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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

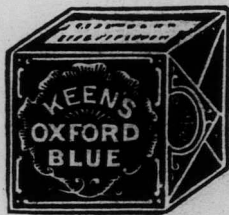
VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, FEBRUARY 22, 1907.

NO. 8.

Quality

is the argument all the time with



KEEN'S OXFORD BLUE

Quality begets confidence of your
customers and holds their trade

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

Syrup that is ALL Syrup and has every quality to make it perfect is

"CROWN" BRAND TABLE SYRUP

PUT UP IN TINS	
2-lb. tins—cases 2 doz.	Also in Brls., ½ Brls Kegs and Pails.
5 " " " 1 "	
10 " " " ½ "	
20 " " " ¼ "	

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

Rich, clear golden color, fine body,
delicate flavor, and nourishing.

For sale by all jobbers

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

35 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

164 St. James Street
MONTREAL, P.Q.

CLASSIFIED LIST OF ADVERTISEMENTS ON PAGE 68

C & B QUALITY

is the highest quality in chutneys, gingers, preserves, pickles, soup tablets, vinegars, etc.—in fact any of the 101 lines we put up. So well known is the general superiority of our products that they are now recognized by the trade and public alike, as THE STANDARDS from which the quality of other brands is judged.

Is it not as well for your store to be known as keeping only one class of goods—THE BEST?

The best goods bring the best trade—that of people with money, who can afford to pay for good goods, and who place large orders.

THE C & B goods are sellers and a trial order will convince you of the advisability of stocking them regularly.

CROSSE and BLACKWELL

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON

MONTREAL.

SPECIAL LINES FOR SPRING MONTHS,

Preserved Gingers—China Ginger, Crystallized Ginger,
Ginger Chips, and Sweet Stem Ginger.

Fi

Every
“

TH

Standard Fish Specialties

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

QUALITY TELLS



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

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

Don't Substitute!

WE STRONGLY FAVOR GOVERNMENT INSPECTION.

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

The Thistle Canning & Curing Co.

DIGBY NECK, NOVA SCOTIA.

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



MANUFACTURERS' AGENTS AND BROKERS' DIRECTORY



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

BARBADOES, W. I.

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

HALIFAX, N.S.

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

MONTREAL.

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

J. T. ADAMSON & CO.
Customs Brokers
and Warehousemen

27 St. Sacrament Street, Montreal

TEL. MAIN 778. BOND 28.

REGINA.

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

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

TORONTO.

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

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

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

McGAW & RUSSELL
Manufacturers' Agents and Importers
Room 302, St. James Chambers, cor. Church and Adelaide Streets, TORONTO.
Highest References. Correspondence Solicited.
Phone Main 2647

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

FISH
Agents for Leonard Bros.
St. John, N.B.
Now in stock "PURE COD" also "GEM OF THE SEA," one and two lb. blocks.
W. H. MILLMAN & SONS
Brokers
TORONTO

TORONTO.

ACADIA SUGARS
XXX Granulated
No. 1 Yellow
Guaranteed absolutely Pure Cane product.

Anderson, Powis & Co.
Toronto Agents

WINNIPEG.

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

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

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

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

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

(Continued on page 4).

A dollar saved is a dollar earned—

You can save the dollar by placing your order with us
NOW for a 5-case shipment of

ROLLED OATS— 5-lb.
package
—with handsome china premium—

We have been selling very freely and have only a limited quantity left, the extra dollar is just as good to you as to your competitor, and so as to get in before its too late, send us your order **NOW—**

The brand is one of the best known on the market.
The quality is guaranteed—by us and the miller—

The EBY, BLAIN CO., Limited

Wholesale Grocers

TORONTO

Minimum
of
Trouble

Maximum
of
Profit

BLUE RIBBON
TEA

Does credit to your recommendation, brings new customers and gives them absolute satisfaction.

ALWAYS RELIABLE

Blue Ribbon Tea Co. Limited, 12 Front St. E., Toronto

Manufacturers' Agents—Continued.

H. W. MITCHELL
WINNIPEG, MAN.

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

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

Wholesale Brokers and Storage
Warehousemen.
CENTRALLY LOCATED.
Can handle a few additional lines.

ASHLEY & LIGHTCAP

Manufacturers' Agents and Wholesale Commission Brokers

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

Highest References. Correspondence Solicited.

214 PRINCESS STREET, - - - WINNIPEG

ESTABLISHED 1897

SCOTT, BATHGATE CO. BROKERS AND COMMISSION MERCHANTS

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

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

SHALLCROSS, MACAULAY & CO.

VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

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

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

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



This design a guarantee of quality.

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

...ESTABLISHED 1849...

BRADSTREET'S

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

Offices Throughout the Civilized World

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

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

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

VANCOUVER.

C. E. JARVIS & CO.

Manufacturers' Agents
Wholesale Only

Flack Block, Vancouver



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

Write for prices and sample package

CHINESE STARCH

OCEAN MILLS, MONTREAL

Modern Merchandising

demands modern methods. The ALLISON COUPON BOOK is a strictly modern Convenience and Safeguard against mistakes and consequent loss of money. It is better than any pass-book, punch or check system ever invented, and its absolute accuracy makes it the CHEAPEST SYSTEM on this big earth—excepting, of course, the cash system.



See here:

IF A MAN WANTS CREDIT

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

For Sale in Canada by

THE EBY BLAIN CO., Limited, TORONTO.

C. O. BEAUCHEMIN & FILS, MONTREAL.

WM. T. SLOANE, WINNIPEG, MAN.

ALLISON COUPON CO.,

Manufacturers

Indianapolis, Indiana.

Do not accept a substitute for any article advertised in these columns. Insist on getting what you ask for.

Place your orders **NOW** for spring shipment of Jams, Jellies, Marmalades, Catsups, Etc.

1st. To ensure early shipment.

2nd. To secure your requirements before any possible advance in prices. Jam Stocks are very low, and some varieties are even now exhausted.

Aylmer and Simcoe Jams, Jellies and Marmalades are the most popular goods on the market, because they are the **BEST.**

The sales of these Jams in 1906 were nearly twice as great as in 1905, and four times as great as in 1904. **QUALITY DID IT.**

Ask your wholesaler for Aylmer Pure Fruit Preserves. They are equal to the best imported.

CATSUPS

Aylmer and Delhi Catsups have captured the market solely because of their superior quality, and attractive appearance.

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

Quality Did It.

CANADIAN CANNERS,
LIMITED

THIS SHOULD BE OUR DAY

were we disposed to take advantage of the greatest advance, on all teas, which has taken place in the last ten years. We have prepared ourselves for this, with a great big stock, and we would rather sell you more with a fair margin than less with a big profit. **ASK FOR SAMPLES. IT WILL PAY.**

No change on	Condor's Japan, in bulk,	- - -	18c. to 42½c.
"	" Condor Japan, in lead packets	- - -	27½c.
"	" Golden Pheasant Japan and Ceylon		
	Green, in lead packets, at	- - -	20c.
"	" Condor Ceylon black, in lead packets,		
	20c., 23c., 26c., 30c., 34c. and 40c.		
"	" Old Crow Blends, Black Teas, in fancy		
	bronzed tins, 18½c., 22½c., 25c., 30c., 35c.		

Teas Just in

121 Boxes	China Imperial Gun Powder Tea	- - -	13½c.
132	" Pea Leaf " "	- - -	20c.

Special Offer

850 x 40-lb. **Boxes Ceylon Green Gun Powders, Pea Leaf, 20c. to 25c., Pinhead, 22½c. to 30c.**

100 Boxes China Pinhead Gun Powder, at - - - 27½c.

350 Chests, **our own brands choice flavory Ceylon Black Teas. OLD PRICES.**

Conway Pekoe, 17½c.; **Kilton** Pekoe, 22½c.; **Concordia** Pekoe, 32½c.

If you want to make customers and keep them, try these beautiful liquoring Ceylons.

ALTERATION—Lest our English speaking friends forget the name of Madam Huot's Coffee, we have added on the label a fine **Rooster**, between the English and French flags, making easy to remember the **Alliance** or **Rooster brand**. It will, however, be as usual, Madam Huot's, the best Coffee in the land. Put up in 1-lb. tins at 32c.; 2-lb. tins, 62c. per tin.

The E. D. Marceau Co., Limited
MONTREAL

When You Order

"SALADA"

TEA

You are sure that you have the best.

You are sure that it will sell readily.

You are sure of the future good-will of your customers.

"SALADA" means satisfied customers.

Satisfied customers mean an increased trade.

Write us for terms:—

"SALADA" Toronto or Montreal

"SALADA" received the Highest Award and Gold Metal at St. Louis, 1904.



GILLETT'S LYE has many uses.

It makes soap, it cleans baths, sinks, dishes, pans, cans, refrigerators and everything about the home.

The Grocer who knows the uses of

GILLETT'S LYE

knows the great demand there is for an all 'round good cleaner.



Gillett's Chemical Works, Established 1852



GROCERS who are determined to command the best trade of their community always keep in stock

"Sterling"

Brand

Pickles

the ever popular made-in-Canada pickle.

The T. A. LYTLE CO.

Limited

TORONTO,

CANADA



**Y. & S.
SCUDDER
M. & R.**

STICK LICORICE

ACME PELLETS
M. & R. WAFERS
LOZENGES, ETC.

and a complete line of
Hard and Soft Licorice Specialties.

Price Lists and Illustrated Catalogue on request.

National Licorice Co.

Brooklyn, N.Y.

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

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

Begin the New Year Wisely

by stocking up with the famous

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,

LIMITED

Hallifax, - Nova Scotia

Agents

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

All
Valencia
Raisins
packed by

MAHIQUES DOMENECH & CO.

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

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

"W. Abel" Standard
Quality

4 Cr. Layers

ed
Fine Off-Stalk

Agents: Rose & Laflamme
Montreal and Toronto

**Make a Specialty
of Specialties**

Money is made in hand-
ling good specialties, such
as

**Paterson's
Worcestershire
Sauce.**

It pleases your customer,
is easy to sell, because
low in price, and there is
money in it for you.



ROSE & LAFLAMME
Agents - Montreal

“O.K.”

REGISTERED

England's Foremost Fruit Sauce

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

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

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

\$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

Gezyl Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone. Main 6285

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

THE CANADIAN GROCER

CURRANTS

Vostizza, Patras, Fine Filiatra. **Finest growths dry cleaned fruit. Prices right.**

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

Credit and Money

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

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

Windsor Salt

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



Trees, Shrubs, Vines, Roses

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

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

BROWN BROS. COMPANY, LIMITED

NURSERYMEN

BROWN'S NURSERIES P.O., ONT.

Has it ever occurred to you that

RED ROSE TEA

HAS GOT TO BE GOOD ALL THE TIME?

The very fact of it having gained such a high reputation has a tendency to make those who use it more harsh in their criticism if it ever fails to come fully up to their expectations.

No man requires to watch his everyday actions so closely as the man who has achieved a high reputation for honor and ability. A mistake, at once, makes him a target for public criticism. It is just so with Red Rose Tea. Its high standard of quality must be maintained every day. Any mistake would be keenly criticised by those who have learned to have confidence in it.

Therefore I am bound not only to keep the quality higher than other teas, but to keep it absolutely uniform.

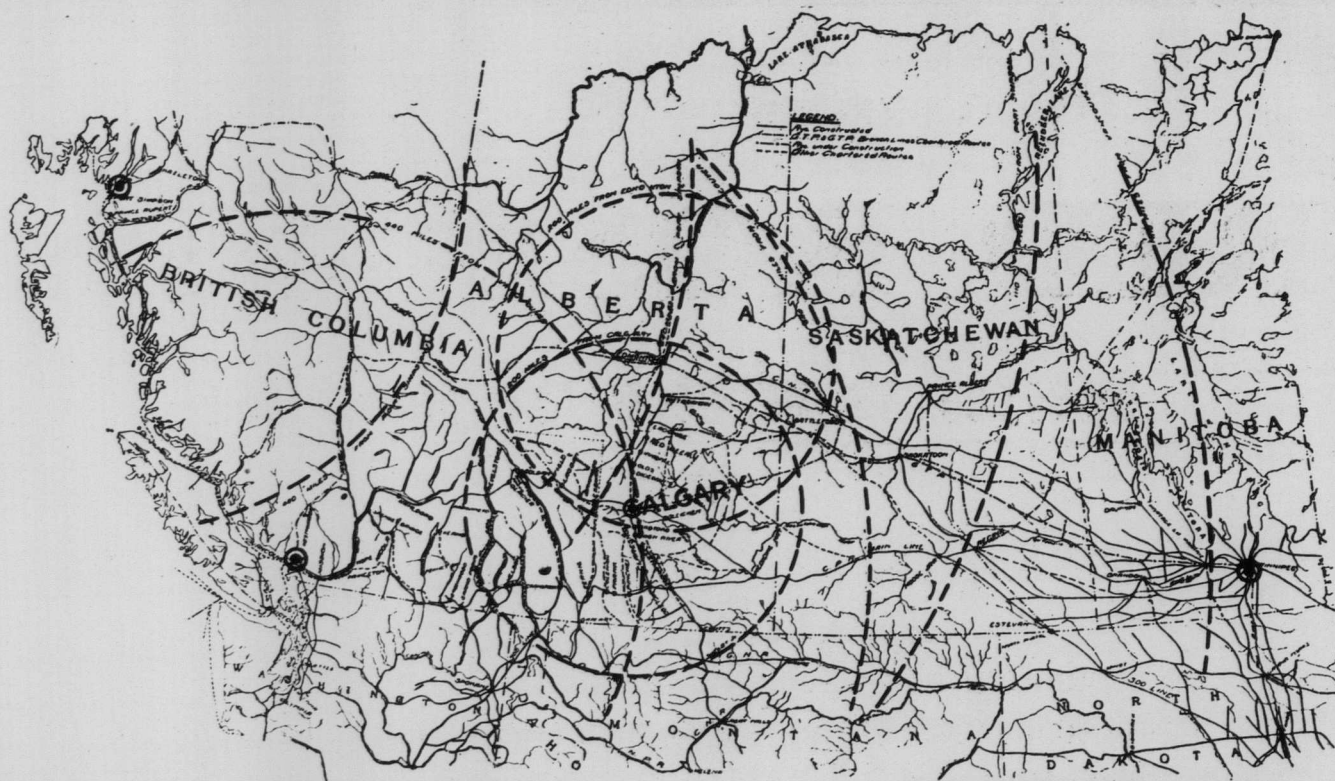
Red Rose Tea will help increase your tea business.

Toronto Office,
3 Wellington St., East

GEO. H. CAMPBELL,
Manager

T. H. ESTABROOKS,

St. John, N.B.



CALGARY, ALBERTA

CALGARY'S AIM

IS TO HAVE A POPULATION OF

100,000

IN TEN YEARS

DOES THIS INTEREST YOU, MR. MANUFACTURER ?

Do you want a share of the immense volume of business to be had from a city of this size?
If so, now is the time to place your account in reliable hands.

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

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

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

NICHOLSON & BAIN

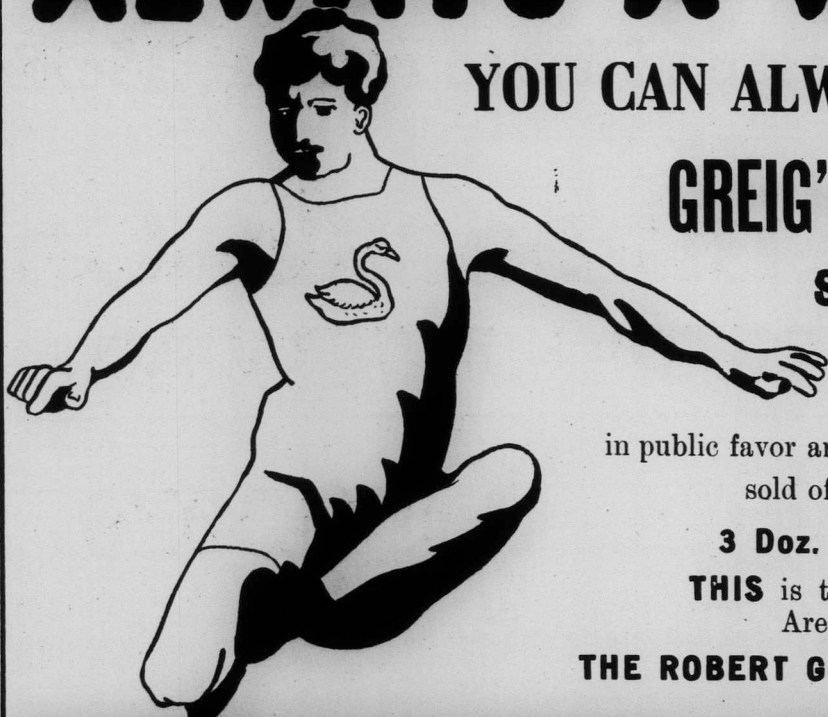
Wholesale Commission Merchants and Brokers

CALGARY, ALTA.

Head Office

WINNIPEG

ALWAYS A WINNER



YOU CAN ALWAYS DEPEND ON

GREIG'S WHITE SWAN **BUCKWHEAT**

Self-Rising FLOUR

IT LEADS

in public favor and is undoubtedly the most largely sold of any brand in Canada.

3 Doz. Packages in a Case.

THIS is the time the people want it.
Are you ready for the trade?

THE ROBERT GREIG CO., Limited, TORONTO

GREIG'S White Swan BRAND

GIRAGE JACQUOT CANADIAN AGENCY

We are now open to receive importation orders for the Famous French Boot Blacking

GIRAGE JACQUOT

the best known on earth.

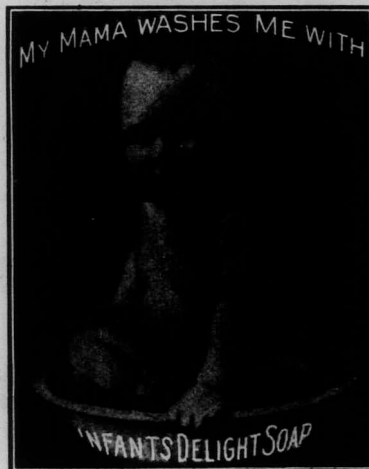
Write or Phone for Quotations

LEFORT IMPORTING CO. LIMITED

No. 56 St. Francois Xavier St.
MONTREAL

Telephone M n 76

YOU GET
LARGE PROFITS and PLEASSED CUSTOMERS
FROM
**INFANTS' DELIGHT
SOAP**



ORDER NOW
**JOHN TAYLOR & COMPANY
TORONTO**

CANADA'S LEADING PERFUMERS AND SOAP MAKERS

Ceylon Japan Tea

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

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO** and **PETERBORO**

Wholesalers. Grocers.

Consignments of

WALNUTS

ALMONDS

FILBERTS

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

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

Agents—W. B. BAYLEY & CO.
Cor. Church and Colborne Sts., Toronto.

SYMINGTON'S
EDINBURGH
COFFEE ESSENCE

ALWAYS READY!
ALWAYS PURE!
ONE STANDARD
QUALITY!

UNQUESTIONABLY THE VERY BEST
TO BE HAD OF ALL WHOLESALEERS **THOS. SYMINGTON & CO. - EDINBURGH**

Manufacturers !



Attention !

Are you **successfully represented** in

BRITISH COLUMBIA ?

If not, write to-day to the up-to-date Brokers,

The Standard Brokerage Co., Limited
VANCOUVER, B.C.

We want **good goods** to sell. You want **good representatives** to sell them.

(Track Warehouse)

ARTHUR NELSON, Managing Director

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

Frame-Food Co., Ltd.,

Southfields, London, S.W., England.

ROWAT'S

The name that applies
to

PICKLES and
OLIVES

means

Quality the best
Profit satisfactory
Business increasing

You can't wish for more.

All jobbers.

Diamond E. Blend Coffee

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

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

S. H. EWING & SONS, MONTREAL

EASY

Easy to buy and easy
to sell—that's

'Camp' COFFEE

No coffee sells so well. No coffee
pleases so well. No coffee pays
so well. Have you stocked it
yet? Order to-day from your
wholesaler. You will not
regret it.

R. PATERSON & SONS
Coffee Specialists, GLASGOW.

Agents—
**Rose & Laflamme
Montreal**



You Sell

a really good article, a line that will satisfy
your customer, please the lady of the house
and bring her back to your store, when
she asks for sardines and you give her

Alibert Sardines

Besides, you make a good substantial pro-
fit on every case. Isn't this a line you
should push during Lent? Our special
shipment is almost here.

Order early to ensure prompt delivery.
Satisfaction guaranteed.

C. A. CHOUILLOU & CO.
14 Place Royale
MONTREAL



The Finest
Family Polish
on the Market.

BLACK JACK

AT YOUR JOBBERS'

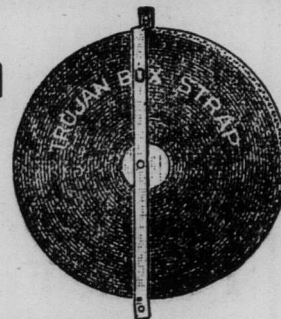
Improved

Trojan Hoop Iron

on individual hangers of
300 ft. each.

Packed 20 reels to the case.
Made in 1/2, 5/8, 3/4 and 1-inch

Very handy, why don't you
stock it?



J. N. WARMINTON

43 Scott St., Toronto

207 St. James St., Montreal

HOP BLEND TEA

A scientific blend of finest selected Ceylon Teas with Kentish Hops—a perfect, healthful blend. Sold to the best trade in England and Canada. Retail at 50cts. Send for samples or trial package of 50 lbs. We are agents for Canada. Guarantee to sell.

Tartan
BRAND
SIGN OF PURITY

LENT—A Full Assortment of Fish SPECIALS

Brls.—Duff's Selected Labrador
Hf.-Brls.—Sea Trout
Hf.-Brls.—Labrador Salmon
Hf.-Brls.—Mackerel
100-lb. cases Gaspe Cod, Boned and Skinned

PHONE 596 FREE TO BUYERS.

BALFOUR, SMYE & CO.,
Wholesale Grocers, HAMILTON

Ten Thousand People



Every hour of every day prove to their utmost satisfaction that our

Maple Syrups and Sugars

are the purest, wholesomest and best on the Canadian Market.

Mr. Grocer! Are you getting your share of the profits?

That is the point for you to decide. Because all grocers who have tested or sold them concede first place to our brands.

N. B.—The public are insisting on pure goods and the Grocer who is handling the Genuine Article stands to get more business.

Our Absolute Guarantee on every can or bottle.

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

Our Salesman

—in print, goes into tens of thousands of homes in Canada and sells Mathieu's Syrup to those who are troubled with coughs and colds.

Mathieu's Syrup of Tar and Cod Liver Oil

There is a constant demand in this season for Mathieu's Syrup. It is the only tonic cure made. It carries a good profit—it sells largely and quickly. The demand is constant and large. See to it that you are able to supply this demand. Send your order along for another supply. It will be filled and shipped promptly.

Mathieu's Nervine Powders—the best little cure for big headaches and nerve pains. Makes money for you.

