & CO.
 Montreal and Boston

CANE'S WIRE HOOP WOODEN TUBS.

No. 0, per doz. \$11 00	No. 1, per doz. 9 00
No. 2, " " 7 50	No. 3, " " 6 50

CANE'S WIRE HOOP WOODEN PAILS

No. 1, 2-hp. pails.....	\$1 90
No. 1, 3-hp. pails.....	2 05

CANE'S WASHBOARDS.

Pony per doz.....	\$ 110
Crown.....	1 75
Improved Globe.....	1 95
Standard Globe.....	2 15
Original Globe.....	2 35
Superior Globe.....	2 50
Newmarket King.....	2 70
Jubilee.....	2 75
Diamond King Glass.....	3 35

Wholesale. Retail.

White Label, 1's, 1/2's and 3's.....	0 35	0 50
Gold Label 1's and 1/2's.....	0 42	0 60
Purple Label, 1/2's and 3's.....	0 55	0 80
Embossed, 1/2's and 3's.....	1 10	1 60

WOOD'S PURE PACKAGE TEA

Wholesale. Retail.

Wood's Primrose, per lb.	0 40	0 60
" Golden Rod.....	0 35	0 50
" Fleur-de-Lis.....	0 30	0 40
Pack in 1-lb tins. All grades—either black, green or mixed.		

THE EMPIRE TOBACCO CO., LIMITED

Smoking—Empire, 4s. 6s. and 12s....	\$0 46
" Amber, 8s and 3s.....	0 60
" Ivy, 7s.....	0 50
" Rosebud, 7s.....	0 15

CANE'S CLOTHESPINS.

5 gross loose, per case.....	5 cases. single 0 57
4 " " packages, per case..	0 61
6 " " " " " " " " " "	0 82

Yeast

Royal yeast, 3 doz 5 cent. pkgs.....	\$1 10
Gillett's cream yeast, 3 doz. in case ..	1 10

BATGER'S

Lime Juice Cordial

**ALREADY SWEETENED,
DELICIOUS FLAVOUR,
REFRESHING,
QUENCHES THIRST,
SELLS WELL,
VERY HANDY,
DOES NOT NEED SUGAR.**

These are just a few reasons why you should STOCK BATGER'S LIME JUICE CORDIAL. If you have not ordered it would be well to do so now. Results will please you.

AGENTS:
ROSE & LAFLAMME, Limited
MONTREAL & TORONTO.



"Sun Burst" Reg'd.

"Non-Pareil" Reg'd.

"Salad, Edible and Cooking Oils"

WINTER PRESSED

- Highly recommended.
- Guaranteed under the Pure Food Act.
- A substitute for Lard.
- The Quality of these Oils is their recommendation.
- Be sure and specify these brands when ordering from your wholesaler.

Stock carried at Montreal.
Prices and Samples on application.

Phone M. 6785

J. M. BRAYLEY,

MANAGER KENTUCKY REFINING CO., Incorporated
55 ST. PAUL ST., MONTREAL

INDEX TO ADVERTISERS.

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		Thomas, J. P. 2	
		Tippet, Arthur P., & Co. 1	
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		Truro Condensed Milk Co., Limited. 70	
		Tuckett, Geo. E., & Son Co. 88	
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		Woods, Walter, & Co. 72	
		Y	
		Young, Thomas, Soap Co. 89	
		Young, W. F. 18	

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Chocolats Mourisse, Montreal
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Mott, John P., & Co., Halifax, N.S.
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