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

For sale at all druggists and general stores

FISH

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

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

Mackerel, in bbls. and half-bbls.

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

Order early and have the goods when wanted.

W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE

CANADA SUGAR REFINING CO.

LIMITED

Montreal

“You don't know what you can do until you try,”

is an old saying and true. It applies to your tea trade also. Try your customers with **pure, clean, healthy and invigorating**

Japan Teas

Watch the increased Trade.

SOAP PRICES

The prices, quality and sizes of

Sunlight Soap

and

Lifebuoy Soap

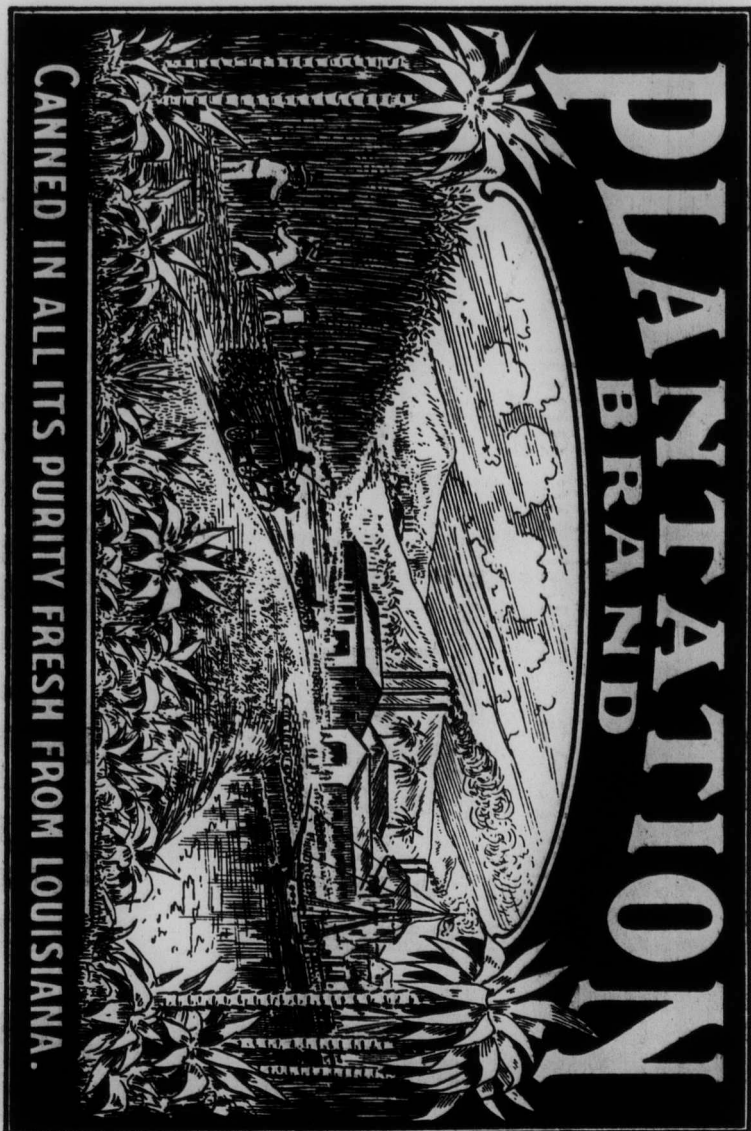
are

Unchanged

Do not be misled by interested parties who tell you differently.

We have no intention of tampering with the profits of our friends as some other makers have.

Lever Brothers Limited, Toronto



CHOICE
NEW ORLEANS
MOLASSES
FOR COOKING
& BAKING PURPOSES
SUGARS LIMITED MONTREAL.

Why handle Black Strap and inferior grades of mixed so-called New Orleans Molasses when you can get the genuine at the same price? Ask your jobber for **PLANTATION BRAND.**

SUGARS LIMITED, MONTREAL

Pure
Fruit
Marmalade

SEVILLE
ORANGE

BLOOD
ORANGE

LEMON

GRAPE
FRUIT



Pure
Fruit
Jam

RASPBERRY
STRAWBERRY

PEACH

PLUM

BLACKBERRY

CRAB APPLE
JELLY

GRAPE JELLY

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

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

ORDER FROM YOUR JOBBER

SUGARS LIMITED, MONTREAL

FOREWARNED
IS
FOREARMED

Vegetable stocks held by Pickle Makers
are very low.

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

BETTER BE SURE THAN SORRY

THE OZO CO., Limited
MONTREAL



H O N E Y

Is one of the scarcest commodities on the market.
We have a good supply of absolutely pure Honey in

60 pound tins

Cases 6-10 pound tins

“ 12-5 “ “

“ 24-2 “ “

Our prices are very attractive. Enquire of travellers.

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

People Want Royal Crown Witch-Hazel Toilet Soap

- they have read our advertising
- and they've found our Soap all it is claimed to be — healing, beautifying, cleansing.
- Once they buy it they want it always.

It pays dealers to order early and largely.



The **ROYAL CROWN**
Limited,
Winnipeg, Man.

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

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

William Galbraith & Son

**WHOLESALE
GROCERS**

Best of everything in Groceries.

Your wants attended to promptly and satisfactorily. Full assortment of Canned Goods, Dried Fruits, Teas, Coffees and general lines.

Prices the lowest, consistent with quality.

William Galbraith & Son

68 McGill Street, Montreal

Western Retailers Cut Loose from East

At Annual Meeting in Winnipeg Decide to Sever Affiliation Entered Into a Year Ago—General Merchants Separate Also From the Hardwaremen—Large Increase in Membership During the Year, But Many Are Behind With Subscriptions—Organizer Appointed for the Country—Better System of Organization Proposed—
W. G. McLaren, Souris, the New President.

(By Canadian Grocer's Special Correspondent.)

An enthusiastic convention of the Retail Merchants' Association of Western Canada was held in Winnipeg in the association rooms on Thursday, February 14th. Owing to the snow blockades on the railways and the uncertainties and dangers of travel by rail this winter the gathering was not quite so large as it otherwise would have been. Under the circumstances, however, there was a surprisingly good attendance, and the new president and his executive have every encouragement to prosecute the work of the association vigorously during the coming year.

Unfortunately, too much of the time of the association was taken up with a discussion of the constitution and the relations of the association with the Dominion Association, of which Mr. Trowern of Toronto is secretary. It seems unfortunate that associations and debating societies and clubs must have constitutions, for the constitutions are almost invariably the subject of a great deal of fruitless discussion. However that may be it is undoubtedly unfortunate that the Western Association ever entered into relations with the Retail Merchants' Association of Canada, of which Mr. Trowern of Toronto is secretary. The only result obtained was to create a hopeless confusion of ideas as to the standing of the various bodies thereby affected, and at the meeting last week the Gordian knot was cut and the Western Association is once again as free and independent as when it was first organized.

Organizer for the Country.

The report of the secretary showed a gratifying growth of the association in the city of Winnipeg, but not so much progress in the country as might be desired. The work is too big for any one man to do and accordingly it was decided to engage Mr. Wilfrid Ledoux, of Arnaud, Man., as an assistant organizer to prosecute the work in the country districts and assist in the organization of local country sections. The choice is a wise one for Mr. Ledoux has always displayed an enthusiastic interest in association work, and he is moreover an effective speaker and a man of good organizing ability. Having been a retailer himself he can talk from experience to brother merchants in the west and it may confidently be expected that with the assistance of Mr. Ledoux, Secretary Coulson will be able to make great progress in the country districts during the next few months.

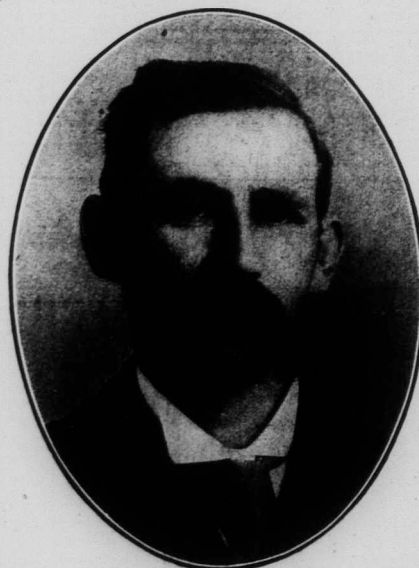
The Register.

An examination of the register shows the following names of those in attendance:

J. D. Baine, Boissevain, Man.; J. J. Kehler, Gretna, Man.; J. A. Decosse, Somerset, Man.; R. H. McLeod, Beaver, Man.; R. W. Morrison, The Commercial,

Winnipeg; T. Hill, Russell, Man.; N. Holmes, Macgregor, Man.; G. W. Stockton, Carlyle, Sask.; H. May, Stonewall, Man.; J. S. Ruddell, Frobisher, Sask.; F. R. Munro, The Canadian Grocer, Winnipeg; A. Friesen, Altona, Man.; J. P. Langill, Giroux, Man.; A. K. Stewart, Rosenfeld, Man.; W. G. McLaren, Souris, Man.; W. A. Paynter, Tantalton, Sask.; J. F. Hunter, Boissevain, Man.; H. Brooks, Indian Head, Sask.; M. Krolick, Grayson, Sask.; E. J. Code, Carievale, Sask.; J. Hiebert, Altona, Man.; H. Halldorson, Sleipner, Sask.; J. V. Smith, Neepawa, Man.; W. Ledoux, Arnaud, Man.

In calling the meeting to order, President J. F. Hunter attributed the small attendance to the tie-up on the



W. G. MACLAREN, SOURIS
President.

railways. There was no doubt that the interest in the country was much greater than one might think from the numbers present.

President's Address.

After the minutes of the last two meetings had been read by Secretary Coulson and approved by the meeting, Mr. Hunter delivered his annual address. After extending a welcome to the members and dealers present, he spoke in part as follows:

"It is just two years since a number of general merchants met in the trades and labor hall in this city and organized the Retail Merchants' Association of Western Canada. From a meeting of about twenty merchants held in August 1904 to talk over the desirability of organizing and to take steps to organize we have grown and spread out until our membership extends over the provinces

of Manitoba, Saskatchewan and Alberta. In these two years 900 merchants, in the provinces mentioned, have joined our association, which I take as sufficient evidence of the feeling of necessity for some such organization and of the realization of grievances to adjust and obstacles to overcome.

"I am sorry to state that the expectations of many of those who joined the association have not been realized and that because of this or some other cause, be it neglect or what not, many have failed to remit their annual dues, thereby retarding the work of the association to a very large extent. You must all realize that it takes a lot of time for an organizer to go over the territory indicated and secure membership and organize and it costs a very considerable amount of money to carry on this work, and when it is necessary that the secretary and organizer should revisit points organized or partially organized, it retards the work and largely increases the expenses. It seems to me that the members should take it upon themselves and feel it their duty to further their own and the association's interests sufficiently to go on and secure membership and complete organization where a start has been made and thereby save the association the time and money required to revisit their town, in order that it may be used to further the work at other points.

Expected Too Much.

"Some have objected to paying their annual dues on the ground that the association has not been of any benefit to them, some few on other grounds. As I stated before I am sorry the expectations of some have not been realized. In part this is, I think, largely the fault of our membership. In the first place because of the lack of sufficient funds to prosecute the work and revisit points as desired, and in the second place because they expected altogether too much in the way of direct, tangible and immediate results, perhaps not more than they were led to expect. It appears to me two years is a very short trial to give an organization, and still many became disappointed because their expectations were not realized during our first year of existence as an association.

"Unless the annual fee, which is a very small one, is paid it is impossible to carry on the work; not only is it necessary that it be paid, but it is equally important that it be paid at the commencement of each financial year, which is February, to provide a fund with which to carry on the work. We have made errors, the principal of which I think, is that we have endeavored to accomplish too much and have spread our membership over too much territory so that it has been impossible to thoroughly do the work at all.

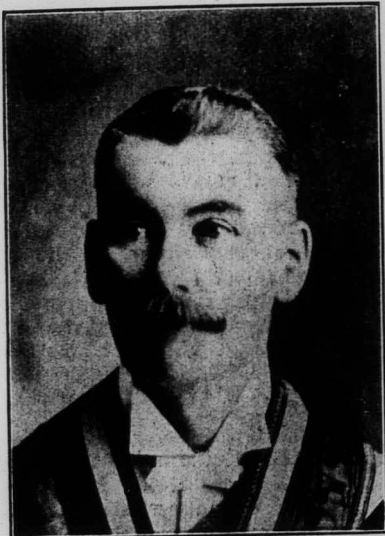
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Subsidiary Organization.

"The territory is so large that it is difficult, I think impossible, to satisfactorily and successfully carry it on from one centre, I would suggest that we remodel our association somewhat on fraternal association lines. That is to say that we have a central, or grand set of officers and executives who shall have general



J. D. BAINE, BOISVEVAIN
1st Vice-President.

supervision of the affairs of the association as a whole, that we have subsidiary or district associations, each conducting its own work under its own officers and each contributing a certain per capita tax to the central or grand executive. With these districts having control of their own funds I think more successful and thorough work would be accomplished in a much shorter time and at much less expense than from one central point.

"That there is need for such an association as we have formed I think is admitted by ninety per cent. of the retail merchants. That there are a very great number of difficulties and grievances to be overcome that can only be successfully grappled with by united action I think is equally evident. Why, then, should some of our merchants stand back and say, 'Oh yes, that is all so, but you have not succeeded in grappling with them, and as you have not helped me, because of this I will not join you, or I will not continue my membership.' Should you not rather stay with the association and endeavor to get your neighbor to join and take an active interest and part in our affairs and help to bring about the improvements you would like to see?"

Mutual Fire Insurance.

"A year ago we brought up the matter of the formation of a mutual fire insurance company. This was referred to the Dominion Board, who stated they were working on it and wished us to co-operate with them. Since that time we have not been able to learn of anything they have done. In view of the fact that the Millers' Mutual, the Farmers' Mutual, the Grain Dealers' and Elevator Mutual and other companies of a similar kind have reduced

the costs of insurance by 40 to 50 per cent. I think it our duty to take active steps to organize a mutual fire insurance company.

What have we accomplished? Not as much as we desired and still I think you will agree we have accomplished considerable. We have reached and drawn into the association members at a large expenditure of money, time and energy on the part of those who have taken an active part in the affairs of the association.

We have taken up the matter of an amendment to the County Courts Act so that small accounts can be collected with less expense and delay than formerly, and have been promised relief.

"We have been endeavoring to have an amendment to the Criminal Code passed which will permit us to agree among ourselves on a reasonable profits on goods handled, and while this is a difficult thing to obtain, we have good hopes of accomplishing it and it is only fair that we should be permitted to fix reasonable remuneration for our labor, as our labor organizations, lawyers, doctors, insurance companies, banks, etc., do.

Equitable Assessment.

"We have succeeded in obtaining an amendment to the Assessment Act in Manitoba whereby instead of a merchant's stock being assessed at a valuation, and lawyers, doctors, bankers, telephone companies, and many others who carry no stock but draw as much benefit from municipal and government institutions as we do, getting off without contributing their share, the towns and villages can now assess on a basis of rental values, thereby putting all those mentioned on an equally contributing basis. And while the amendment does not go as far as it should it is a step in advance.

"A year ago a certain bill was up before the Manitoba Legislature in regard to the sale of merchants' stocks which our association considered unfair to the retail trade and which, on account of the vigorous protests of our association, was withdrawn.

"We have established a collection system and department by which many of our members have collected accounts to the amount of many times their annual dues which they had been unable to collect and considered no good. We need a credit bureau.

"We have established a Freight Claims Department to take charge of and collect freight shortage, damage and overcharge claims without the exasperating delays and correspondence formerly necessary in many cases.

"These are a few of the things accomplished and with the retail merchants as a body actively and consistently backing up the association morally and financially, I see no reason why we should not accomplish very much for our mutual benefit. I desire to emphasize the need of active and consistent moral and financial support.

"We are indebted to many of the wholesale houses for their sympathy and willingness to assist us in any way they could.

"You will remember that a year ago we heard a great deal about the contract plan of selling goods. That plan has been declared illegal and we are endeavoring to have the law amended to permit of it.

"We are also endeavoring to remedy the grievance in connection with the inspection of weights and measures. There is no reason why we should be forced to pay a fee to the Government every time our weights and measures are inspected."

Secretary's Report.

The secretary then presented his report for the year ending Feb. 1st, 1907, and in substance he spoke as follows:

"At the first of February, 1906, our membership was 516; now we have nearly 900, showing an increase of nearly 400 during the year just ended. This increase has been practically secured in the city of Winnipeg where one year ago we did not have a single member, while to-day we have grocers, butchers, druggists, furniture and music dealers sections, all in a flourishing condition, and meetings at the association rooms twice each month.

"It will not be necessary for me to state what each of these sections have accomplished to their own benefit. One item in particular which we were successful in securing, and which, of course only affects the city, is having the city remove commercial garbage, which is alone a saving of upwards of \$50 per year. I make mention of this to prove to you the strength and power of your association in Winnipeg, and it substantiates my remarks at a previous meeting that the success of the association as a whole makes it necessary to have a good strong organization at its headquarters, and I am also pleased to say that no member of the association in the city would be without it now.

"In regard to work outside the city, I may say that it has been considerably retarded owing to lack of funds, for which reason we could not keep an organizer continually on the road. I may say in this connection that it takes up a good part of my time attending to



W. A. COULSON, WINNIPEG.
Secretary.

the city section, looking after matters of legislation for the association as a whole, and attending to the office work."

"Among the members in the Province, a large number have taken advantage of the benefits of our reporting and collecting department, and I regret

THE CANADIAN GROCER

to say that some of the most heavy users of this medium are among those who have not paid their dues. Apart from this there are several benefits which every merchant has received, viz., the defeating of the C.O.D. Post Parcel Bill, the particulars of which you have heard about; our committee on the amendment of the criminal code have reported that they are morally certain



J. N. LINDSAY, WINNIPEG
Member of Executive.

that our amendment, as suggested at our last convention, will become law, and this will give the retail merchants throughout the Dominion the same rights and privileges as enjoyed by the working class. Before the bill comes up for its final reading you will be written to asking you to use your influence to induce your local parliamentary representative to help it through. Then again in the matter of the scale inspection tax, the association has given that considerable attention. We have one case prepared and ready to lay before the Minister of Inland Revenue according to appointment to endeavor to have the fees removed as at present charged for inspecting scales. Still another by-law which will come before the Manitoba, Saskatchewan and Alberta Governments at the next session, similar to that which was passed in Ontario through association efforts there at the last session of the legislature of that Province, is the act respecting the issue of licenses governing pedlars, hawkers, and transient traders, the principle feature of this act calls for licenses in citizen towns not to exceed \$250, and in other municipalities \$100, the penalty for infraction thereof a sum not exceeding \$50 for each offence exclusive of costs. Another bill which is a Dominion Government matter and will cover all Canada is one respecting and co-operative societies, a copy of which is on the table for your inspection.

"I have only enumerated a small part

of what the association has on hand and are working on for the benefit of the retail merchants.

Financial Report.

Mr. Coulson, continuing, gave a statement of the financial affairs of the association. The liabilities amounted to \$985.75, and the assets total \$1,992.63, showing a surplus of \$1,006.88 as follows:

Cash Account.

Balance Feb. 1st, 1906\$	65.20
Membership fees received	2,070.00

Total	\$2,135.20
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Expenditure.

July report as published	\$1,661.90
Grocery section	11.50
Butcher section	12.50
Music dealers' section	.....	6.50
Druggist section	.....	4.50
Furniture dealers' section	....	2.50
General merchant section	....	39.00
Office rent	.....	112.50
Stenographer's salary	.....	105.00
Traveling expenses	.....	79.10
Typewriter	.....	20.00
Telephone	.....	12.90
Office expenses	.....	23.00
Electric lights	3.65
Furniture account	29.30
Cash on hand	11.35

Total	\$2,135.20
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Correspondence Read.

After the secretary's report had been received, briefly discussed, and adopted, correspondence was read with a number of the Winnipeg wholesale houses relating to various matters. It was encouraging to note from this correspondence the active assistance which the Winnipeg wholesale houses are giving the association in discouraging reckless price-cutting by a few country merchants.

Bettering Transportation.

At the afternoon session G. E. Carpenter, secretary of the Winnipeg Jobbers' and Freight Association was in attendance and on the invitation of the convention he outlined briefly the aims and objects of his association. The betterment of transportation conditions was the object in view and the association were therefore working in conjunction with the Board of Trade in Winnipeg and the city council in gathering data of actual cases of loss in Western Canada due to the delay in the delivery of freight and the shipment of grain. They were co-operating with all the Boards of Trade in Western Canada and would like the co-operation and assistance of the Retail Merchants' Association of Western Canada.

W. C. Paynter (Tantallon) said that he was in hearty accord with the programme and policy outlined by Mr. Carpenter. The losses from the delay in wheat shipments alone were, in his opinion, more than enough to pay all the store bills in the country.

J. Hiebert (Altona) referred to the losses from delays in the payment of

claims, but thought that the delay in freight delivery was a more serious matter.

On motion of Messrs. Paynter and Hiebert a strong resolution was passed endorsing the action of the Jobbers' Association, assuring them of the co-operation of the Retail Merchants' Association of Western Canada and thanking Mr. Carpenter for his attendance.

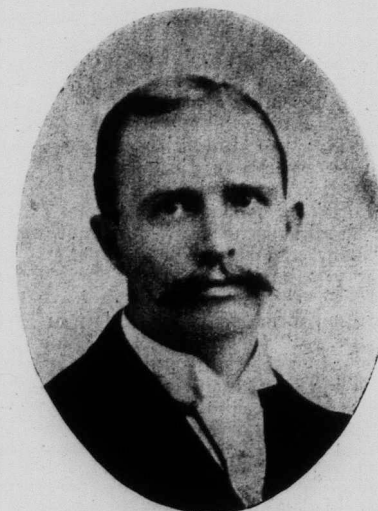
Association's Work in the Country.

After the retirement of Mr. Carpenter a general discussion followed as to the state of the association work in the country. It was felt that the association work in the country required more attention, but it was recognized that Mr. Coulson had too much to do. The work in the city and the general supervision of the affairs of the association demanded all of Mr. Coulson's time. Accordingly his suggestion that W. Ledoux, of Arnaud, Man., be engaged as assistant organizer was favorably received.

Dominion Association.

Q. D. Baine (Boissevain) urged a reconsideration of the relations of the association with the Retail Merchants' Association of Canada, whose headquarters are in Toronto, and whose secretary is Mr. Trowern. He stated that the affiliation agreed upon a year ago had brought no results and had merely hampered the association in its work.

Secretary Coulson reported that at a meeting of the Western Board held that morning it had been decided to break off all connection with Mr. Trowern's association and the following report of the meeting had been handed out for publication:



R. F. MOORE, CARTWRIGHT
Member of Executive.

"A meeting of the Western Board of the association was held in the association rooms Thursday morning, Feb. 14th, at 9 o'clock.

"After considerable discussion of our connection with the Retail Merchants' Association of Canada (headquarters, Toronto, E. M. Trowern, secretary) it

was moved by Mr. Coulson, and seconded by Mr. McRobie, that we sever our connection with the above body and that the secretary be instructed to advise the secretary of the Retail Merchants' Association of Canada (E. M. Trowern, Toronto) to this effect. Carried.

"G. K. Smith, Moose Jaw, occupied the chair in the absence of W. G. McLaren, who had written that he was unable to attend owing to sickness in his family.

"It was felt by the members present that our connection with the association in the East had hampered us considerably in handling western trade evils and the feeling was general that we should be willing to work in conjunction with the eastern association on any matters of legislation pertaining to the trade as a whole.

Moved by Mr. McRobie and seconded by Mr. Coulson, that this Western Board be dissolved. Carried.

Part From Hardware Men.

This report of the Western Board was unanimously adopted and the meeting then turned to the consideration of the relations existing between the Retail Merchants' Association of Western Canada and the Western Retail Hardware Association. It was felt that while there are many objects which the two associations have in common, yet their interests conflict in some important points and it would therefore be advisable for all connection between the two to be at an end. On motion of J. D. Baine and J. Hiebert, the affiliation between the two associations was declared to be at an end and the dissolution of the Western Board was approved of.

Mutual Insurance.

That hardy annual, the Mutual Insurance scheme, came up for discussion again. J. Miebert, (Altona) outlined at length and in very interesting fashion, the system of mutual insurance in force among the Mennonites, of which church he is a member. A number of other members took part in the discussion and finally a committee was appointed to investigate and report at the July meeting. This committee consists of W. C. Paynter (Tantallion), J. Hiebert (Altona), R. F. Moore (Cartwright), and W. A. Coulson (Winnipeg.)

Election of Officers.

The election of officers resulted as follows:

President—W. G. McLaren, Souris, Man.

First vice-president—J. D. Baine, Boissevain, Man.

Second vice-president—W. C. Paynter, Tantallion, Sask.

Secretary—W. A. Coulson, Winnipeg.

Treasurer—J. F. Hunter, Boissevain, Man.

Executive—G. W. Stockton, Carlyle, Sask.; R. F. Moore, Cartwright, Man.; H. A. Mannerling, Birtle, Man.; T. T. Pearson, Carman, Man.; F. W. Clingan, Virden, Man.; E. J. Code, Carrevale, Sask.; E. B. Nixon, Winnipeg, Man.;

C. L. Charrest, Winnipeg, Man.; J. N. Lindsay, Winnipeg, Man.; C. W. Campbell, Winnipeg, Man.

The convention then adjourned to meet next July at the call of the president.

FOODSTUFF INTERESTS IN NEW BRUNSWICK

(Special correspondences of The Canadian Grocer.)

St. John, N.B., Feb. 16, 1907.

Business continues rather quiet, but that is to be expected at this time of year. Flour advanced slightly this week; oatmeal is firmer; fish of all kinds are reported scarce; pork shows signs of advancing, and sugar holds firm. New molasses is commencing to arrive and stocks of old molasses are fairly heavy.

FISH—In fish there is a rather active market, frozen fish of all kinds being scarce and high. Frozen herring, which are generally the heaviest selling line, have been a short supply all winter. The catch in the Bay of Fundy has been almost a failure.

MOLASSES—The dealers are already getting some small shipments of new crop Barbadoes. Stocks of old goods are fairly heavy, both in Porto Rico and Barbadoes.

PORK—The value of all hog products, pork, smoked meats and lard, continue firmer, and indications are that prices will be continually marked up as the season advances.

SUGAR—All grades are slightly firmer, though there is no present indication of any change.

FLOUR—The tendency is firmer prices. Ontario grades advanced 10 cents a barrel early in the week. Oatmeal is decidedly firmer. Mill feed is very scarce and high in price.

EGGS AND BUTTER—Eggs continue scarce, though there has been a slight decline from last reports. The scarcity will probably continue during the Lenten season. Butter remains firm. Creamery, in prints, holds at about the same figure as last reported, while tubs show a slight decline. There seems little likelihood of much change for a few weeks to come.

In the death of Thomas A. Rankine, which occurred very suddenly on Friday afternoon about one o'clock, St. John loses one of her most prominent sons. Palpitation of the heart was the cause of death. For some time Mr. Rankine had been under treatment for heart trouble, but was at his place of business as usual on Thursday. Friday morning he took a weak spell, and about noon he was again stricken and passed away shortly after.

Mr. Rankine's death came as a severe shock not only to his family, but to the community in general, who mourn the loss of so venerated a citizen. He was the senior member of the firm of T. Rankine & Sons, who conduct one of the largest baking establishments in the Maritime Provinces, and was born in this city August 1, 1825, and was therefore in his eighty-second year.

Mr. Rankine's father came to Canada from Kincardine, Scotland, in 1822, and after two years as a journeyman baker began business for himself. The plant was twice destroyed by fire, first in 1844 and again in the great conflagration of 1877. Both times it rose bigger and better than before. In 1900 a four-storey brick building, 70 by 30 feet, was erected. Deceased was admitted to

partnership with his father and brother in 1871.

The children surviving are: Henry C., Walter, Hester, wife of Hon. W. S. Fielding, Minister of Finance; Oscar, Frank, Allan, Zillah and William C., of Toronto.

Mr. Rankine was a member of St. Andrew's Society, and formerly president of the Mechanic's Institute. He was also connected with the Protestant Orphans' Home, and the St. John Horticultural society.

Mr. Rankine was never very active in civic or other politics, although he was once prevailed to be a candidate for the Legislature. His ticket, however, was not successful. He was content to be the head of an important industrial concern, and a good citizen, interested in all that made for the welfare of the city. In politics he was a Liberal, and in religion a Presbyterian.

The winterport steamship business continues to boom. Up to the present time sixty-seven steamships, with a net tonnage of 262,827 tons, have arrived, against fifty-nine steamers last year, with a net tonnage of 199,279 tons.

The steamer Alenda, of the Pickford & Black line, which sailed from Halifax on Thursday, for Bermuda, took a party of delegates of the Canadian Boards of Trade as passengers. H. B. Schofield, represents the St. John board; A. E. Jones, Halifax, and Mr. Allen, Toronto. They will visit the Boards of Trade and business men of several West India islands. Mr. Schofield was accompanied by Mrs. Schofield and Miss Alice Schofield.

A delegation of fourteen members from the St. John common council and Board of Trade left for Ottawa to-day to interview the Dominion Government regarding harbor dredging, the question of nationalizing the port, and other matters of interest to St. John. Among the delegates were: Alderman J. W. Vanwart, grocer and meat dealer; Alderman T. H. Bullock, manager of the Imperial Oil Co., Ltd.; John Sealy, fish merchant, and T. H. Estabrooks, tea merchant. Other members were: Mayor Sears, Aldermen Rowan, Pickett, Lantalum and Baxter Messrs. McRobbie, president of the Board of Trade; W. H. Thorne, R. O'Brien, A. O. Skinner and W. E. Foster.

John A. Chesley, of this city, who has been appointed Canada's commercial agent for South Africa, left Wednesday for Ottawa, where he is receiving instructions from the Department of Trade and Commerce. Mr. Chesley will succeed Mr. Kittson, who has resigned. W. T. R. Preston is temporarily filling the position on his way to China and Japan. Mr. Chesley represented St. John city in the Dominion House in the Conservative interest between 1891 and 1896, when he was defeated by Mr. Ellis. Shortly after he left the Con-

(Concluded on Page 50.)

WINDOW TRIM IN THE ROCKIES

Third Prize Winner in Canadian Grocer's Christmas Competition—A Good Thing From the Backbone of the Continent.

The accompanying illustration shows the window that was awarded third prize in the Canadian Grocer's Christmas window competition. Like the first prize winner, it is a British Columbia window and is that of Robert M. Hood, of Nelson. The display was designed and carried out by D. C. Wilson, of Hood & Co.'s staff. Without at all challenging the finding of the judges we believe that had the photographer been more successful the awards might have been differently arranged. Certainly Mr. Wilson has attained results of distinctive merit in window dressing and it is interesting to know that the window executed a markedly appreciative effect upon the firm's

½lb. boxes of mixed chocolates, the centre of each half row showing fancy boxes of chocolates.

Third row—Bulk chocolates in 5lb. boxes at either end, next a display of peels and between two long hand-painted Japanese wickerwork boxes of chocolates were displayed two handsome bronze vases, the bowl loaded with Malaga grapes, cluster raisins and mixed nuts, the vase holding chrysanthemums in proper table style.

Behind the vases were pyramids of oranges, a pyramid of Heinz's apple butter and also boxes of natural pulled figs and piles of Vienna figs in 1lb. baskets.

Fourth row—Pyramids of canned

above it a dressing of evergreens. All the evergreens were sprinkled with diamond dust.

From the chandeliers was suspended a dove grasping trails of art, flowers which were carried to the four corners and drooped to the bottom, to the chandeliers and behind to the mirror encircling frame of same, sprays of finest ferns drooped over mirror, Xmas bells hung from centres of chandeliers.

All the figs and dates displayed were encased with decorations, no bare box showing; art trails fell from the tops of the pyramids.

The window was not overcrowded. Every article in it was seen to advantage and during the Xmas business it proved its attractiveness by being a great trade winner.

Prices on all the goods were advertised daily. Owing to the reflections of the mountains on the opposite side it was almost impossible to get a good photo of the window unless at considerable expense.



In the Heart of the Rockies.

Christmas trade. The cherry reflection in the right pane of glass is that of the mountains. That is suggestive of Nelson's situation and acme advantages.

The following description of the window is interesting:

The base of the window was covered with purple crepe paper liberally sprinkled with diamond dust, the latter showing up well against the purple.

Round the inside casing of the entire window was an evergreen trimming covering all visible woodwork and giving the window a seasonable frame.

Front row—Peak, Frean's biscuits in long, narrow fancy ½lb. boxes placed in zigzag form, the spaces in front being filled in with a complete assortment of nuts.

Second row—Open 1lb. box of Dehesa cluster raisins alternately with open

fruits with 10lb. and 20lb. boxes of Smyrna figs set in between and forming part of the background. The tops of the fig boxes were set off with miniature pots of holly, 2 pyramids topped with acacia palms.

Centre—Built in circular style, in front fancy chocolates, Toney figs in bottles, behind a circle of package raisins, with pots of holly on top, the inner circle filled with Valencias, a fancy bottle of sauce set on top of pyramid. Open 5lb. boxes of 9 crown clusters, hand-painted boxes of chocolates, open boxes of Fard dates, boxes of crackers; these interspersed by bottles of champagne cider completed the outer circle.

Behind and forming part of the background a mirror with Xmas greeting. The wall on the right hand was covered by a tall pyramid of tomatoes, a stuffed owl sitting on top, around and

NERVOUS PROSTRATION AMONG CLERKS.

Nervous prostration comes from letting the work chase you. When you chase the work, you eat, sleep and laugh, and the man who can do these three things is immune from everything from jiggers to paresis.

W. H. Barrow, of Boyd, Barrow & Co., Glasgow, Scotland, was re-elected president of the Glasgow Wholesale Fruit Trade Association at the annual meeting, Feb. 4th.

A. Irwin, formerly a traveler for Salada tea, and later representative of the MacLaren Imperial Cheese Co., in New York, has purchased the grocery business of Cook Bros., Bathurst street, Toronto. Mr. Irwin had to give over his strenuous work in the States on account of ill health.

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Canners of America in Convention

Great Gathering at Buffalo of Allied Canning Interests—National Association Formed to Care for Coast to Coast Matters—Splendid Exhibition of Machinery—Lavish Entertainment—Dr. Wiley and other Food Experts Deliver Addresses — Canadians There.

The time-worn song of "Put Me off at Buffalo" had a resurrection last week. Something like two thousand five hundred delegates from all parts of the United States and a goodly portion of Canada, were put off at Buffalo to attend the canners' annual convention held February 11th to 16th. Men mighty in the great canning industries of the United States were present—from the shores of Chesapeake Bay and the oyster city of Baltimore, from the sunny valleys of California, the rock-bound coast of Maine, and the foggy banks of Cape Cod, from the fertile valleys of Ohio and Illinois, the blue grass region of Kentucky, the beautiful garden section of northern New York, and Ohio, from the Wolverine state, from the Badger land, from the home of the Hoosier, from Denver, San Francisco, the far-off slopes of the Rockies, from the banks of the rushing Columbia and Fraser they came. There came also from Canada, "the land of the 20th century," a host of enterprising, keen business men on knowledge bent. From St. Eustache, St. Dorothee and Montreal in the east, from lonely Prince Edward county, fertile central Ontario, and the great fruit garden of the Niagara peninsula to the confines of Georgian Bay and the St. Clair river. The Canadian Grocer was also put off at Buffalo, and, representing the canning industry of Canada, was accorded a welcome reception and many inquiries were made for it by exhibitors. Canada was a subject many delegates wanted information on, and the thoughts of many of the keen United States manufacturers of canning machinery are being turned towards the Canadian field. When it is considered that nearly 100 delegates from Canada were present, the proportion speaks well for the interest shown by Canadian canners.

The convention was the largest in the history of the canned goods trade. Four great associations were represented, the Atlantic States Packers, the Western Canned Goods Packers, the Machinery and Supplies Association, and the National Canned Goods and Dried Fruit Brokers' Association, the respective presidents being, Geo. G. Bailey, Atlantic States Packers Association; L. A. Sears, Western Packers' Canned Goods Association; C. A. Suydam, Machinery and Supplies Association; Walter A. Frost, National Canned Goods, and Dried Fruit Brokers' Association. The attendance of delegates exceeded that of any previous convention, some 2,700 being present, according to the statement of Treasurer Phinney, of the local reception committee.

The allied associations met separately and got together regularly in general convention. The executive of the National Wholesale Grocers' Association was on hand to take up with the canners and brokers the question of contract and guarantee. They also sent to Washington by telegram a resolution calling for a sufficient appropriation by Congress for the efficient enforcement of the pure food law. The resolution stated they

represented an invested capital of two hundred millions and yearly business of a billion dollars.

After two days' conference an agreement was entered into by representatives of wholesalers, brokers and canners, and approved in convention, to adopt the form of contract suggested in the Government's pure food bulletin and the agreement provides for both packers' and buyers' labels.

Two outstanding features characterize this great convention of the canning interests of America, the formation of a national organization, and the discussions arising out of the new national pure food law of the United States.

NATIONAL ORGANIZATION AND ITS OBJECTS.

The president of each of the allied associations, in his opening address, advocated a national organization, and on



DR. H. W. RILEY
Leader of Uncle Sam's Pure Food Experts.

the third day of the convention the National Canners' Association was launched, with these officers:

President, George G. Bailey, of Rome, N.Y.

Vice-President, C. S. Crary, of Illinois.

Secretary and Treasurer, F. E. Gorrell, of Maryland.

Executive Committee, the above and W. R. Roach, of Michigan; J. S. Hughes, of Minnesota, and R. I. Bentley, of California.

The new association is not intended to displace the other organizations, most of which have interests peculiarly their own, but to have a definite organization of national scope and authority, to handle national questions of the canning trade. Directly it will absorb the Atlantic States and Western packers' associations as members, but it is thought

that most of the other food organizations allied will contribute many members.

The constitution states: "The objects of this association shall be to protect the manufacturer of hermetically sealed fruits and vegetables against unlawful and unjust exactions to reform abuses; and to aid and assist in promoting amongst themselves that good-fellowship and friendly intercourse so essential to the successful prosecution of business."

Only persons or firms engaged in the manufacture of canned fruits and vegetables are eligible for membership, and present members of the other existing organizations are automatically members of the new and exempt from dues. Members not in the existing organizations must pay dues of \$10 annually. Provision is made for temporary "convention members." Each firm represented may have several members, but only one vote.

U. S. PURE FOOD LAW AND ITS INTERPRETER.

Dr. H. W. Wiley, of Washington, who might be termed official interpreter of the pure food law, in the course of an address, came out flat-footed against preservatives as unnecessary. Dr. Wiley is head of the Governmental forces charged with the enforcement of the national pure food law, and the talk he gave marked the high-water mark of interest and effectiveness of the whole convention. For almost two hours Dr. Wiley discussed the pure food law in all its phases with directness and conviction. At the end the convention expressed its admiration for Dr. Wiley and his ideals and its loyalty to the pure food law by passing a resolution of thanks and congratulation.

The doctor's talk was in the nature of a heart-to-heart discussion of the law as a measure of common sense, a measure not to complicate machinery or to embarrass any one, but to reassure everyone, to render goods honest and to promote a general confidence in food products such as they cannot enjoy with certain unprincipled men competing with and grinding down reputable manufacturers. He explained the necessity for treating all food products alike in the enforcement of purity and assured the audience that care was being exercised to make the law reasonable in its interpretation. He said, as an evidence of the magnitude of the work that the department has examined not less than 25,000 labels and that the Secretary of Agriculture had consulted with fully 500 experts personally in order to get full instruction on the problems involved. In brief, he said, the whole intent of the label requirement is that labels shall tell the absolute truth and nothing less. Just as the enforcement of meat inspection has created a widespread public confidence so it is hoped to give the public a sense of absolute faith in the other food products.

In view of the fact that Parliament is

now trying to provide for the protection of the consumer and the honest canner in Canada something of what he said will be instructive to readers of The Grocer. He said in part:

"Sometimes I should judge from what the newspapers say and what people write to me that all I had to do was just to express a wish and that was all that was necessary in regard to the execution of the law. Now, personally, I would be very glad if that was the case, but in point of fact I am only one of a great many people who have to come to an agreement before anything can be done in connection with this law at all. The Secretary of Agriculture is by act of Congress made the chief police officer in respect to the execution of this law, but the act associates with him two other Cabinet officers with whom he must agree before he can take any action. Then after that is done the whole matter is turned over to another cabinet officer, the Attorney General of the United States, and he is really the one who executes the law. The Department of Agriculture simply secures evidence. The decision as to whether the law has been infringed or not is based on regulations formulated by the Secretary of the Treasury, the Secretary of Agriculture and the Secretary of Commerce and Labor. The facts of the case are certified under those regulations and the law to the Attorney General of the United States, and it is only then that the actual enforcement of the law can begin. So that you see that no one person—that any one person has practically very little to do with the enforcement of this law. It is only by consensus of opinion of a great many people that these provisions can be carried into effect, and there was some opposition in the Congress of the United States to this feature. Some of the most earnest advocates of the law thought the power of its execution should be centered in a single individual and should not be spread over a great many as it is. Personally I think it is wise to have a good deal of advice in matters of this kind and that the law is perhaps a stronger law and will do more good as it is at the present time than if it had been more drastic and placed more particularly in the hands of a single individual.

Courts Decide Finally.

"Now, in the next place, you gentlemen know perhaps better than I how many questions have been asked concerning the meaning of this law. You know, too, that the only persons who can interpret the law under our form of government are the judges of the courts. Any final decision respecting the meaning of the law, the extent of its application and everything connected with its enforcement must come before the judges of the Federal courts. So that what we can say—any of us, must always be considered to be only an opinion or suggestion and to have no more force than that. Now a great many people have written, with the supposition that the Secretary of Agriculture or some one connected with his Department could answer definitely those points relative to the meaning and application of the law. All that they can do is to offer suggestions as to what they think the law means, and advise as to how they think the law may be obeyed. We can go no further than that. I was urged to come here particularly because

there were so many questions to be asked relating to the meaning of the law, relating to what would be considered an infraction of the law, and relating to how the law will be operated. Now, all we can do in those cases is simply to say what any of you could do, to express a personal opinion. It is true that I have carefully studied this law, but not as a lawyer, but rather as one who had to come to certain decisions respecting the composition of food products or the labels which they bore, and not with a view of deciding any legal questions connected with its application at all. And yet we do not seek to evade any responsibility in this line. We are anxious to help, we are anxious to suggest, because we think by conferring with business men as we have been doing ever since this law went into effect, of having hearings, of having them come before us, by getting their views, we had a better idea of what the law really meant, and how it should be executed. All I can do is to make a few general statements in the line of suggestions, which I have made, which, perhaps, will answer almost every question which any gentleman here would like to ask.

Only One Food Product Named.

"The law in general does not apply to any particular product. There is only one food product mentioned in the law and I think it was unfortunate that was mentioned—and that was confectionery. What is true, then, of any one class of food products is true of every class. That makes the first great difficulty in answering questions relating to a specific industry because the answer to the question must apply to every other industry.

"Under this law there can be no exception made in favor of one product as against another. You cannot say that you can prepare one product in one way and that the man who prepares another product would be doing an illegal action if he prepared it in the same way, and this makes the answer to a specific question an answer to a general question, and, therefore, the answer must be given with all the more care, and this is true all along the line.

Preservatives Not Needed.

"In our interpretations we aim to bring the manufacturer into conformity along the one great line that what is in the can shall be honestly what is represented, that it shall be pure and that it shall not be misbranded. We do not desire to tear down and leave chaos, but to point out the way for a reconstruction of our ideals. Many are the instances where scientific treatment of problems has shown manufacturers that they have been treading wrong paths. This is especially true of the matter of preservatives. It is not necessary to add preservatives to products. If foods are prepared honestly, carefully sterilized and carefully sealed, preservatives are entirely unnecessary. We have scores of instances to prove that. It costs a little more, perhaps, but the pure food law aims to make food pure and genuine, not cheap. If manufacturers will only aim to make the best they can, even at slightly greater cost, I am sure they will never find the law a burden, and that instead of regarding it as a burden they will find the Department its best ally."

SELLERS' GUARANTY AND HONEST WORK.

Samuel F. Haserot, of Cleveland, argued strongly for direct and unswerving honesty, as well as practicability in the sellers' guaranty. In part he said:

"If the sellers' guaranty is going to be of service in bringing about a higher standard for food products—and it will—all kinds of people must line up with you to make your guaranty effective, therefore I shall discuss the subject under three heads:

"(1.) The responsibility of the buyer in connection with the sellers' guaranty.

"(2.) The obligation of the seller in connection with the sellers' guaranty.

"(3.) The underlying principle of the sellers' guaranty.

"In a keenly competitive business where brains and ability are matched against ability and brains, of course, you must buy goods right. You have had it dinged into you enough, 'goods well bought are half sold,' but let us get away, just as far as we can from the blind alley of impure, falsely branded and vicious food stuffs, 'not how good, but how cheap,' and turn our faces and our thoughts and our ambitions into the open highway that leads to the goal of 'not how cheap but how good.'

"Not a packer that does not recognize the obligation. He appreciates it. It means much to him. The only question is, does he appreciate it to the fullest extent? In about ninety-nine cases out of one hundred I believe yes. In that one hundredth case perhaps no. Why? Because of that same vicious competition that makes him forget his conscience."

The packer presented a form of guaranty and continued:

"A year ago in convention assembled at Atlantic City you voted unanimously in favor of the passage of a National Pure Food Act. Back up your records of a year ago by coming squarely out in the open with your hand outstretched and presenting, not only to the buyer, but to the people of this nation, your sellers' guaranty, written in broad, readable, unequivocal terms so that there can be no question of your plat form.

"Then go home and remember the obligation.

"Next to touch upon the third phase of the subject:

The Underlying Principle.

"It can all be summed up in one word, 'honesty.' What was the cause for the demand for a sellers' guaranty? The passage of the National Pure Food Act. What will the National Pure Food Act do for you? It will permit the searchlight of public opinion to be cast upon you without the discovery of a flaw. It will open wide the door for a marvelous increase in your business. It will stop the tirade of abuse that has been leveled indiscriminately against you.

A Word to the Press.

"A word here to the press of the country: The question of the desirability of a National Pure Food Act is a dead issue. It is here and we, the producers of canned goods products, believe in it. Don't charge all the crimes in the category of vice against the producer of food products because it makes good head lines. It does not deserve such wholesale condemnation. Is it fair to the packer—the man whose brain is working overtime in order to present

to you the delicacies of the garden and orchard every day in the year as naturally as they come to you in the height of the season—to condemn his methods wholly, unreservedly, because of the one hundredth man who needs to be regulated for lack of conscience?

"Am I right, brother packer?"

"Don't embrace everything in one sweeping arraignment of dishonesty and false dealing. It is not right. It is not true. Rather assist us in teaching the consumer the one needful thing, that canned products, if not used at once, after the can is opened, should not be allowed to remain in the can, but placed in a porcelain, glass, earthen or similar receptacle, away from the chemical changes that produce more instances of difficulty in one day than all the improperly prepared products produced in a year. This business of ours is not as old as grinding wheat in a stone pestle.

"If a can contains Illinois corn, do not label it fancy Maine—tell the truth. If a can contains Alaska red salmon, packed in Alaska, do not label it sock-eyes—tell the truth! If a can of salmon is packed on the Columbia river do not label it Puget Sound—tell the truth! If a can of peaches is packed in Baltimore do not label it California extra—tell the truth! If a can of meat, fish or vegetables contains second quality, do not label it prime, choice, extra or fancy—tell the truth! Do not use the name of a fictitious packer on any label—tell the truth!

Read the Law and Be Good.

"Read the law, be good—tell the truth—and you will not only save the recording angel many an entry, but there will be no danger of fine, imprisonment, sleepless nights or an accumulation of tainted money.

"That's the kind of sellers' guaranty worth while.

"Would you deliberately pull up and throw to the winds the plant that gives you sustenance, life, position, a competency?"

"If not make your sellers' guaranty worth while.

"On the other hand, would you build up and broaden your industry?"

"Then take the eighty-four million people of this country into your confidence. Make them feel that every can that is handed down from the hundreds of thousands of retail shelves carries with it the safeguard of honest intention.

"There is no limit to the extension of your business, no limit to the structure that may be built upon the foundation of the right kind of a sellers' guaranty, and besides 'putting money in thy purse.'"

CANADIAN DELEGATES PRESENT.

A. H. Baker, A. H. Allan, C. Smith, Old Homestead, Picton; S. E. Mastin, Farmers' Canning Co., Bloomfield; D. C. Munro, H. Wallace, E. A. Davison, Alvinston Canning Co., Alvinston; R. K. Ball, Essex Canning Co., Essex Centre; Wm. Flynn, John Flynn, Flynn Bros., St. Catharines; Fred J. Lowe, J. H. Wethey Co., St. Catharines; W. H. Merriman, Merriman Bros., St. Catharines, D. Marshall, M.P., Canadian Cannery, Aylmer; J. J. Nairn, general manager Canadian Cannery, Hamilton, S. Nesbitt, President Canadian Cannery, Brighton; W. L. Innes, Canadian Cannery, Simcoe;

R. Innes, secretary Canadian cannery, Hamilton; W. P. Niles, Canadian Cannery, Wellington; H. L. Mathews, Canadian Cannery, Lakeport; Frank Malcolmson, Geo. Malcolmson, Canadian Cannery, Chatham; Thos. Flynn, Trenton; Usher Perkins, Chatham; W. R. Drynan, Canadian Cannery, Hamilton; Jas. Edgecombe, Strathroy; Ald. B. L. Edgecombe, Dunnville; F. A. House, Napanee; B. Jaspersen, Kingsville; C. H. Ward, London; P. P. Bishop, Jas. A. Bishop, Bishop Bros., Niagara-on-the-Lake; J. W. Windsor, Montreal; L. J. Laurin, St. Dorothie; B. Lauzon, St. Eustache; R. E. Wright, A. C. Miller & Co., Picton; C. G. Davis, A. Fisher, Burlington Canning Co., Burlington; L. J. Coryell, Oshawa; M. F. Smith, Oshawa; G. H. Davey, Oshawa; L. K. Shourds, Canadian Cannery, Wellington; W. A. Carson, Napanee; S. Stroud, Delhi; Arthur Mather, Niagara-on-the-Lake; Wesley Corner, Hamilton; Chas. McCartney, Grimsby; W. E. Stewart, Aylmer; M. Turner, Aylmer; Chas. H. Saylor, Bloomfield; Geo. Chadd, Bloomfield; Wellington Boulter, Geo. E. Boulter, Ed. Boulter, Miss Nellie Boulter, Picton; R. Bowlby, Grimsby; Wm. Moore, Wellington; M. Cheesborough, Oshawa; A. Furman, Wellington; Geo. Hayes, London Canning Co., London; A. Hagerman, R. B. Morden, Belleville; Wm. Fretz, Jordan; Soper and Livingston, Alvinston; Geo. E. Coleman, J. W. Bates, A. W. Ardiel, B. V. Hole, St. Thomas Canning Co., St. Thomas; E. R. Hale, superintendent Oshawa Canning Co., Oshawa; H. C. Beckett, W. H. Gillard & Co., Hamilton; R. C. Eckert, Gorman, Eckert & Co., London; Jas. B. Campbell, Acme Can Works, Montreal; J. Clark, of Wm. Clark, Montreal; W. H. Breckenridge, J. Breckenridge, Norton Manufacturing Co., Hamilton.

The Canadian canning industry was well represented as the above list will indicate. No doubt there were many more there, but owing to the manner in which they arrived and were located at the different hotels, it was difficult for The Grocer to obtain complete and accurate list.

Mr. Jas. B. Campbell, of the Acme Can Works, was a popular and well-to-the-front favorite among not only the Canadian, but also the American cannery and machinery supply men. The Acme can buttons were in evidence all over the armouries, hotels, and every delegate was tagged with them.

One of the leading manufacturers of canning machinery informed The Grocer that they had proportionately done a larger business with Canadian packers than with United States visitors.

D. A. Skuse, of the Stecher Lithographing Co., Rochester was in evidence and decidedly popular with Canadian cannery men. Dan, as his good friends call him, is a frequent visitor to Canada and that he gets business indicates the good work by his house and energy and knowledge on his part.

The booth of the Stecher Lithographic Co. in the main centre aisle of the armouries was an artistic concep-

tion of high merit, and in keeping with the taste displayed in their work. Of delicate trellis work with flowers and leaves entwined the blending of the colors was perfect. The arrangement of the labels, poster cards, calendars and other specimens of their work was well carried out and the large card at the entrance was a beacon light by day and night and visitors rarely passed without complimentary remarks. In booth four representatives of the company were in attendance and "you're welcome" was their greeting. Chas. A. Boller and D. A. Skuse, Rochester; Edgar P. Dagget, Chicago; Mr. Kinzie, Chicago, and Mr. Loeffler, Rochester, looked after the trade.

The Sprague Canning Machinery Co., Daniel G. Trench Co., Chicago, had a display of machinery that was the talk of the exhibition. Nearly one-half of the right side of the armouries was occupied by this company's exhibits and no feature was overlooked. Besides Mr. Trench, a staff of twenty-three assistants and demonstrators was required to show the workings of the exhibits. The large yellow and black badge of the company was conspicuous and every wearer active, attentive and willing to demonstrate. Busy wasn't a name for Mr. Trench and his staff.

The J. M. Paver Company, Indianapolis, Chicago and St. Louis, brokers in canned goods exclusively, occupied a prominent booth in the main centre aisle near the entrance. This company is one of the best known and pushing concerns in the United States and their reputation is built upon the lines of supplying the best of everything in the canning line, on a brokerage basis. John M. Paver, jr., with whom The Grocer had the pleasure of a number of interviews, seemed to be known by everybody in the trade and that he was busy is putting it mildly. Canadian cannery men were much interested in getting close to their representatives and the future of the Canadian canning industry should hold out prospects for good trade for the J. N. Paver Company.

The entertainments provided by the American Can Co. were on a large and magnificent scale. Their booth at the extreme end of the main aisle was conspicuous by the electric illuminations employed. On Wednesday evening, 13th inst., the delegates to the convention to the number of nearly 2,500 were entertained to a sumptuous banquet at the armouries. This spread was on a scale that must have taxed the caterer to the limit. A novel feature in connection with the affair was the arrangement of the fine large officers' mess rooms into national rooms, decorated respectively in United States, German, French and Turkish colors and styles. Refreshments were served by an army of attendants and the good things, both substantial and liquid, were done ample justice to by all.

On Thursday, St. Valentine's Day, the American Can Co. entertained the delegates to a theatre party, having bought up the Lyric Theatre for the

night Camille D'Arville, in "The Belle of London Town," was presented. Souvenirs in the shape of a handsomely decorated can with a thermometer on the side, were passed to the guests. During the entire acts complimentary speeches and thanks were tendered the hosts by the presidents of the different associations connected with the convention. Barring the placing of delegates in the gods, a feature mildly censured, the American Can. Co. did the thing up "brown."

The names of Thomas and Mrs. Owens, Bloomfield, were omitted from the list of Canadians present.

(Continued next issue.)

DEATH OF ROBERT GOUINLOCK.

Traveler for Perkins, Ince & Co., Toronto, Thirty-three Years.

Robert Gouinlock, of Perkins, Ince & Co., Toronto, one of the oldest travelers in Canada, died on Monday, after an extended illness. The late Robert W. Gouinlock, or as everybody on the road and his numerous customers in Canada knew him, "Bob" Gouinlock, was one of the oldest grocery travelers in the country, at any rate, the oldest out of Toronto, was born in Paris, Ont., March 3rd, 1848, and would have been fifty-nine years old next month. Coming to Toronto he worked a short time for Charles Moore & Co., founder of the present firm of Warren Bros. & Co., later Geo. Michie & Co., finally joining the traveling staff of Perkins, Ince & Co. Toronto, in 1873. For thirty-three years he carried the samples of that firm, a period of time that represents strongly his value to his firm and the confidence of his customers, and until his death last Monday he was heart and soul with his people. Jas. Ince, speaking to The Grocer, said: "Bob Gouinlock was more to us than a traveler, he was our intimate friend. His name was synonymous with honor. He was one of the most honorable of men, charitable and kind-hearted. To say that we feel the loss of a traveler is saying little, we lose a life-long friend."

The late Mr. Gouinlock was an active member from 1870 until recent years of the Toronto Rowing Club, and took considerable interest in yachting, but shooting was his favorite pastime, and over the dogs in the fall his expeditions extended to many parts of Ontario and into Manitoba. He was one of the pioneer sportsmen in the Georgian Bay district, being among the very first to appreciate the summer beauties of that wonderful land. At the time of the Fenian raid he was a member of the 38th Batt. at Paris, and while he did not go to the front he did night sentry duty at the bridge near Paris.

He was the second of a large family, including Messrs. John, James and George, the last the architect of the exhibition, the Temple and other buildings—and five sisters, namely, Mrs. Galloway, Gladstone, Man.; Mrs. J. R. Muir, of this city; Mrs. James Monteith, of Brandon, Man.; Mrs. Watson, of this city, and Miss Lily Gouinlock. The funeral took place on Wednesday from Mrs. Muir's residence, 9 Barton avenue, Toronto, to the Union Station, thence by noon train for Paris, Ont., to the family burying ground. The deceased was never married.

BROKERS ARE CHAMPIONS.

Head the Toronto Grocery Hockey League and Get the Wilson Trophy.

The Brokers are again champions of the Toronto Wholesale Grocers' Hockey League.

Last Friday night at Varsity Rink, the Brokers defeated Davidson & Hay 4 goals to 1, giving them a good lead for the Tillson trophy. The game was a poor exhibition of the winter sport. The teams lined up as follows:

Brokers—Ferguson, goal; Morrow, point; P. Millman, cover point; Thompson, rover; W. May, right forward; Webber, centre; A. Millman, left forward.

Davidson & Hay—Robinson, goal Kirkpatrick, point; Bilton, cover point; Moffat, rover; Gladdish, right forward; Wyllie, centre; Meath, left forward.

Referee, G. Humphrey.

Brokers Win Championship.

Monday evening, Feb. 18th, at Varsity Rink, before a large crowd the

ten minutes was played before the first goal was scored. Charlie Morrow taking the puck from mid ice and passing Kinnear's heavy defence. Brokers scored two more before half time, Tom Webber scoring one and Ade Millman the other. Shortly after the second half started Gordon Humphrey made a pretty rush, passing to Tom Kinnear, who scored the first for his team. Both these men played brilliant hockey and are without doubt two of the best players in the league. Brokers then added three more goals which were scored by Billy May. This ended their scoring, and just before time was up Kinnear & Co. netted one more, making the score at full time 6 to 2. Teams lined up as follows:

Brokers—H. Ferguson, goal; C. Morrow, point; P. Millman, cover point; Thompson, rover; W. May, right forward; T. Webber, centre; A. Millman, left forward.

T. Kinnear & Co.—Legge, goal; G. Humphrey, point; T. Kinnear, cover point; W. Ford, rover; C. Rennie, right forward; Jefferies, centre; Hocker, left forward.

Referee, S. W. Wyllie.

HAMILTON.

(From Our Special Correspondent)

Some of our wholesale grocers have taken quite an interest in providing amusements for the suffering public. H. C. Beckett, it is said, is very largely interested in a new roller skating rink, where the money just rolls in.

Another show that makes James St. look more like New York is the Red Mill, a new variety entertainment under the able management of Alex. Fraser, the genial city traveler for Balfour & Co.

James Price and J. J. Hill (not the railway magnates) of Reny St., both good grocery men, have just returned from a hunting trip. Tall stories about shooting are now on top.

Hamilton grocers all report business booming nearly every day. Some new manufacturing industry is announced and very large ones at that.

RETAILERS' BANQUET.

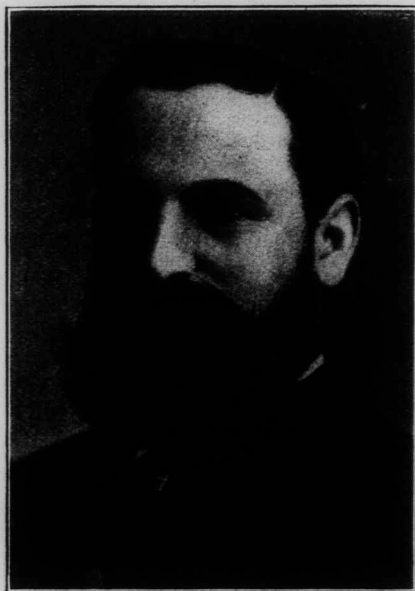
Grocer F. C. Higgins Presides and is Re-elected President.

The Toronto Retail Merchants' Association held its annual banquet on Tuesday night. F. C. Higgins, one of Toronto's tip-top grocers, presided, and advocated cheap power and light for the city. Secretary E. M. Trowern assailed the Dominion Government for not establishing a retail merchants' bureau and blamed the departmental stores for the street car overcrowding.

These officers were elected for the ensuing year: President, F. C. Higgins; vice-presidents, R. W. Dockery, Walter Main; treasurer, Wm. Dineen; secretary, E. M. Trowern.

FOR SALE

RETAIL GROCERY BUSINESS FOR SALE—Excellent store; Splendid locality St. Antoine St. West; Will sell in lump or separate. Apply 525 St. Antoine Street, Montreal.



THE LATE ROBERT W. GOUINLOCK.

Brokers defeated T. Kinnear & Co., their old rivals by 6 goals to 8, giving them the championship of the Wholesale Grocers' Hockey League, and winning the handsome Tillson trophy, which was presented by the Tillson's Pan Dried Oats Company.

This is the third year the Brokers have landed this championship. They are a steady bunch of players and play well together, their forward line having played together for three winters. They are Tom Webber, Ade Millman and Billy May. Charlie Morrow and Percy Millman are two of the best defence men in the league, having lots of weight and speed, the former also plays point for the senior Argonauts, Ferguson in goal and Thompson at river have also played good hockey all winter.

The game started at 8.30 with a rush and fast hockey was played all through,

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WESTERN ASSOCIATION.

Radical and far-reaching changes were made last week by the retail conventions which met in Winnipeg. It will be remembered that a year ago the Retail Hardware Association of the west and the Retail Merchants' Association of Western Canada decided to affiliate for the accomplishment of certain common objects and for that reason elected in joint session a common executive to be known as the Western Board. This Western Board in turn affiliated with the Retail Merchants' Association of Canada, an organization whose headquarters are in Toronto.

The conventions held in Winnipeg last week swept all these affiliations out of existence. In the first place the Western Board met and repudiated the affiliation with the Retail Merchants' Association of Canada. It also decided to disband. In the second place the conventions approved of the action of the Western Board and it was decided that the affiliation between the two western associations should be at an end. The two western associations are therefore absolutely independent from this time on. Their relations are friendly and no doubt they will often act together

THE CANADIAN GROCER

to attain common objects, the fact that their head offices are in the same building making this easy and convenient. But in some important matters their interests conflict and for this reason absolute independence has been decided upon.

CANADA'S NATIONAL PORT.

Montreal's advantages as a port for ocean vessels; the general prosperity of the country and the progress of the Board of Trade are subjects dealt with in the 64th annual report of the council of the Montreal Board of Trade. Admitting that 1905 was a prosperous year for the country, the report continues that 1906 surpassed even that year of bounty, and Canada's prosperity was never at a higher point. The report reads in part:

"In dairy produce, Canada has, during the year, excelled any previous record, the cheese and butter exported to Great Britain during the past season being valued at upwards of twenty-six million dollars, and, as prices for these products have ranged high throughout the year, the profit to the farmer has been very satisfactory.

"The value of cattle exported during the year amounted to eight million dollars.

"The advantages of the port of Montreal are now, it is satisfactory to note, much more widely recognized and its total tonnage shows a satisfactory increase over that of the preceding season of navigation, the value of the exports for the year ending 31st December, 1906, being \$89,616,459, against \$73,786,548 for 1905, while the imports were \$89,376,259, against \$80,345,420 the preceding year, each being about double the amount of the figures for 1906. The returns for the Dominion being for the fiscal year ending 30th June, exact comparison with the Montreal figures is not possible, but taking the Dominion returns for the year ended 30th June, 1906, which give the total exports as \$256,586,630, and the imports as \$294,286,015, and comparing these with the Montreal figures for the calendar year 1906, above quoted, it will be seen that about one-third of the export and import trade of the country passed through the port of Montreal, which clearly demonstrates the fact that Montreal is the national as well as the natural Atlantic port of the Dominion."

NORMAL CONDITIONS IN WEST.

Once again normal conditions prevail in the west. It would be idle to deny that up to the first week in February the winter was exceptionally severe—it was in fact the worst in twenty years—and

the resulting losses to the ranches in the Far West and to all classes through the tie-up of the railways have been heavy. At the same time people in the east and south should take with much more than the proverbial pinch of salt the stories which have been telegraphed from Winnipeg by a few unscrupulous correspondents anxious to offer saleable "copy"; and they should know that during the month of February mild weather has prevailed and the railways are now grappling successfully with the tie-up in transportation. They were caught unprepared by the worst winter in a generation and the disasters which followed will surely result in provision for adequate equipment in future.

With a return to mild weather the branch lines have been opened up and trains on the main lines are running almost on schedule time. The fuel scarcity is rapidly being relieved in all parts of the west and merchants are getting delivery of their goods from the wholesale houses. A great amount of money is necessarily tied up in the country through the inability of the railways to move more than a small proportion of the 1906 wheat crop. It is evident that the railways will be busy with the 1906 crop almost up to the date when the 1907 crop commences to move; but with the opening of the lake and rail routes heavy shipments of grain will commence and money will again be plentiful from the Great Lakes to the Rockies. Eastern wholesalers and manufacturers should not permit themselves to be alarmed by foolish newspaper stories for they who know the conditions in the west best are the men who have most confidence in its immediate future. There is no reason for alarm. Normal conditions again prevail.

Canada's fish harvest in 1905, according to the figures contained in the Government report just issued, was the most profitable in the history of the Dominion by about three and three-quarters million dollars, nearly six millions larger than in 1904. The greatest previous year was 1901. Last year is not likely to look nearly so plump when it is drawn in figures to decorate another Blue Book, chiefly because of the small salmon run.

Despite the advances in tea which have taken place, the brands put up by E. D. Marceau Company, are selling at old prices. Some special offers are also made.

Markets and Market Notes

QUEBEC MARKETS

POINTERS—

Fish—Revised.
Evaporated apples—Advanced.
Beans—Advanced.
Honey—Decline.

Montreal, Feb. 21, 1907.

A fairly good sorting business is being done at present. Stocks in the hands of retailers are becoming depleted and renewal orders comprise the bulk of trade being transacted. Spring buying has hardly yet commenced, although some inquiry for Easter goods is reported. The end of the Lenten season comes earlier than usual this year. Now that Lent is in full swing there is a stronger demand for fish, syrups and such lines.

Sugar this week is quiet and steady. No change in prices is expected at the moment. Syrups, as stated, are in excellent demand, manufacturers being particularly busy. Teas are firm, but there is no great movement. Coffees and spices are selling as well as ever they do at this season. Fair trade is reported in dried fruits. Currants are in good demand and prunes are selling. Evaporated apples are higher, 11c now being asked, with indications pointing to still higher figures. Beans are selling at \$1.50 now, an advance of 5c. Peels are firm, while honey is easier. Collections in the city are reported good, but only average fair in the country.

SUGAR—Sugar this week is featureless, the market being very quiet. Jobbers report a few small sales.

Granulated, bbls	\$4 20
4-bbls	4 35
bags	4 15
Paris lump, barrels	4 85
half-barrels	4 85
boxes, 100 lbs	4 75
box s, 50 lbs	4 85
Extra ground, bbls	4 60
10-lb. boxes	4 70
25-lb. boxes	4 80
Powdered, bbls	4 47
5-lb. boxes	4 60
Phoenix	4 20
Bright coffee	4 40
yellow	4 05
No. 3 yellow	4 05
No. 2	3 90
No. 1	3 80
No. 1 bbls	3 75
No. 1 bags	3 75

SYRUPS AND MOLASSES—Reports on molasses from the Barbadoes state that choice is selling at 17c and fancy at 16c. Offerings are light, these being nominal values. Syrups are selling very freely. Manufacturers report stronger demand than ever before experienced.

Barbadoes, in puncheons	0 30
in barrels	0 32
in half-barrels	0 33
New Orleans	0 22
Antigua	0 30
Porto Rico	0 40
Corn syrups, bbls	0 02
1-bbls	0 13
25-lb pails	1 40
Cases, 2 lb tins, 2 doz per case	1 95
5-lb. 1 doz	2 40
10-lb. 1 doz	2 35
20-lb. 1 doz	2 25

TEAS—More or less trade is being done in teas, the market continuing higher they certainly are not any lower than they have been, and holders of any

quantity however small, feel that they have good property and are not inclined to part with the goods at anything except highest possible prices.

Japans—Fine	0 26	0 30
Medium	0 20	0 23
Good common	0 18	0 20
Common	0 15	0 17
Ceylon—Frook-n Orange Pekoe	0 20	0 33
Pekoes	0 17	0 20
Pekoe Souchongs	0 15	0 20
India—Pekoe Souchongs	0 15	0 18
Ceylon green—Young Hysons	0 19	0 22
Hyson	0 18	0 20
Gunpowders	0 17	0 19
China greens—Pingsuey gunpowder, low grade	0 11	0 19
pea leaf	0 19	0 22
pinhead	0 30	0 35

COFFEE—Usual trade is being done in coffees. There is no special demand reported.

Jamaica	0 12	0 20
Java	0 18	0 30
Mocha	0 19	0 25
Rio No. 7	0 19	0 10
Santos	0 10	0 11
Maracaibo	0 11	0 13
Roasted and ground 2 1/2 per cent. additional.		

FOREIGN DRIED FRUITS—Little change is noticeable in the situation in dried fruits. Some houses are doing more business than their competitors, but on the whole trade is but fair. In raisins good demand is reported for Valencias at figures quoted. Sultanias are out of reach almost, and quality of the stock offering is none too good. Prunes are selling more freely, while demand for currants is satisfactory. Stocks of nuts in France and Spain are reported as being just about cleaned up.

Valencia Raisins—		
Fine off-stalk, per lb.	0 08 1/2	0 09
Selected, per lb.	0 09	0 10
Layers		
Dates—		
Hallowees, per lb	0 04 1/2	0 05
California Evaporated Fruits—		
Apricots, per lb	0 21	0 23
Peaches	0 18	0 20
Pears	0 16	0 18
Malaga Raisins—		
London 'ayers	2 25	3 00
"Connoisseur Clusters"		
1/2-box	1 10	
Royal Buckingham Clusters, 1/2-boxes	1 37 1/2	4 50
boxes		
"Excelsior Window Clusters"	5 50	1 50
California Raisins—		
Loose muscatels fancy seeded, 1-lb. pkgs	0 11 1/2	0 11
choice seed d, 1-lb. pkgs	0 11	0 10
" 3 crown	0 10	0 10 1/2
" 4 crown	0 10 1/2	
Prunes—		
per lb.		
30-40s	0 09 1/2	0 09
40-50s	0 09	0 08 1/2
50-60s	0 08 1/2	0 08
60-70s	0 08	0 07 1/2
70-80s	0 07 1/2	0 07
80-90s	0 07	0 06 1/2
90-100s	0 07 1/2	0 07
Oregon prunes (Italian style), 40-50s	0 08 1/2	0 08
70-80s	0 08 1/2	0 07 1/2
Oregon prunes (French style), 60-70s	0 07 1/2	0 06
90-100s	0 06	0 05 1/2
100-120s	0 05 1/2	

Currants—		
Filiatras, uncleaned, barrels	0 7 1/2	0 08 1/2
Fine Filiatras, per lb., in cases	0 08	0 08
cleaned	0 08	0 09
in 1-lb cartons	0 09	0 09
Finest Vostizzas	0 09	0 09
Amaliss	0 07 1/2	0 07
Sultana Raisins—		
Sultana raisins, per lb.	0 13 1/2	0 15
1-lb carton	0 15	
Eleme Table Figs—		
Six crown, extra fancy, 40-lb. boxes	0 13	0 15
Four crown, fancy, 10-lb. boxes	0 09	0 10
Three crown	0 08	0 08 1/2
Glove boxes, fine quality, per box	0 10	0 10
Fancy washed figs, in baskets, per basket	0 15	0 18
pulled figs, in boxes, per lb.	0 15	0 20
stuffed figs	0 25	0 30

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

SPICES—Spices are moving out fairly well considering the season. No

radical changes have taken place in prices since last report.

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

EVAPORATED APPLES—A very strong feeling is noticeable in the market for evaporated apples. As prophesied in The Grocer prices are climbing higher and higher. Nothing less than 11c will be taken for anything like good stock to-day. Even at this figure wholesalers are not anxious to sell as stocks are limited and once cleaned out it is hard to renew at decent prices.

BEANS—Beans continue strong. Advances from bean growing districts show that holdings are light and that prices are gradually climbing.

Choice prime beans	1 50
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MAPLE PRODUCTS—There is an average consumptive demand for maple syrup and maple sugar prices are slightly easier in the case of the later.

Pure maple syrup, bulk, per lb.	0 08	0 09
Compound maple syrup, per lb.	0 04 1/2	0 05 1/2
Pure Townships sugar, per lb	0 06 1/2	0 07 1/2
Pure Beauce County, per lb.	0 10	0 11

PEELS—There is little business being done in peels. Prices are firm.

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

RICE AND TAPIOCA—Tapioca is practically unchanged since last report. The market is a little easier for futures, but spot is selling at 7c and 7 1/2c for extra quality.

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

RAW FURS—Dealers continue to quote:

Bear, black	4 00	12 00
Raccoon	0 50	1 50
Fisher dark	5 00	7 00
Otter dark and fine	15 00	25 00
Marten, dark	8 00	15 00
" brown	3 00	8 00
Mink, dark	2 25	5 00
Fox, red	1 75	4 50
Lynx	4 50	5 50
Weasels	0 10	0 50
Skunk		0 60

CANNED GOODS

MONTREAL—A sorting business is being done in canned goods. Jobbers have every confidence in the situation at present, feeling that things will work out satisfactorily. All houses are short of every line with the exception of corn, peas and pears. For these three lines they anticipate a good demand. Strawberries there are none. Peaches, plums, cherries and gooseberries are very short. Something is being done in tomatoes at \$1.17 1/2 and \$1.20.

TORONTO.—The week has brought to the surface no change in the canned goods situation. All lines are regarded as firm, and the canners' new prices are gradually prevailing. With regard to tomatoes the view that prevails among the jobbers is that the market will re-

main firm, but a considerable advance is not looked for. At the canners' convention in Buffalo last week President Geo. G. Bailey of the Atlantic States Packers' Association, reviewing the past year, said:

"About the time of our last year's session tomatoes were largely in the hands of speculators, the market was feverish, transactions confirmed, so far as distributors were concerned, to immediate requirements, and a disposition on the part of such packers as still had stock to sell at a few cents per dozen under speculators' prices. There was just enough held by packers and others outside the breastworks to supply the market long enough to bring disaster to the large holders; the price fell to almost, if not quite, a normal one, and tomatoes went again into consumption. A fair volume of business during the balance of the year left considerable of a carry-over, which, on account of something less than a normal pack in 1906, was practically taken from first hands with the 1906 pack before the first of the year, leaving the market to-day in as healthy a condition as it has been in many years."

This does not gibe well with the statement of a Chicago paper that the 1906 U. S. pack was over 50 per cent. larger than that of 1905 and the Canadian pack 35 per cent. larger.

Salmon are in good demand for the Lenten trade. An advance for the best brands is talked of and some jobbers are quite out of them and have been unable to get more, otherwise prices are unchanged.

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

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

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

FRUITS.	Group No. 1	Group No. 2
Apples, standard, 3's.....	1 07½	1 05
" preserved, 3's.....	1 32½	1 30
" standard gal.....	2 92½	2 90
Blueberries—		
2's, standard.....	0 95	0 92½
2's, preserved.....	1 45	1 42½
Gals., standard.....		4 65
Cherries—		
2's, red, pitted.....	2 27½	2 25
2's, " not pitted.....	1 77½	1 75
Gals., red pitted.....		8 90
" " not pitted.....		7 40
2's, black, pitted.....	2 27½	2 25
2's, " not pitted.....	1 77½	1 75
2's, white, pitted.....	2 42½	2 40
2's, " not pitted.....	1 92½	1 90
Currants—		
2's, red, H.S.....	1 82½	1 80
Gals., red, solid pack.....		7 40
2's, preserved.....		5 15
2's, black, H.S.....	2 02½	2 00
2's, preserved.....	1 92½	1 90
Gals., black, standard.....		2 15
Gals., " solid pack.....		6 65
Gooseberries—		
2's, H. S.....	2 17½	2 15
2's, preserved.....	2 40	2 37½
Gals., standard.....		6 50
Gals., solid pack.....		8 50
Lawtonberries—		
2's, H.S.....	1 80	1 77½
2's, preserved.....	1 97½	1 95
Gals., standard.....		5 50
Peaches—		
1½'s, yellow (flats).....	1 72½	1 70
2's, yellow.....	1 92½	1 90
2½'s, yellow.....	2 65	2 62½
3's, yellow.....	2 90	2 87½
2's, white (whole).....	2 42½	2 40
2½'s, white.....	1 77½	1 75
3's, white.....	2 55	2 52½
3's, pie.....	2 75	2 72½
Gal., pie, peeled.....	4 67½	4 65
Gal., pie, not peeled.....	3 72½	3 70

Pears—		
2's, Flemish Beauty.....	1 67½	1 65
2½'s, Flemish Beauty.....	2 02½	2 00
3's, Flemish Beauty.....	2 17½	2 15
2's, Bartlett.....	1 82½	1 80
2½'s, Bartlett.....	2 22½	2 20
3's, Bartlett.....	2 37½	2 35
3's, pie, not peeled.....	1 32½	1 30
Gal., pie, peeled.....	4 02½	4 00
Gal., pie, not peeled.....	3 42½	3 40
Pineapple—		
2's, sliced.....	2 02½	2 00
2's, grated.....	2 12½	2 10
2½'s, whole.....	2 82½	2 80
Florida 2's sliced or grated.....		2 60
Singapore, 1½'s, sliced.....		1 50
" 2½'s, whole.....		2 30
Plums, Damson—		
2's, light syrup.....	1 20	1 17½
2's, heavy syrup.....	1 72½	1 70
3's, heavy syrup.....	1 35	1 32½
2½'s, heavy syrup.....	1 67½	1 65
3's, heavy syrup.....	1 97½	1 95
Gal., standard.....	3 37½	3 35
Plums, Lombard—		
2's, light syrup.....	1 25	1 22½
2's, heavy syrup.....	1 75	1 72½
3's, heavy syrup.....	1 40	1 37½
2½'s, heavy syrup.....	1 72½	1 70
3's, heavy syrup.....	1 97½	1 95
Gal., standard.....	3 57½	3 55
Plums, greengage—		
2's, light syrup.....	1 30	1 27½
2's, heavy syrup.....	1 45	1 42½
3's, heavy syrup.....	1 72½	1 70
2½'s, heavy syrup.....	2 00	1 97½
Gal., standard.....	3 97½	3 95
Plums, egg—		
2's, heavy syrup.....	1 72½	1 70
2's, light syrup.....	2 00	1 97½
3's, heavy syrup.....	2 32½	2 30
Raspberries, Red—		
2's, L. S. (Shafferberries).....	1 55	1 52½
2's, H. S.....	1 7½	1 75
2's, preserved.....	1 97½	1 95
Gals., standard.....		5 65
" solid pack.....		8 65
Raspberries, Black—		
2's, black, H. S.....	1 77½	1 75
2's, preserved.....	1 92½	1 90
Gals., standard.....		5 40
" solid pack.....		8 40
Strawberries—		
2's, heavy syrup.....		2 50
2's, preserved.....		2 17½
Gals., " standard.....		6 42½
Gals., " solid pack.....		9 17½
VEGETABLES.		
Asparagus—		
2½'s, tips, California.....		3 90
2's, Canadian.....		2 77½
Beets—		
2's, sliced, sugar and blood red.....		1 02½
2's, whole.....		0 92½
3's, sliced.....		1 25
3's, whole.....		1 15
Beans—		
Fancy brands.....		
2's, golden wax.....	0 87½	0 85
3's.....	1 35	1 32½
Gals., ".....		3 92½
2's, refugee or valentine (green).....	0 87½	0 85
Gals., ".....		0 95
2's, crystal wax.....	0 97½	0 95
Red kidney, 2's.....	1 15	1 02½
Lima, 2's.....	1 33	1 27½
Corn—		
2's.....	0 95	0 92½
Gal., on cob.....		4 65
Carrots—		
2's.....	0 97½	0 95
3's.....	1 07½	1 05
Cabbage—		
3's.....	0 92½	0 90
Cauliflower—		
2's.....	1 47½	1 45
3's.....	1 87½	1 85
Parsnips—		
2's.....	0 97½	0 95
3's.....	1 07½	1 05
Peas—		
1's, extra fine sifted.....	1 02½	1 00
2's, standard.....	0 87½	0 85
2's, early June.....	0 97½	0 95
2's, sweet wrinkled.....	1 02½	1 00
2's, extra fine sifted.....	1 27½	1 25
Gals., No. 4.....		3 90
Pumpkins, 3's.....	0 95	0 92½
" Gal.....		3 00
Rhubarb—		
2's, preserved.....	1 20	1 17½
3's.....	1 97½	1 95
Gal., standard.....		2 77½
Spinach—		
2's.....	1 45	1 42½
3's.....	1 87½	1 85
Gals.....		5 17½
Squash—		
3's.....	1 20	1 17½
Gal.....		3 52½
Tomatoes—		
2's.....	1 00	0 97½
3's, all kinds.....	1 20	1 17½
Gals., all kinds.....		3 62½
SAUCE, ETC.		
Tomato sauce, 1's.....		0 50
" 2's.....		0 80
" 3's.....		1 00

Chili sauce same as tomato sauce.....	0 75	0 90
Catsups, tins, 2's.....		4 50
" jugs.....	7 70	12 00

FISH.

Lobster, tails.....	4 07
" 1-lb. flats.....	4 30
" ½-lb. flats.....	2 25
Mackerel.....	1 10
" Scotch.....	1 45
Salmon, Fraser River Sockeyes—	
1-lb. Tails, per doz.....	1 70
1-lb. Flat, ".....	1 95
1-lb. ".....	1 20
Rivers inlet.....	1 65
Northern River Sockeyes.....	1 65
Cohoos, per doz.....	1 35
Humpbacks, ".....	1 00
Sardines, French ½'s.....	0 12
" ".....	0 25
" Portuguese ½'s.....	0 08
" P. & C. ½'s.....	0 25
" P. & C. ¾'s.....	0 35
" Domestic, ½'s.....	0 03
" Mustard, ½ size, cases 50 tins, per 100.....	4 00
Haddies, per doz.....	1 10
Kipper herring, domestic.....	1 00
" imported.....	1 35
Herrings in tomato sauce, domestic.....	1 00
" imported.....	1 30

MEATS, ETC.

Beef, corned ls, per doz.....	1 40
" 2's, ".....	2 50
" 6's, ".....	7 50
" 14's, ".....	17 50

Per dozen tins.

Chicken, 1's, boneless.....	3 00
Turkey, 1's, ".....	3 00
Duck, 1's, ".....	2 85
Tongue, 1's, lunch.....	2 75
Soup, 2's, gibel.....	1 95
" 2's, tomato.....	1 00
" 3's, ".....	1 45
Pig's feet, 1's, boneless.....	1 40
" 1½'s, ".....	2 50

ONTARIO MARKETS.

POINTERS:

Evaporated apples—Still higher.
Sugar—Steady.
All teas—Very firm.
Canned Salmon—In demand.
Butter—A little firmer.

Toronto, Feb. 21, 1907.

Business is still on a sorting basis and collections are nothing to boast of, though there is not much complaining. While no lines are in special demand some report a steady output of canned goods and especially of salmon, which, it is said, is entering more largely than ever before into the Lenten trade. It is a noticeable fact in the city that canned salmon is now prominent in nearly every grocery window. Some jobbers here are quite out of the leading line and there is a tendency on the part of some to advance prices to \$1.85 and even \$1.90.

Sugar is steady, though far from strong. The ability of the Canadian refiners to hold on has inspired the belief in some quarters that prices will not further decline. Evaporated apples continue to harden and some jobbers are not bothering about them. Fair demand is reported for Valencia raisins. All teas continue very fine and there is a brisk demand.

TEA—Values, especially of low grade and moderate grades, continue to advance. The London market is said to be feverish. Demand locally is exceptionally brisk, induced by higher prices.

COFFEE—Demand is fair and prices are unchanging. In view of the large crops higher prices are not expected. The average of quality demanded in Canada is much higher than in the States, and is improving. In the States

the common price is 25c., and in Canada the ordinary coffee user expects to pay about 40c. The very highest grade of coffee now comes from Jamaica, and almost the lowest grade also.

SUGAR—The unusual situation of a firm, and even hardening, European beet market and a declining market for cane raws in New York was continued to the end of last week and the situation is little altered this. Refiners are offering 2c. c.o.f. for Cuban centrifugals 95 degrees test and sellers are asking 2 1-16 but it is believed would take 2 1-32. 2 1-16 for Cuban centrifugals is equal to 3.42 duty paid New York, and beet at 8s. 10d. f.o.b. Hamburg is equal to 3.84 duty paid New York, showing a disparity of .42. This is a short week in New York on account of Washington's birthday and changes are not expected.

The Cuba crop receipts continue to rise, being 65,000 for last week against 61,000 tons the week before and 50,000 tons for the corresponding week last year. The visible Cuba crop to date is 458,836 tons against 212,907 tons at same time last year.

Locally, sugars have not declined, and the refiners' ability to resist the market pressure thus far induces some to think that sugars are at low prices for this season.

Paris lumps, in 50-lb. boxes.....	4 95
" " in 100-lb.....	4 85
St. Lawrence granulated, barrels.....	4 30
Redpath's granulated.....	4 30
Acadia granulated.....	4 30
Berlin granulated.....	4 20
Phoenix.....	4 30
Bright coffee.....	4 10
Bright yellow.....	4 15
No. 3 yellow.....	4 15
No. 2 ".....	4 00
No. 1 ".....	3 90
Granulated and yellow, 100-lb. bags 5c. less than above.	

DRIED FRUITS—The feature of the market is evaporated apples, and jobbers are now getting from 10c. to 10 1/2c. They are a scarce article. Valencia raisins are in fair demand. Sultanas are practically cleaned up in Turkey; a fortnight ago only 400 tons remained.

SEEDS—The crop is now pretty well out of farmers hands. Canada will probably be importing red clover this year instead of exporting as usual. England and Germany both had large crops, and England is this year an exporter. Prices are unchanged.

NOVA SCOTIA MARKETS

Halifax, N.S., Feb. 19.

Business is quite brisk at present, and the volume of trade passing is most satisfactory. The country roads are in fairly good condition and access to the business centres is now quite easy. During a mild spell early this week there was quite a large movement in apples, the growers rushing in their stock to the commission. One of the latter received a consignment of 200 barrels of northern spys. The stock was nearly all No. 1, but the high price of four dollars per barrel prevents rapid sales. In canned goods prices are steady and the sales are quite large, more particularly of fruit and vegetables. Cranberries

are very scarce and none are offering at wholesale. The retailers who have small stocks on hand are asking 15 cents per quart for them. Potatoes are now fairly steady at 80 to 85 cents per bushel. There is a good stock of oranges and lemons on the market, and the demand is pretty good. Valencia oranges are unusually low in price, some retailers offering them at five cents per dozen on bargain days to catch passing trade.

FISH—With the Lenten season now on the fish markets are exceedingly firm and it is expected that they will continue so. There is a good demand for fish in the American markets and it is thought that much of the fish shipped from provincial ports finds its way back to Canada, for distribution in the west. The following will give an idea of the quantity of fish sent to the American market, this shipment being on one steamer from Yarmouth last week.

Live lobsters, 273 crates; fresh smelts, 189 boxes; boneless codfish, 611 boxes; canned lobsters, 100 cases; salt herring, 132 barrels salt codfish, 114 cases; clams, 13 barrels; French salmon, 2 boxes; live eels, 7 barrels. Fifty cases of canned lobsters for Hamburg via Boston.

Live lobsters are selling in Boston at \$32 per crate.

The local market is well stocked with fish, but the fresh article is nearly all cold storage. The recent cold weather on the banks has made it bad for the fishermen and in consequence the catches are very limited so far.

Speculators are buying up all the potatoes available in Annapolis county, and are paying the farmers 75 cents per bushel at his door for the stock. It is thought that the potatoes are being bought up for export.

Eggs are coming down in price and some good fresh stock can now be purchased for 30 cents per dozen. There is a slight increase in the receipts and it is expected that they will continue to show an improvement from now on.

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, Feb. 21, 1907.)

Normal weather conditions once again prevail in the west and the branch lines of railway are open again for traffic. Retailers are getting delivery of their goods and are now receiving shipments which have been weeks on the way. Except for a revision of the prices of canned fruits and vegetables, there have been no important changes in the local market.

CANNED GOODS—Prices of fruit and vegetables have been revised. We quote:

FRUITS.	Group Group	
	No. 1	No. 2 & 3
Apples—		
3s standard, per doz.....	1 20 1/2	1 27
gallons, per doz.....	3 47 1/2	3 45
Cherries—		
2s red pitted, per doz. case.....	2 41 1/2	2 39
Currants—		
2s red, heavy syrup, per doz.....	1 96 1/2	1 94
2s black ".....	2 66 1/2	2 04

Gooseberries—		
2s, heavy syrup.....	2 31 1/2	2 29
Lawtonberries—		
2s heavy syrup.....	1 94	1 91 1/2
Peaches—		
2s yellow flats.....	2 06 1/2	2 04
3s ".....	3 12	3 09 1/2
Pears—		
2s, F.B.....	1 81 1/2	1 79
3s, ".....	2 39 1/2	2 37
2s Bartlett's.....	1 96 1/2	1 94
3s ".....	2 59 1/2	2 57
2s Globe, light syrup.....	1 51 1/2	1 49
Plums—		
2s Damson, l.s.....	1 34	1 31 1/2
2s Lombard, l.s.....	1 39	1 37 1/2
2s Greengage, l.s.....	1 44	1 41 1/2
2s Egg, heavy syrup.....	1 86 1/2	1 84
Raspberries—		
2s red, light syrup.....	1 69	1 66 1/2
2s black, heavy syrup.....	1 91 1/2	1 89

EVAPORATED APPLES—Held firmly at 10 1/2c. per lb. in 50-lb. boxes. There is a good demand and supplies available in Winnipeg are none too large.

BEANS—Hand-picked beans are quoted at \$1.85 per bushel.

CANDIED PEELS—Quoted as follows:

Lemon, per lb.....	0 13 1/2
Orange ".....	0 13 1/2
Citron ".....	0 24

HONEY—Quoted as follows:

Ontario honey, 5-lb. tins per case.....	8 75
" " 10-lb. ".....	8 65
California honey 1-lb. glass jars, 2-doz. case.....	4 80
" " 5-lb. tins, 1-doz. case.....	8 40
" " 10-lb. " 3-doz. ".....	10 40
" " 60-lb. " per lb.....	0 14

RICE, TAPIOCA AND SAGO—Quoted as follows:

Japan rice, per lb., cwt. lots.....	0 04 1/2
" " 50-lb. lots.....	0 05
Rangoon rice, per lb.....	0 04
Patna ".....	0 04 1/2
Tapioca, per cwt.....	7 50
Sago, per lb.....	0 04 1/2

Provisions.

BUTTER—Supplies are not very large at present but with a return to milder weather they will soon be replenished. Produce houses are asking as high as 32c for choice creamery prints, and 27c for choice dairy prints. We quote:

Creamery prints, per lb.....	0 31	0 32
" " solids, fresh per lb.....	0 29	0 29
Dairy prints, choice, ".....	0 25	0 27
" " ordinary, ".....	0 21	0 23
Bakers' butter.....	0 18	0 19

CHEESE—Prices are quoted as follows.

Cheese, large, per lb.....	0 15	0 15 1/2
" " twins, per lb.....	0 14	0 14 1/2
" " Manitoba, small (about 20 lbs.).....	0 15 1/2	0 16

Other quotations unchanged.

Moss Brothers & Co., have succeeded Ernest J. Moss as general merchants at Shanghai, with branches at Hankow and Santuao. E. J. Moss will be manager of the new company.

A. T. Crockford, Brantford, has sold his grocery business to Greenshields Bros, of Atwood. Mr. Crockford will probably go west, where he has a good business opportunity awaiting him.

William Clark, Montreal, is mailing to the retail trade a handsome catalogue of his canned meats. It is printed in red and black on fine paper and is illustrated with cuts of many lines. A post card to William Clark, Montreal, will bring one.

John C. Black, manager of the Canadian business of H. J. Heinz, spent some time in Montreal with Hudon, Herbert & Co., agents for Canada. Mr. Black reports business booming as far as "the 57" are concerned. He is pushing in Canada the company's dill pickle, which is meeting with great favor.

PACIFIC COAST TRADE AND FOOD STUFF NEWS

(By Canadian Grocer Special Correspondent.)

Vancouver, B.C., Feb. 14, '07.

Much satisfaction was felt in the wholesale trade this week when the announcement was made that Mr. Hardwell, freight rate expert on the Railway Commission, had decided that Vancouver to Nelson rates should be 62 per cent. of the prevailing rates, Winnipeg to Nelson, this, in the rough being about a reversal of heretofore prevailing rates.

But some of the wholesale grocer's freight experts have been doing a little figuring on the basis of the new tariff, and they find that in some lines the rates have actually increased. This will work in serious difficulty in many ways, unless adjusted. The anomalies have arisen by the abolition of all special rates which have been in force formerly, on certain commodities. For instance, condensed cream, l.e.l., was rated 4th class, now everything in that line is fixed at third-class, and 62 per cent. of 3rd class rate from Winnipeg to Nelson, is more than the 4th class from Vancouver to Nelson under the old tariff. However, with the exceptions noted, the wholesale trade is on the whole well satisfied with the change, which will be a benefit to local trade.

Continued suspension of regular transportation is working havoc with trade. Not only are all goods shipped out liable to be indefinitely held up, because of the many interruptions to rail traffic eastward, but all goods in transit to replenish stocks have been delayed and their arrival is a matter of uncertainty.

At the present time there is no coal oil in stock in the city, while condensed milk has practically all been absorbed as well. In other lines similar shortages have occurred. Conditions later on will be much worse, for up-to-date the stocks in hand have been in most cases running low, and nothing coming in, the demoralization of the regular run of trade will be complete in a few weeks, for the congestion of freight caused by the snow and cold weather, will be in its turn sufficient to disorganize the transportation facilities even after the railways get running properly.

In local grocery markets stocks of canned goods have been well up to all demands, the dealers having been well stocked up early in the season. Prices are now firmly on basis of eastern association quotations, no cutting being done in any lines. Ruling quotations for tomatoes are \$1.50; corn and beans, \$1.15; peas, \$1.05 and \$1.10.

In dried fruits, stocks are readily replenished from California. Prices are very high, and higher quotations are looked for in prunes, because of the extreme high prices of other lines, and scarcity of stocks in larger sizes of prunes. The market on evaporated apples is hardly up to outside supplies, for sales are now made at 9 and 10c, while it would cost that to replace stocks. Apricots are 23c, as against

15c a year ago, and peaches 15c as against 10 and 11c a year ago. Prunes rule from 4¼ to 8¼c, with a jump of 2c per lb. on the larger sizes of 50 to 60's because of their scarcity. Smaller sizes are plentiful. Raisins are in big supply, and merchants are well stocked up. Present prices for 1lb. cartons are 11½c to 12c.

Rice is slightly lower, selling now at \$78 per ton, with plentiful stocks in hand.

* * *

Produce markets are in more difficult position than any other. The market is of course, practically bare of eastern creamery butter. Australian selling at 32½c, and local creamery, the latter in very limited compass, selling at 35c to the trade, is all the fresh stock. Some small quantities of local dairy, fresh-made are in hand to sell at 31c.

Eggs have continued scarce, because some shipments from the south have not arrived. The price on these has been about 40c, though some lower quotations are now expected. Local fresh eggs are becoming quite plentiful, owing to fine mild weather. The price is still 40 to 45c, though to-morrow's market at New Westminster may bring the figure down considerably. There are no eastern eggs to be had, and on one dares bring them forward.

Bacon and hams, U.S. packers, which is the only stock, are away up to 19 and 20c, with prospects of even higher prices. The present quotation on pure leaf lard, in 3's, 5's, and 10's is 14½c. There is some eastern Canadian lard being brought forward, but price is not yet quoted.

Flour prices remain firm, the quotation being 5.30 to \$5.60 per barrel. The fact that American mills have advanced their prices has not yet affected the market here.

* * *

In fruits and vegetables the market shows but little variation. Oranges are coming in freely from California, the price being \$3.25 and \$3.50. Apples are in very small compass, and much of the stock, especially in fancy lines, comes from Oregon and Washington. Prices have gone up considerably, with the advancing season. To the trade, quotations are now from 75c to \$2.50 per box.

Fresh California vegetables, radishes, peas, beans, etc., are coming in, and the supply of fresh lettuce from Victoria green-houses is very liberal.

Ashcroft potatoes are scarce, and still quoted at \$25, with every likelihood of going higher. Local potatoes are also going to be higher for the rest of the season, the cold weather having done serious damage to the stocks as noted previously.

Dupries, Sweet & Co., general merchants, at North Bay, are offering to compromise at 45c. on the dollar.

PERSONALS

Jas. MacKie, grocer, Oshawa, is ill at his daughter's home in Toronto. Arrangements are being made to dispose of his business.

Frank Sayer is the new manager of the grocery department of the White Packing Co., Stratford, in succession to Geo. Callum.

C. L. Marshall, manager of the brokerage department of the MacLaren Imperial Cheese Co., was in New York several days this week.

C. M. McCallum, Brampton, is a young man, but the travelers, so they say, are coming to regard him as one of Ontario's best grocers.

W. J. Redstone, buyer for Marshall Bros.' big store in St. Johns, Newfoundland, is in Montreal this week placing orders for his firm.

Christie, Brown & Co., Toronto, were granted a permit this week to erect a five-storey factory immediately south of their present premises.

John Gilbert, grocer, Kingston, has been kept in the house a couple of weeks with a sore toe. He had to get a doctor to it before it would let up.

Mrs. T. B. Greening, wife of Mr. Greening, of the Pure Gold Co., Toronto, died suddenly Wednesday morning at her home, 142 St. George St., Toronto.

Jno. T. Logan, of W. H. Dunn & Co., Montreal, is in Toronto, giving a fortnight to agitating in favor of Cailler's chocolate. It is a mighty palatable confection.

Geo. Callum, manager of the grocery department of the White Packing Co., Stratford, has taken a position with Lind, Kerrigan & Co., London, to represent them west of London.

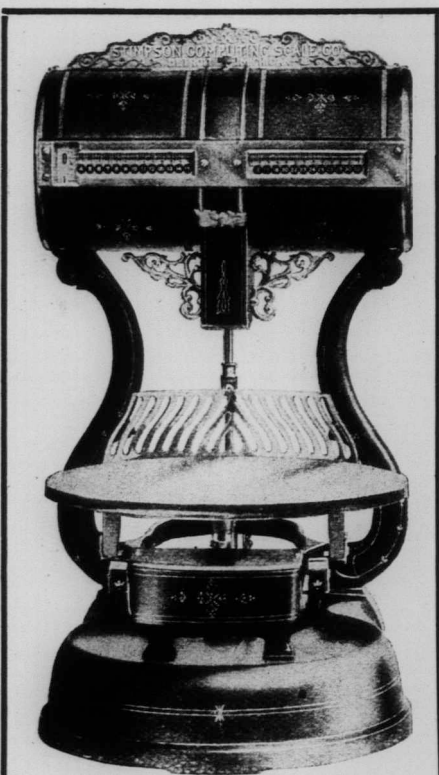
H. A. Howey, Stratford, one of T. H. Estabrook's Red Rose tea excelsiors in western Ontario, was in Toronto last week paying his monthly respects to the local manager, Geo. H. Campbell.

H. Gilbert Nobbs, Canadian manager of Holbrooks Ltd., was in Winnipeg last week interviewing the wholesale trade. Mr. Nobbs called at the Winnipeg office of The Canadian Grocer.

"J. S. Ireland, Mount Forest, is a genial fellow," said a grocery traveler to The Grocer this week. "All travelers who call on him leave with a cheerful, satisfied air, whether they take away an order or not. They can't help it; his smile is contagious."

The father of Mrs. Jos. Ryder, grocer, Kingston, died at Watertown, N.Y., recently, and the remains were brought to his daughter's home for burial. On the way to the cemetery the hearse horses ran away. The hearse was demolished and the casket thrown to the roadside.

C. H. Meredith, manager of the Stewart Co., manufacturing confectioners, Toronto, has been in Winnipeg a couple of weeks looking after the firm's business there. He will be back this week. During his absence, O. D. Hodgins, the firm's representative in eastern Ontario and Quebec, has been directing things at the factory.



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BRITISH COLUMBIA—Ideal climate; store \$30,000 turnover; splendid opportunity; send for list of farms and business. M. V. Leonard, the land office, Salmon Arm, B.C.

TRAVELLER WANTED

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

FOR SALE

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

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

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

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

MAPLE SYRUP



Small's Selected delivered is worth per case of 24 1/4s \$7.70.—12 1/2s \$7.25—6-1s \$7.00. Every grocer should have some continually in stock. It gives tone to the shop.



PRODUCT CANADA MAPLE EXCHANGE

At All Jobbers



CRE-MO should be in all shops.



IT IS PRACTICAL

The Genuine HOLBROOK'S WORCESTERSHIRE SAUCE

Acknowledged Sauce of

the Premier the World



Holbrooks Limited

Canadian Branch:

25 FRONT ST. E., TORONTO

Canadian Manager, - H. GILBERT NOBBS

Bon Ami

The Finest Cleaner Made

cleans and polishes by *dissolving* the dirt or tar-
nish and not by "scouring off" and "wearing
out" the object cleaned.

A Scouring Soap

A Metal Polish

A Glass Cleaner

UNIQUE IN ITS CLASS

SALES INCREASING IN GIANT STRIDES

To be had from nearly every Wholesaler in the Drug, Hardware and Grocery Trades of
Canada, from Halifax to Vancouver

CASES OF 3 DOZEN

\$1.19 per dozen.

OR

\$14.28 per gross

F.O.B. WHOLESALERS' SHIPPING POINTS.

Lots of 5 gross

\$13.40 per gross

DELIVERED TO ANY RAILWAY STATION FROM HALIFAX TO VANCOUVER.

TERMS—NET, 30 DAYS

HUDON, HEBERT & CO.
Montreal LIMITED

SOLE AGENTS IN CANADA

THE MOST LIBERALLY MANAGED FIRM IN CANADA

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About Heinz Dill Pickles

No grocery stock is complete without Heinz Dill Pickles, made from Heinz original recipe. They are, without doubt, the most appetizing and delicious of all pickles, and this is the time of year when people are looking for them.

We have them put up in whiskey barrels, fine large pickles, that can be retailed at 20c. doz. and show you a handsome profit at this price. You only have to put half a doz. in a dish on your counter with a price card attached, reading 6 for 10c., and they sell themselves. If you are not handling them then order now and get your share out of this profit-making line.

Canned Goods

are selling well just now. We are receiving some good substantial orders for all kinds of vegetables. It may be that our prices are too tempting to pass. We can still let you have some

Frankford Corn, - - 75c. Ice Castle Pumpkin, 2s, 45c.
Peacock Pumpkin, 3s, 75c. Owen Sound, E. J., Peas, 75c.

Canned Pineapple

The Phonograph Brand, packed in the Bahamas where the fruit is grown, and when it is just in the proper condition for canning. This is the most delicious pineapple put up in tins.

Phonograph Brand, sliced, 2s, cases 2 doz. - - \$1.70 doz.

Fish

The fish season is now at its height. We went trolling and got the hooks into a lot of boneless fish put up in 1 and 2-lb. bricks, 20 lbs. and 40 lbs. to a box, which we quote, $4\frac{3}{4}c.$

Scaled Herring, - - 9½c. box

H. P. ECKARDT & CO.

WHOLESALE GROCERS
 TORONTO

Our English Brawn

Put in 5 lb. packages.

Twelve to the Case.

Undoubtedly Wins Trade and Holds it

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

Let us Express you a Sample Case.

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

BUTTER

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

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

F. W. FEARMAN CO.,
HAMILTON LIMITED



CORONA

Kettle Rendered Leaf Lard

in

1 POUND BLOCKS

(50 pounds in box)

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

The Montreal Packing Co.

LIMITED

MONTREAL, P.Q.

SEND FOR TRIAL ORDER

A Few Moments
Thought



would convince most grocers that it was bad business policy to take chances. The man who features the Ryan guaranteed provisions takes no chances.

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

The people having tested our goods insist on the Ryan quality.



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

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

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BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO,
MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,

TORONTO.

**BROOMS
BRUSHES
BASKETS**

**WOODEN WILLOW
WARE WARE**

**Paper Bags | Twines
Wrapping Paper
Grocer's Sundries**

WALTER WOODS & CO.

Hamilton and Winnipeg

The "Just-As-Good" Habit

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

Clark's Pork and Beans in Chili Sauce

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

being cleaned up. Selects are off the market, while offerings of any kind from store are not heavy even at the higher prices. New laid are not arriving any too freely. For these prices have not changed.

Pickled, doz..... 0 25 0 16
New laid, doz..... 0 32 0 33

HONEY—Dealers report limited business. Receipts of white clover have been very heavy. There is some demand for this article, but comb is very slow. Some inquiry for buckwheat from the city trade is reported.

White clover comb honey 0 13 0 13½
White clover, extracted tins..... 0 09 0 10
Buckwheat..... 0 07 0 07½

TORONTO.

PROVISIONS — Demand continues limited and prices firm. For plain backs, 16½c is being secured. At least one dealer is selling short cut at \$22.50, but that is alleged by others to be under cost and the ruling price is \$23.00 or even \$23.50 to \$24.

Long clear bacon, per lb..... 0 11½ 0 11½
Smoked breakfast bacon, per lb..... 0 15½ 0 16
Roll bacon, per lb..... 0 11 0 11½
Small hams, per lb..... 0 15½ 0 16
Medium hams, per lb..... 0 14 0 15
Large hams per lb..... 0 14 0 15
Shoulder hams, per lb..... 0 11 0 11½
Backs, plain, per lb..... 0 16 0 16½
" pea meal..... 0 17 0 18
Heavy mess pork, per bbl..... 20 00
Short cut, per bbl..... 22 50 24 00
Lard, tierces, per lb..... 0 12 0 12½
" tubs 0 12½ 0 12½
" pails 0 12½ 0 12½
" compounds, per lb..... 0 10½ 0 10½
Plate beef, per 200-lb. bbl..... 11 00 12 00
Beef, hind quarters..... 8 10 9 00
" front quarters..... 5 00 6 00
" choice carcasses..... 6 50 7 50
" common..... 4 00 5 00

Mutton..... 0 08 0 10
Lamb..... 0 11½ 0 13
Hogs, street lots..... 9 00 9 50
Veal..... 0 09 0 11½

BUTTER—The market here is slightly firmer. Held stocks in the country appear to be getting apparently smaller and general receipts are falling off a little.

Creamery prints..... 0 27 0 28
" solids, fresh..... 0 25 0 26
Dairy prints, choice..... 0 22 0 24
" ordinary..... 0 20 0 21
" rolls, large choice..... 0 21 0 22
" tubs, choice..... 0 21 0 22
Baker's butter..... 0 18 0 19

EGGS—Weather conditions continue to rule. Fresh eggs touched as high as 35c last week, but 32c is top at the present writing and 30c is about the market. Some more mild weather would carry prices down sharply and quotations change daily. Stored eggs are practically off the market.

Eggs (strictly new laid)..... 0 30 0 32

CHEESE—The market continues very firm.

Cheese, fine September large..... per lb. 0 14
" twins 0 14
" later makes, large..... 0 13½
" twins .. 0 13½

HONEY—Prices are firm and stocks are limited.

Honey, strained, 6 lb. tins..... 0 11
" 10 lb. tins..... 0 12
" 5 lb. tins..... 0 12
" in the comb, per doz..... 2 00 2 50
Buckwheat honey, per lb..... 0 15 0 06
" in comb, per doz..... 1 60

POULTRY—Demand is now very limited, but supplies are proportionately small. Prices are higher.

Live Weight.
Old fowl..... 0 10
Ducks..... 0 15
Young chickens..... 0 11

Dressed weight.
Old fowl..... 0 09 0 10
Ducks..... 0 11 0 12
Young chickens..... 0 12 0 13
Geese..... 0 10 0 11
Turkeys..... 0 14

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

JAMES METHVEN, SON & CO.
St. George's House
EASTOHEAP, LONDON, ENG.

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

A. C. DOUGHTY & CO.
Head Office, 29 Eastcheap, LONDON.
PROVISION IMPORTERS

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

HENRY COLBECK
NEWCASTLE-UPON-TYNE.

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

DAVID SCOTT & CO.

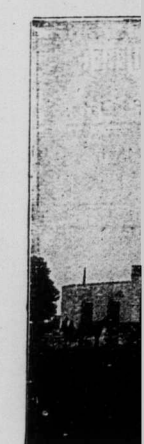
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a shipment of CANNED GOODS.
T. A.—Scottish, Liverpool.

JAMES MARSHALL

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

W. G. GREGSON & CO.,

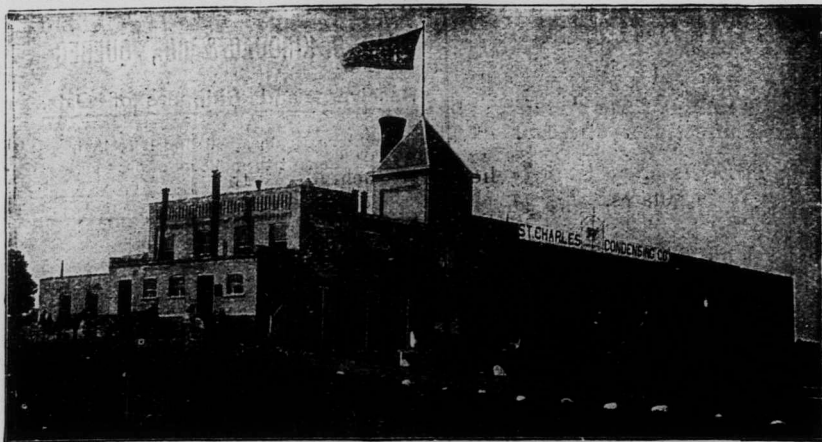
PROVISIONS CEREALS POULTRY
LIVER POOL, Produce Exchange Bldg



WHAT WITH RELIA Truro Co

With ev and Q RELIA Truro Co

GIVE



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

**ST. CHARLES
EVAPORATED CREAM**

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

St. Charles Condensing Co

WHAT WE GIVE
WITH OUR GOODS



With every tin of Reindeer Condensed Milk and Jersey Sterilized Cream we give a guarantee of

Quality and Satisfaction
RELIABLE GOODS TO HANDLE

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

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

NEW PLANT means **BETTER GOODS.**

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

TRY our Corned Beef and Roast Beef.

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

EVERY TIN GUARANTEED

NICHOLSON & BAIN,
WINNIPEG AND CALGARY

DO YOU CONSIGN?

GIVE **WATSON, BOYD & CO.** A TRIAL
TRINIDAD, B.W.I.

Best Results Obtained

Enquiries Solicited

Cable Address: BOYD, TRINIDAD

Prompt Returns

All Codes Used

LONDON AND NEW YORK: **FRAME & CO.**

CEREALS AND CONFECTIONERY

Wheat Receipts Larger and Prices Lower—Railways Handling the Traffic Better—Flour Steady and in Good Demand—Easter Confectionery Season.

Increasing receipts of wheat in the west, both in Canada and the States and the passing of the Russian scaree have brought about a decline in prices. Manitoba wheat in bond in Buffalo for export is being brought back to Canada to supply Ontario millers. The increasing receipts in the west indicate that the railways are getting into better shape. There is even some expectation now of getting all rail shipments through to eastern points in the near future. Oats continue very firm and the same condition prevails over the continent. Flour is firm and in fair demand. An Ontario miller reported this week a sale of 5,000 bags for South Africa.

Confectionery.

Manufacturers of confectionery are now at their top speed with the Easter trade. The usual "novelties" predominate. Easter coming early this year has hurried things. Ontario manufacturers are just completing their shipments to the east and west and they report excellent business.

The retailer who is not in line with the confectionery end of the business should correct his error at once. It is one of the grocer's most profitable lines. The prime requisites for success are to handle good goods, and display them well. Confectionery is worth a department to itself. Properly handled it will never fail to yield its share of profit.

MONTREAL.

FLOUR—Trade is fair at prices which have not advanced despite expectations of last week. Demand from city grocers is good but country merchants are not ordering very freely.

Winter wheat patents.....	4 40	4 70
Straight rollers.....	4 00	4 20
Extra.....	4 10	4 40
Straight rollers, bags, 90 per cent.....	1 75	2 00
Royal Household.....	4 60	
Glenora.....	4 10	
Manitoba spring wheat patents.....	4 60	
" strong bakers.....	4 10	
Buckwheat flour.....	2 25	2 30
Five Roses.....	4 60	

ROLLED OATS—Cutting in rolled oats still goes on, everybody selling for his own price. The range given below covers the prices quoted by different dealers as well as possible.

Fine oatmeal, bags.....	2 45
Standard oatmeal, bags.....	2 45
Granulated.....	4 10
Gold dust cornmeal, 98 lb bags.....	1 75
Rolled oats, 90-lb. bags.....	2 15
" 80-lb. bags.....	2 30
" bbls.....	4 70
Choice boiling peas.....	1 00

FEED—Feed is practically off the market, although demand for it keeps strong. This fact coupled with the ear shortage brings business in this line to a standstill.

Ontario bran.....	21 50	22 50
Ontario shorts.....	22 50	23 00
Manitoba shorts.....	22 00	22 50
" bran.....	21 50	22 50
Mouillie, milled.....	24 00	
" straight grained.....	25 00	28 00
Feed flour.....	1 30	1 35

TORONTO.

FLOUR—Trade, both domestic and foreign, is fair at present and prices are on the level of a week ago, where they are likely to remain for a short time, at least.

Manitoba Wheat.		
60 per cent. patents.....	4 40	4 60
85.....	4 10	4 10
Strong bakers.....	3 80	3 90
Winter Wheat.		
Straight roller.....	3 60	3 70
Patents.....	3 80	4 00
Blended.....	4 10	4 10

CEREALS—Oats continue scarce and high, but lowest quotations are slightly under a week ago. Demand continues fair.

Rolled wheat in barrels, 100 lbs.....	2 40	2 50
Rolled oats, in wood, per bbl.....	4 05	4 95
" in bags, per bag 90 lbs.....	2 25	2 40
Oatmeal, standard and granulated, per bbl.....	5 00	5 20
" in bags 98 lbs.....	2 40	2 60

John F. Alexander Co., of Montreal, confectioners, have obtained a charter.

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

GRAHAM FLOUR

Made from carefully selected wheat.
Send for trial lot

A. A. McFALL

BOLTON, ONT.

QUALITY GOODS

The people generally insist on them and when it comes to Barley our Pearl and Pot Barley wins all the way. You certainly ought to have our prices.

JOHN MACKAY, LIMITED - - BOWMANVILLE, ONT.

SPLIT CORONET SACKS { 98 lbs.
PEAS BRAND | 49 lbs.

WRITE FOR QUOTATIONS

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

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 latest concerns are subscribers, and we should like to place our proposition before you. For further information write

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

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

Are You Content?

with the flour you are handling?

If not, get a shipment of

Anchor Brand Flours

and see how pleased your trade will be

For prices and information write to

LEITCH BROS.
FLOUR MILLS

Oak Lake, Man., Canada

ENCOURAGING EMPLOYEES.

A system of distributing bonuses has been for some time in force in the establishment of Messrs. Ganong Bros., Limited, manufacturing confectioners of St. Stephen, N.B., with the object of securing continuous service from their employes. During the Christmas season each year amounts varying from \$2 to \$10 are distributed to the employes, without regard to the wages received, but based solely on the number of years each employe has been in the service of the company. Employes of one year's standing are regarded as transient labor only, the minimum bonus (\$2) being paid to those who have been for two years continuously with the company. One dollar is added to the amount of the bonus for each additional year's service up to \$10.

The total amount distributed in this way by the firm has been about \$1,000 each year during the past five years. On September 1 last year, a printed slip was placed in each pay envelope stating that if the employe was present every working day during the balance of the year, an additional bonus of \$10 would be granted, but that for every day's absence \$1 would be deducted from this extra amount. The result was stated by the company to have been most satisfactory, this being the season among confectionery manufacturers when, in view of the heavy Christmas trade, every effort must be made to maintain the supply of labor.

CHANGE IN MINCEMEAT FIRM.

Nicholson & Brock, Toronto, manufacturers of mincemeat, bird seeds, etc., have dissolved partnership after a business career of eleven years. T. W. Brock disposed of his interests to James Nicholson, who has managed the business from its inception and the latter will continue under the old name of Nicholson & Brock. Both Mr. Nicholson and Mr. Brock are favorably known to the jobbing and retail grocery trade of Canada.

UNDER DOMINION CHARTER.

The Canada Gazette of Feb. 16 contains notice of the incorporation under Dominion charter of The Eby-Blain Co., with the title, "Eby-Blain," Limited. The stockholders of the new company are given as, J. F. Eby, Hugh Blain, W. P. Eby, H. D. Eby, and W. J. McMurry. The capital stock of the company is \$400,000.

INTERESTING ITEMS.

Quaker Oats has been advanced 10c. a case.

Edwin Lees, grocer, St. Thomas, has sold out.

A. Robert & Co., grocers, of St. Jerome, have assigned.

Robt. Clark's general store at Troy was burned out recently.

Odilon Desaliers, general merchant, of St. Nobert, has assigned.

John Robertson & Son, grocers, of Montreal, have been registered.

The assets of J. A. Reozon, grocer, of Montreal, Que., have been sold.

Herbert & Fortier, grocers, of Sherbrooke, Que., have been registered.

David A. Alward, m'rchant, Houghton, has assigned to James McBride.

R. Caplin, grocer, of Sherbrooke, has assigned, and is offering 30c. on the dollar.

Robertson Bros., general merchants, Bathurst, N.B., are offering to compromise.

The stock of W. McArthur, general merchant, at Bruce Mimes, is to be sold by auction.

T. A. King, of Woodstock, Ont., has purchased the bakery and confectionery business of D. Tagrey.

Munce & Dashwood, general merchants, Cheapside, have advertised their assets for sale on the 28th inst.

Joseph Brown & Sons, Montreal, have just received a car of fine, red bananas, which are selling at \$2 a bunch.

EPPS'S GRACEFUL COMFORTING

IN ¼-LB. LABELLED TINS. 14-LB. BOXES

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

THE MOST NUTRITIOUS

COCOA

Cultivate your Biscuit trade by ordering
McLAUGHLAN'S

Cream Soda Biscuits

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

There's Money==Lots of it

for the Grocer who features

Perfection Cream Sodas

This, combined with the original and lasting goodness of



goes far towards explaining the great sales' success of

PERFECTION CREAM SODAS

Perfection Cream Sodas please us because they are so representative of the bakers' most perfect work.

Perfection Cream Sodas please the grocer because they always mean the come-again customer, and then biscuits, of their goodness, always sell more than biscuits.

Perfection Cream Sodas please the most fastidious customers because there isn't a disappointment in a hundred tons of them.

They certainly do retain their goodness.

THE Mooney Biscuit & Candy Company,

LIMITED.

Stratford, - Canada

AFTER SIXTY YEARS

A New Form of

COX'S GELATINE is



COX'S INSTANT POWDERED GELATINE

dissolves instantly in hot water. No soaking required. First in solubility, strength and purity.

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

A Healthful, Nourishing, Food—

Cailler's
GENUINE
SWISS MILK
CHOCOLATE

(Pronounced Ka-leez)

The selling of Cailler's Swiss Milk Chocolate will advertise your store as a place where the Best of everything is sold—

Cailler's is made from Selected Cocoa Beans, Pure Sugar and **Unskimmed** Swiss Milk—

There can be and is nothing better in Chocolate—

General Agent for Canada

William H. Dunn, - MONTREAL
394-396 St. Paul Street

COWAN'S COCOA

Maple Leaf Label. Our Trade Mark

Cowan's Chocolate,
Cake Icings,
Cream Bars, and
Cowan's famous Milk
Chocolate

are absolutely pure goods

THE COWAN CO., LIMITED
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

2

Leaders in the
Chocolate Line

are

Canada's Tried Brands

"DIAMOND" and
"ELITE"

FOR SALE BY ALL JOBBERS

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoe
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

"Health"
COCOA

—IS—

Absolutely Pure



Trade Mar

It is the right article to stock, being

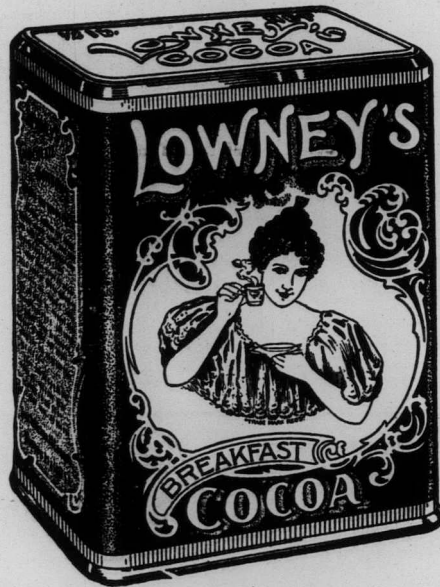
RIGHT IN QUALITY
RIGHT IN PRICE
RIGHT IN PROFIT

SOLE MANUFACTURERS:

Hy. Thorne & Co., Limited
THE COCOA WORKS
LEEDS, ENGLAND

SOLE AGENTS FOR THE PROVINCE OF ONTARIO:

GREEN & CO., 25 Front St. East, TORONTO



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

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

CANADA FLAKES



25 Cent Household Package

Each package contains a beautiful china plate or dish.

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

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

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

THE BAKER'S DELIGHT

is a Patent Flour that makes tempting, tasty wholesome Bread with no trouble in the baking, and with good profits in retailing.

This is the standard maintained in

PURITY FLOUR

It is produced from the choicest Manitoba Hard Wheat by the best improved methods in twentieth century milling.

Best for Bakers and Household Use.

Western Canada Flour Mills Co., LIMITED



Mills at

WINNIPEG, GODERICH and BRANDON

Toronto Office :

Long Distance Phone Main 6060

Phone in your Orders at our expense.

A WOMAN'S LOGIC

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

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

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

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

Order direct or from our nearest agent.

THE ALEXANDER MILLING CO. LIMITED
BRANDON, MAN.

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

FOODSTUFF INTERESTS IN N.B.
(Continued from Page 27.)

servative party and announced himself as a supporter of the Laurier government. He has been recently engaged in the life insurance business, but has had 30 years' experience here in the iron business. He is a close student of commercial questions and should be able to discharge the duties of his new position with advantage to his country and credit to himself. The salary attached to Mr. Chesley's position is about \$3,000 per year.

The Pure Gold Manufacturing Co., of Toronto, have recently made a change in their New Brunswick and Nova Scotia representative, J. E. Angevine, formerly with Theodore H. Estabrooks, pro-

prietor of Red Rose tea, and previous to that, of the firm of Bowman and Angevine, being the new representative.

* * *

E. G. Hunter, manager of the Windsor Salt Company, of Windsor, Ontario, was in the city Friday. It has been some time since Mr. Hunter has been here.

Arthur de Forest, traveler for Geo. S. de Forest & Sons, of St. John, was in Sussex on Wednesday.

M. H. Parlee, of Sussex, is in Montreal, attending the meeting of the Canadian Breeders' Association.

The Woodstock Cold Storage Co. has applied to the Provincial Government for a bonus.

The grocers here seem to have caught the hockey craze. On Monday last a team composed of clerks from Baird & Peters' played a septette from the Geo. E. Barbour Company establishment, at the Marathon rink, the game resulting in a tie score of 3-3, with but few casualties.

* * *

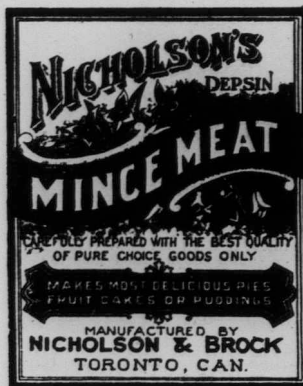
At the most it will be only a matter of a few weeks when the salt works at Plumweseep, Kings Co., will be in operation.

The floor of the factory is laid with cement, and the tanks for the converting of brine into salt are capable of holding 20,000 gallons, against which will be presented over 800 feet of heating surface.

A LINE THAT WILL PLEASE YOUR CUSTOMERS



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



A Sure Winner

Thousands of grocers have found a sure and certain trade-builder in

Nicholson's Mince Meat

Do you know as much as you should about

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

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

When a Maker Offers You
"Backed up by a Guarantee"

Mince Meat

Your duty is clear.

All mince meat is eatable.
But all mince meat is not digestible.

Wagstaffe's FINE OLD ENGLISH MINCE MEAT

is digestible because it is made from a faultless recipe from select fruit and spices and put up in a clean factory.

In England, everybody is delighted with

WAGSTAFFE'S MINCE MEAT

In Canada, you'll soon be able to say the same.

ALL OUR EXPERTS ARE THE MOST UP-TO-DATE IN THE TRADE

Wagstaffe, Limited
HAMILTON, ONT.

Money

CAN BE SAVED BY MEANS
OF AN ENDOWMENT POLICY.

**YOU CAN ONLY SECURE
SUCH A POLICY WHILE YOU
ARE IN GOOD HEALTH.**

Pamphlets and Full Particulars regarding the
New Accumulation Endowment Policy
sent on application.

**Confederation Life
ASSOCIATION**

W. H. BEATTY, President.

W. C. MACDONALD,
ACTUARY.

J. K. MACDONALD,
MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, \$850,000.00.

TOTAL ASSETS, \$2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, \$27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J. KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director



THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

**FIRE
AND
MARINE**

Head Office Capital - \$1,500,000.00
Toronto, Assets, over - 3,460,000.00
Ont. Income for 1905, over 3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - \$1,000,000
Reserve Fund, - - - \$1,000,000
Undivided Profits, - - \$ 133,133

GENERAL BANKING BUSINESS

We
Solicit
Your
Account

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit
of one dollar and upwards.

HOTEL DIRECTORY

WINDSOR HOTEL

HAMILTON, BERMUDA

This house is pleasantly and conveniently located on the East side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and Pool. Hot and cold water baths. A. MCNICOL, Prop.

TOWER HOTEL GEORGETOWN DEMERARA

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. A few minutes from railway station and steamer stalling, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

WOODSIDE BOARDING HOUSE

Corner of Main and Lamaha Streets
GEORGETOWN, DEMERARA.

Cool and airy Bedrooms. Excellent Cuisine. Attendance qualified. Terms moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress, E. COTTRAM.

VICTORIA LODGE

HAMILTON, BERMUDA

Mrs. J. F. SMITH Proprietress.

Opposite Victoria Park and Cedar Ave.
Private Board \$12 to \$14 per week.
Open Nov. 1 Closes in May.

WINTER RESORT

QUEEN'S PARK HOTEL

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN McEWEN, Manager. For Rates, etc apply Trinidad Shipping and Trading Co., 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, Ont. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, Proprietor

RENFREW, - - - ONTARIO

The most popular Hotel in the Ottawa Valley.

HALIFAX HOTEL

HALIFAX, N.S.

ACCOUNTANTS AND AUDITORS

JENKINS & HARDY
Assignees, Chartered Accountants, Estate and Fire Insurance Agents, 151 Toronto St., Toronto. 465 Temple Building, Montreal.

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN

Advocates, Montreal

Albert W. Atwater, K.C., Consulting Counsel for City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

ROBINSON & GREEN

Barristers, Solicitors, Etc.

John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.

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

W. G. HOLMES & CO.

Commission Merchants and
Manufacturers Agents

Correspondence and Consignments
Solicited from Eastern Manufacturers and Producers.

CALGARY, - ALTA.

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.

FROM GROCER CORRESPONDENTS

CHATHAM.

Edward Eddington, for fifteen years past in the employ of C. D. Williamson's grocery, passed away very suddenly on the evening of Feb. 13th. Mr. Eddington was 55 years of age, and leaves a wife and four children, Edward, of Toronto, and James, Inez and Maria, at home. Prior to coming here, he was in business in Thamesville. The funeral took place on Friday from the residence. William street, to Maple Leaf cemetery.

E. Duffy, the Lorne avenue grocer, last week sold his business to Wesley E. Parrott. The latter intends to conduct a branch store on Lorne avenue. The store re-opened under the new management on Monday, Miss Broughton being placed in charge.

John McCart, who has been conducting a meat business on Park street for some time, has given up business.

LONDON.

Some grocers have, through the daily press, directed attention to the fact that there are on the London market hucksters who cheat their customers by means of short-weight bags, short-weight rolls of butter, and other fraudulent practices. Every market day great quantities of potatoes and other vegetables are sold by the bag, in bags which will not hold more than 65 or 70 pounds of potatoes. The hucksters get hold of 100-pound sugar bags and yield to temptation. Now that one of the big sugar companies is using 120-pound bags there is a possibility that others may follow suit, and then the hucksters will not be so frequently tempted to do wrong. But that is looking into the future. For the present there is a crying need of immediate and effective means of preventing these simple, honest farmers from taking advantage of the smart city folk in the way they are doing. Some of the grocers, individually, have stirred up the civic officials and unearthed a dead-letter law on the matter. The publicity that has resulted has no doubt served as a warning to buy by weight when buying on the market. But no definite steps to remedy the evil have been taken by the Retail Grocers' Association. The writer asked a member if the association had done anything in this matter and the grocer replied, "Not yet, but soon."

If the retail grocers of London would get together oftener they would realize more fully the power and benefit of organization. They meet every once in a while, or, maybe not so often, and between times, don't know they're living—as an organization. They are too busy individually to stop and think of the time and trouble they might save themselves by acting collectively in a reasonable manner. A live grocers' association works for mutual profit. Its advantages have been often demonstrated. The London grocers will find it well worth while to meet regularly and grapple with some of the problems that have been so successfully solved by organizations in other cities. These problems

become trifles when every member of the association helps towards their solution. Mutual investment will result in mutual profit.

PETERBORO.

It was with general regret in Peterboro that the announcement of the retirement of F. R. J. Mitchell from the retail grocery business was received. For nearly half a century this business has been in existence here. It was started by Mr. Mitchell's father in the early sixties, when Peterboro was a small village, in which cows and horses ran at large upon the main streets. It was one of the first grocery stores here, and is about the only one of the original firms doing business to-day. It was conducted continuously by Mr. Mitchell, sr., up to the time of his death in 1894. Some years before that, however, he took his two sons, F. R. J. Mitchell and Geo. L. Mitchell, into partnership with him. Geo. L. retired from the firm in 1880 and went on the road and now has his headquarters in Winnipeg. After his father's death Fred. carried on the business alone and continued to receive the same liberal patronage as did his father before him. He is to-day enjoying a good share of the trade and has many customers who have dealt with him for many years.

Ever since the grocery store was started by Mr. Mitchell, a wholesale liquor business has been carried on in connection with it, and it has always been a profitable department. Fred. Mitchell is now passed middle life. He has considerable means, and as he finds the combined stores require more time and attention than he feels disposed to give, he decided to drop the grocery end. He is now selling off his stock and will soon remodel his store and carry on a retail liquor business only.

The grocery trade in the city this year so far has been good. The month of January was in most cases better than the corresponding month last year. This is partly accounted for by an increase in population. The city is growing rapidly and the next year or two will see a development unprecedented. The establishment of the Coates Co., Ltd., will bring in at least 500 people the first year, while the Canadian General Electric Works are doubling their capacity and will bring in anywhere from 1,000 to 2,000 more people. Several other large factories are about to increase their plants. All these people have to be fed, and it means a very substantial increase in the grocery business.

The heavy snow storms in the Northwest have made a material difference to the Quaker Oats Co. here. Since the railways have been blocked the company has suffered from the shortage of wheat and other grains. At least two hundred hands were laid off, while the orders for Quaker Oats and the various other cereals manufactured by the Quaker Oats Company, have increased very materially. Thousands of dollars worth of business has been turned away be-

cause the railways were not able to bring down the grain.

It will be interesting to the trade to know that the Quaker Oats Co. have decided to more than double the capacity of their mills in the near future. Plans are now nearly completed for this work and as soon as the Trent Valley canal is opened at the north end there will be a great expansion in the manufacture of cereals in Peterboro.

KINGSTON.

Kingston was dressed in its best last week to receive Premier Whitney and his followers and also opposition Graham and his party all united and as happy as a lot of school boys.

They first took in the Dairy School and were surprised and delighted. The butter and cheese was the best they had ever tasted and even the buttermilk had its admirers. Then they started for Queen's and took in everything, especially the banquet where toasts, modern and of the Zweiback type were given.

The principle interest, as they took their draughts, was centred in the treasurer, Hon. Mr. Mathieson, who made a very favorable impression and received hearty cheers.

A large petition containing thousands of names of the principle citizens of Kingston is being handed in to the Board of Trade to consider the advisability of asking parliament to change the name of Kingston Penitentiary to Portsmouth Penitentiary. Portsmouth is a suburb of Kingston, and two of its attractions for tourists are Lake Ontario Park, the terminus of the street railway, a nature beauty spot and in summer time full of amusements, bathing, merry-go-round and concert companies. Many a weary grocer takes a run out for a few hours' rest. The other attractions are: Penitentiary Asylum, and Bajus Brewery. There are two grocers, Samuel Lowe and James Campbell, both rich and happy.

Large signs, 10x25 advertising Lipton's Tea have been placed all over the city. There seems to be a tea war on here. The Melagama contingent were here all week putting up signs, distributing samples and demonstrating the drawing qualities of their blend. The retailers hope that no more new brands of tea, baking powder, and ready to eat foods will show themselves for a long time. It is a growing evil and as Jim, the grocer said on the square, "if any more foods come into my store, I will be obliged to start a hennery to eat them up."

Edgerton Card, manager of the National Biscuit Co., at Newark, N.J., died after a short illness. He has been connected with the company for about eight years and filled important positions for them at Odgensburg and Syracuse. He leaves a wife and one child. He was born at Ernstown and came to Kingston when a boy. He applied at Gilbert's grocery for a job and was put on a delivery. His kind manner and perseverance soon got him behind the counter where he was beloved by both employer and customers for many years. His many friends here regret his early demise.

A DOUBLE PROFIT

Royal Baking Powder Pays a Greater Profit to the Grocer Than any Other Baking Powder He Sells.

Profit means real money in the bank. It does not mean "percentage" which may represent very little actual money. A grocer often has the chance to sell either:

1. A baking powder for 45c. a pound and make a profit of 5c. or 6c., or,
2. A baking powder for 10c. a pound and make "20 per cent profit," which means only 2c. actual money. Which choice should you take?

Royal Baking Powder makes the customer satisfied and pleased, not only with the baking powder, but also with the flour, butter, eggs, etc., which the grocer sells.

This satisfaction of the customer is the foundation of the best and surest profit in business—it is permanent. Do not take the risk of selling a cheap alum baking powder; some day the customer may find out about the alum, and then your best profit in the customer's confidence is gone.

Royal Baking Powder pays greater profits to the grocer than any other baking powder he sells.

ROYAL BAKING POWDER CO., NEW YORK

FRUITS, VEGETABLES AND FISH

Heavy Demand for All Kinds of Green Fruits and Vegetables—Fish Scarce, Partly Because of Freight Congestion in the West.

The fruit and vegetable trade is booming. Practically everything but apples and potatoes is imported but inside a wholesale fruiter's to-day one could easily imagine oneself in the good old summer time. Strawberries from Florida, sweet potatoes from New Jersey, oranges, nectarines and celery from California, new beets and carrots from Louisiana, lettuce from Boston, pines from the West Indies. For the first time strawberries are this season being brought direct by refrigerator express to the Canadian market from the point of production instead of via New York. This is an indication of the increasing importance of this market. There is a good consumptive demand. Bitter oranges are now at their last and some very large shipments of prime quality have arrived in Canada. A very large shipment of fine quality lemons has also come in from Messina. Spy apples are in good demand and are scarce, bringing \$4 to \$4.50. Oranges are firming up.

Fish are in good demand and supplies are light. An increasing proportion of Canada's fish supplies is coming from the Pacific coast and the difficulty of getting shipments through from the west has interfered.

MONTREAL.

GREEN FRUITS—Very little activity is reported in green fruits. There is a fairly good demand for general lines at ruling prices, but actual sales are small. Bananas are in good supply and selling freely at prices about the same as those quoted last week.

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

VEGETABLES—Very little is being done in vegetables, dealers reporting sales extremely light. Demand is small, and prices are practically without change. Red onions have been advanced to \$4, while rhubarb is selling at 75c., a decline of 5c.

Parsley, per doz. bunches	0 75	
Sage, per doz.	0 60	
Savory, per doz.	0 60	
Montreal cabbage, per doz.	0 50	0 75
American Cabbage, bbl	1 75	
Florida tomatoes, crate	4 50	
Turnips, bag	0 75	
Water cress, large bunches, per doz	0 75	
Lettuce, per doz	0 40	0 50
Boston lettuce, per doz	1 00	1 50
California celery, crate	6 50	
Radi hes, doz.	0 50	
Spinach, per bbl	4 50	
Cucumbers, per doz	1 25	2 75
Celery, per doz	0 25	0 90
Potatoes, per bag	0 85	0 91
New potatoes, lb	0 06	
" bbl	8 50	
Jersey sweet potatoes basket	2 50	
Spanish onions, crate	2 50	
" 56 lb cases	0 85	
Red onions, bbl	4 00	
" bag	1 75	

Beets, bag	0 75
Carrots, bag	0 90
Mushrooms, lb	0 90
Horseradish, lb	0 11
Rhubarb, doz. bunches	0 75
New Orleans shallots, doz.	0 60

FISH—Fish trade is excellent, Lenten demand being very strong. Prices on the whole are very well maintained, few changes being noticeable. In many lines dealers are just about cleaned up. Frozen haddock are practically out of the market, while haddies are extremely scarce. Codfish are in fair supply but prices are higher, owing to the scarcity of haddock.

Fresh and Frozen Fish	
Halibut, express, per lb	0 68
Grass pike	0 05
Steak od	0 05
Macrel large	0 10
Dore	0 08
Cod fish	0 04
Small sturgeon	0 07
Small whitefish, per lb	0 07
Flounders, per lb	0 45
B. C. salmon	0 08
Qual's salmon	0 07
Smelts	0 08
New tomocods, bbl	2 15
Frozen herring, large, bbls. 300 fish, per 100 fish	2 10
" less than bbls., per 100 fish	2 20
" medium, per 100 fish	1 40

Smoked and Salted—	
St. John bladders	1 20
Kipper herring, half boxes	1 20
Smoked herring, per lb	0 10
Yarmouth loaters box	1 20
Skinless cod, 100 lb. cases	5 50
Boneless 20 lb. boxes	0 06
Boneless fish, 20-lb. boxes, bricks	0 05
Boneless fish, 25-lb. boxes, per lb.	0 04
Boneless cod per lb	0 18
Dry cod in bundles	6 50
Oysters—	
Standards bulk, per imp. gal	1 40
Selects, bulk, per gal	1 60
Malpague shell oysters, bbl	3 60
Oyster pails, pinta, per 100	1 00
" quarts	1 25
Boiled lobsters, medium, per lb	0 15
Pickled fish—	
No. 1 Labrador herring, per bbl	5 50
" per half bbl	3 25
No. 1 N.S. herring bbls	5 00
" half bbls	3 00
No. 1 Mackerel per pail	1 75
No. 1 Lake Trout, 100 lb. kegs	5 00
No. 1 Sea trout, bbls	10 50
No. 1 Sea trout, half bbl	5 75

Laborer salmon—	
" in bbls	12 00
" in 1/2 bbls	6 50
No. 1 green cod, in bbls. of 200 lbs	7 50
Small	5 75
No. 1 Haddock, bbls. 60 lbs	7 00
No. 1 turb-t, bbls 200 lbs	8 10

TORONTO.

FRUIT—Orange quotations continue to fluctuate considerably. The tendency of prices is a trifle lower. Special in Mexican oranges 126s. at \$1.95. Special in bananas, \$1.25 to \$1.50. Strawberries are considerably cheaper.

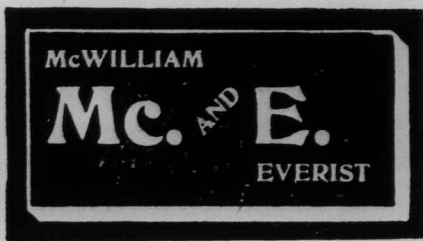
Oranges, Jamaicas, per bbl	4 50
" Florida, 12's-216's	2 75
" Mexican 126's-250's	2 00
" Tangerines, half box	3 25
" Valencias, 420's and 714's	3 25
" navels, 9's, 250's	2 65
" marmalade, 160's 200's, 210's, per box	2 25
Grape fruit, 46's 80's	3 25
Lemons, California, boxes	3 50
" Mexicans, 30's-36's	2 50
Pineapples, Florida and Cuban, 30's and 24's	4 00
Apples, snows	2 00
" Spies	3 25
" Baldwins	2 00
" Greenings	2 00
" Kings	2 10
Bananas, per bunch	1 50
Red bananas per bunch	3 50
Cranberries, per barrel	8 50
" crate	3 25
Strawberries per qt.	0 55

VEGETABLES—A week ago Delaware potatoes were selling at prices around \$1, as compared with 85c. and 90c. a few days before. Prices have since declined and the opinion is that they will settle down to 90c. for the rest of the

While arrivals of California Oranges, Lemons, and Marmalade Oranges have been heavy, the trade has kept pace, in fact the demand is heavy and we look for a sharp advance, having bought quite a few cars ahead are able to give our customers great value.

Our arrivals for this week are 5 cars California Navals, consisting of the following brands: Golden Flower, Chinook and Rose (can safely say none better leaving the State,) also Arch, Clover and Carnation Brands.

2 cars St. Nicholas and Kicker Brand Lemons, also full lines of Marmalade Oranges, Valencia Oranges, California Celery, Nuts, Figs, Dates, etc.



25-27 Church St., TORONTO

BUY THE
Gilt
Edge
Golden Flower
Brand
Navel
Oranges

Grown and packed by

REDLANDS GOLDEN ORANGE ASSN.

Redlands, California

winter sea load of O ket.

Potatoes, Dela Onta Sweet potatoes Onions, Spanis

" Yellow " Canad

Cabbage, new C

Beets, new, per

Carrots, Canad

Lettuce, per doz

Lettuce, Boston

Green onions, I

Radishes, Cana

Cucumbers hot

Mushrooms, im

Beans, white, p

" " "

" Lima, per

Watercress, per

Tomatoes, Cuba

Tomatoes Flor

Peppers, per ba

Parsley, per doz

Parsley, Jumb

Turnips, per ba

Mint, per doz

Celery

California

Squash, per doz

Leeks, per doz

Pumpkins, per c

Parsnips, per bu

Sage, savory, th

Fancy Baltimor

Oyster plant, pe

Artichokes, per

Rhubarb, per d

FISH—P

same, with

prices of l

ring, pink

The fluctua

unlooked fo

dropping.

Fresh halibut

Haddock, fresh

Fresh cod, per lb

Fresh lobsters, b

shrimps per gal

Whitefish, per

Salmon trout, pe

Ciscoes, per doz

Striped bass, per

Blue fish, per lb

Frozen mackerel

Home cured blo

Eastern salmon,

Finnan haddie,

Oysters, per gal

Labrador herring

Frozen Halibut,

Pink Salmon, pe

Red

Fancy Manitoba

Smel's, No. 1, pe

extra, per

Lake Superior h

Pike, per lb

Yellow p-kerel,

Kipper herring,

Sea herrings, per

Goldeyes, per lb

POTATOES

Cheaper to Than

Winnipeg does very s because of during the dealers hav potatoes in est learned great bulk

DRIED

O. E. R.

ESTABLISHED

winter season. There is about a carload of Ontario potatoes on the market.

Potatoes, Delawares, per bag	0 90	1 00
" Ontario	0 75	0 75
Sweet potatoes, per hamper	2 03	2 75
Onions, Spanish, per large case	3 25	3 50
" small case	1 25	1 25
" Yellow Danvers, bags	1 49	1 49
" Canadian, per bag	1 75	1 75
Cabbage, new Canadian, per bbl	1 50	2 00
Beets, new, per bushel	0 40	0 50
Carrots, Canadian, per bushel	0 40	0 50
Lettuce, per doz. bunches	0 35	0 40
Lettuce, Boston, large, per doz. heads	1 50	1 50
Green onions, per doz	0 15	0 30
Radishes, Canadian round, per doz	0 50	0 50
Cucumbers hot house, per doz	2 25	2 50
Mushrooms, imported, 1-lb. boxes, per lb	1 00	1 00
Beans, white, prime, bush	1 40	1 40
" hand-picked, bush	1 50	1 50
" Lima, per lb	0 08	0 08
Watercress, per doz. bunches	0 25	0 25
Tomatoes, Cuba, per 6 basket crate	5 00	5 00
Tomatoes Florida, per 5-lb. basket	1 00	1 00
Peppers, per basket	0 25	0 25
Parsley, per doz	0 20	0 25
Parsley Jumbo bunches, per doz	0 75	0 75
Turnips, per bag	0 35	0 35
Mint, per doz	0 15	0 20
Celery	0 40	0 50
" California, per case, 5 to 8 doz	5 75	5 75
Squash per doz	1 03	1 25
Leeks, per doz	0 25	0 25
Pumpkins, per doz	0 75	1 00
Paranips, per bush	0 50	0 50
Sage, savory, thyme, etc, per doz bunches	0 10	0 10
Fancy Baltimore spinach, per hamper	1 25	1 25
Oyster plant, per doz bunches	0 40	0 40
Artichokes, per bag	1 00	1 50
Rhubarb, per doz. bunches	1 25	1 40

FISH—Prices in fish remain much the same, with the exception of a rise in the prices of finnan haddie, Labrador herring, pink salmon, and No. 1. smelts. The fluctuation in these prices is rather unlooked for, as last week prices were dropping.

Fresh halibut	0 18	0 18
Haddock, fresh caught, per lb	0 05 1/2	0 05 1/2
Fresh cod, per lb	0 07	0 08
Fresh lobsters, boiled, per lb	0 20	0 25
Shrimps per gal	1 20	1 25
Whitefish, per lb	0 10	0 12
Salmon trout, per lb	0 09	0 10
Cloves, per basket	1 25	1 25
Striped bass, per lb	0 13	0 13
Blue fish, per lb	0 10	0 10
Frozen mackerel	0 10	0 10
Home cured bloaters, per basket	1 25	1 25
Eastern salmon, per lb	0 20	0 20
Finnan haddie, per lb	0 08	0 09
Oysters, per gal	1 70	1 90
Labrador herring, per half bbl	3 40	3 25
" bbl	5 50	6 00
Frozen Halibut, per lb	0 10	0 10
Pink Salmon, per lb	0 10	0 11
Red	0 10	0 10
Fancy Manitoba white fish, per b	0 10	0 11
Smelts, No. 1, per lb	0 10	0 10
" extra, per lb	0 15	0 15
Lake Superior herrings, per lb	0 02 1/2	0 04
Pike, per lb	0 05 1/2	0 05 1/2
Yellow perch, per lb	0 08	0 08
Kipper herrings	1 25	1 25
Sea herrings, per 100 count	2 25	2 25
Goldeyes, per lb	0 05 1/2	0 06

POTATOES SCARCE IN WINNIPEG.

Cheaper to Bring Them From States Than From Eastern Canada—The Duty.

Winnipeg produce houses report potatoes very scarce and difficult to obtain because of the tie up on the railways during the last month. One or two dealers have been inquiring prices of potatoes in Ontario but so far as can be learned very few are being brought west from the Eastern Provinces. The great bulk of the supply is brought up

DRIED APPLES
BRIGHT, DRY STOCK
WANTED
O. E. ROBINSON & CO.
INGERSOLL
ESTABLISHED 1886

THEY'VE ARRIVED

**Home Guard Brand Marmalade
Oranges
Home Guard Lemons and
Bronco Brand Navel Oranges**

NUFF SAID. Every live dealer knows these famous brands.

SOLE DISTRIBUTORS

WHITE & CO., Limited

Capital, \$100,000.00

TORONTO and HAMILTON

IN ONE SHIPMENT

LEMONS 6,000 Boxes BITTERS
St. Nicholas, Home Guard, Kicking, Puck,
arrived this week for Ontario points.
W. B. STRINGER & CO., Sole Agents, TORONTO, ONT.

1 car Marmalade Oranges. 1 car each Navel, Valencia, Porto Rico Oranges.
1 car Cabbage. 1 car each St. Nicholas, Eagle and Sun brand Lemons. 1 car
Valencia Onions. Among our arrivals this week.

THE DAWSON COMMISSION CO., Limited, TORONTO
Cor. West Market and Colborne Sts.

If you have any Onions to sell, quote us your full particulars.

FRESH ARRIVALS THIS WEEK

Two Cars NAVEL ORANGES
Extra Fancy and Extra Choice.
Car SEVILLE (MARMALADE) ORANGES
Car FINEST VALENCIA ORANGES
Regular and Large 420 size.
Car FANCY BANANAS
Jumbo Bunches.
Fancy California Celery, Haddies, Oysters, Etc., arriving every few days.
HUGH WALKER & SON GUELPH, ONT.

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

BANANAS
exclusively the year around.
Best fruit Properly crated Lowest prices
JOSEPH BROWN & SONS
29 and 31 Youville Square
Montreal

An Auto? No!
Peanut and Popcorn Seller.
Catalog show'em \$8.50 to
\$850.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

BASKETS

We make them in all shapes and sizes. We have

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

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

THE...

Oakville Basket Co.
Oakville, Ont.

PROFIT AND GOODNESS

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

Jams and Jellies

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

Pure Apple Juice

is still the prime favorite. Send for particulars.

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

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

from the south where potatoes are plentiful.

Up to the present the duty has been more than counterbalanced by the excess in freight rates from Eastern Canada as compared with the rates from Minneapolis. Last week, however, the duty was raised from 15 cents to 20 cents per bushel. One large produce house had three carloads on the way to Winnipeg and the announcement of the increased duty was particularly unwelcome to them.

Potatoes have been selling to the retail trade at about 80 cents per bushel, and the result of the increase in the duty will be to raise the price to the trade to 85 cents. It is not thought that the increase in the duty will be sufficient to divert the trade to Eastern Canada. Freight from Minneapolis averages about 15c per bushel, and as mentioned above, the duty is 20 cents. Freight and duty combined thus amount to more than 40 per cent. of the price.

NOTES.

Mr. Healy and Mr. Vickers, of Vancouver, have formed a partnership and will go into the grocery business.

E. W. Drew, Oshawa, has disposed of his grocery business to Mr. Germond. Mr. Drew is taking a position with the McLaughlin Carriage Co., as buyer.

J. A. McCrea & Son, grocers, of Guelph, have sold their stock to Mr. McLaren, of Fielding & McLaren. Mr. McLaren will take charge of the business himself.

R. Scott & Co., Mount Forest, have concluded their annual mid-winter sale and it has proved a great success. They conduct their own sales and that is one reason they make out so well.

The retail grocers of Ottawa have presented a new petition for early closing to the city council. The grocers ask for closing at six o'clock on every day ex-

cept Saturday, when the hour would be nine.

A. Mills has bought the general store business of R. Ray, Wood Lawn, a hamlet a mile and a quarter from Kirktown, where T. Eaton began business in Canada, and where he is still well remembered by the old folks as a very pushing and aggressive young man. Mr. Mills is going into real estate in the west.

A grocery traveler who hustles hard enough to keep warm and look pleasant, between Toronto and Georgian Bay, said to The Grocer this week, "Most of the merchants who take stock have done so by this time, and consensus of opinion is that 1906 was a record-breaker for business. From the breadth of the smile most of them wear, I guess the balance was substantially on the right side in most cases."

JUST ARRIVED

Special direct shipment of

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

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

J. & R. McLEA

Wholesale Fish Dealers

23 Common St. MONTREAL

SHIP TO US

We pay highest market prices for

DRIED APPLES

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

THE W. A. GIBB CO.

Packers and Exporters

7 and 9 Market Street,
HAMILTON

W. S. LOGGIE CO., LIMITED

CHATHAM, N.B.

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

IF IT IS

SALT

you require, we have it.

Full assortment of the best brands.

VERRET, STEWART & CO.

MONTREAL

Limited

HALIFAX QUOTATION SHORE CODFISH

February 7th

Ex Store. \$8.00 per 100 lb.

Supply Limited

SCOTIA BRAND

In 2-lb. boxes \$9.00 per 100 lb.
In 1-lb. tablets 8.00 per 100 lb.

Average weight Skin and Bones of a Codfish 30 per cent. of total. Balance in favor of Scotia Brand.

In 2-lb. boxes \$2.50 per 100 lb.
In 1-lb. tablets 3.50 per 100 lb.

plus all the labor of preparing for table.

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

MONTREAL—A. A. Perry, 6 St. Sacramento St. TORONTO—Anderson Powls & Co.
HAMILTON—Alfred Powls. LONDON—Wm. G. Coles & Co. OTTAWA—Frank Grlerson.

Or write us direct. We can interest you

HALIFAX FISH CO.

LIMITED

1907

FISH

FISH

FISH

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

SARDINES
KIPPERED HERRING
FINNAN HADDIES
PURE BONELESS FISH
PURE BONELESS COD

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

Correspondence cheerfully and promptly acknowledged

Connors Bros., Limited
Black's Harbour, N. B.

Shipments Now Arriving

NEW PACK

Horse Shoe Salmon



Secure Supplies

While Obtainable

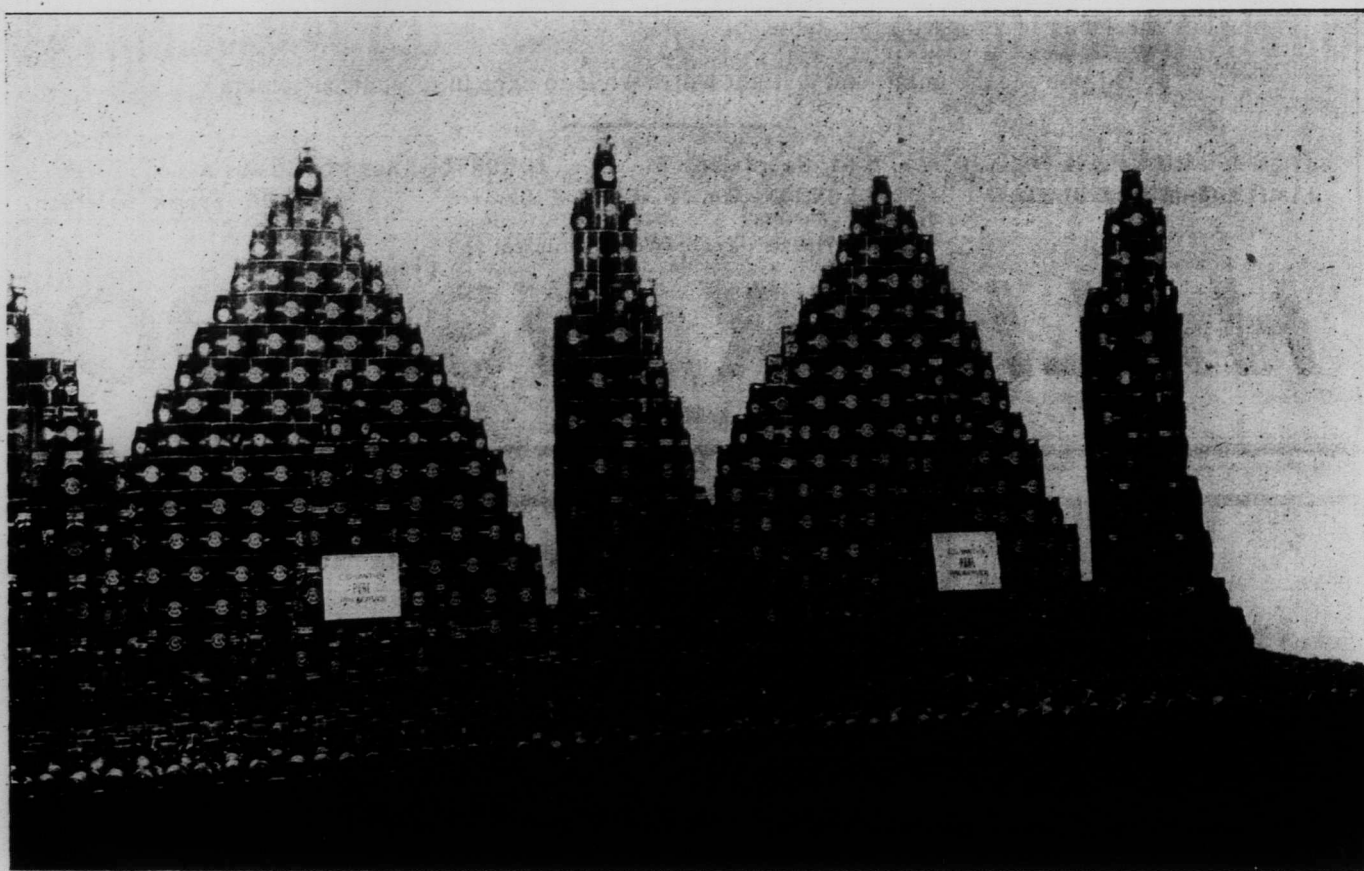
J. H. Todd & Sons

Victoria, B.C.

PACKERS

Wholesale buyers can obtain quotations from
Geo. Stanway & Co., Toronto, for Ontario. C. F. Thompson, Winnipeg, Manitoba.
W. S. Goodhugh & Co., Montreal, Quebec. J. Hunter White, St. John, Lower Province.
Bedlington & Fisher, Edmonton and Calgary

E. D. SMITH'S
Jams, Jellies and Preserves
GUARANTEED PURE



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

E. D. SMITH'S
Pure Jams, Jellies and Preserves
Sold by all the Best Grocers

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

Makers of J
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**MAKER OF FOODSTUFFS
AND AN IMPERIALIST**

Makers of Food Stuffs and Independent A. W. Maconochie, of Maconochie Bros., England, is now in Canada, and last week spent some time in Toronto. Maconochie Bros. are among the largest producers of prepared foods in the world. They produce half Scotland's output of canned fish and from their great plant in London occupying many acres on the Thames bank, were issued the rations for the memory of which thousands of South African veterans, Canadians included, still bless the name of Maconochie. To the grocery trade in America the firm is best known as makers of pickles, jams, sauces, etc., of very high quality and packers of superior fish products. On this side the Atlantic the firm's agents are the MacLaren Imperial Cheese Co., Toronto, who have achieved a splendid success with the Maconochie goods.

Member of Parliament.

A. W. Maconochie was member of the British Parliament for East Aberdeenshire for years until the last general election, when he was beaten as a Liberal Unionist, but principally as a fiscal reformer. If Mr. Maconochie believes anything (and he's Scotch) it is that a scientific application of the principle of protection will save industrial England from decline. The principles of his faith are simple enough. "Pay English workmen as Americans are paid; let them live as well and they'll work as well. To do that, protect the English

manufacturer and secure the markets of the Empire for the products of industry under the flag. Mr. Maconochie believes scientific protection would accomplish that. As a proof that a reasonable duty does not enhance the price to the consumer Mr. Maconochie tells that when in the House he suggested a higher duty on sugar for revenue purposes. It was put on; the consumer paid no more and dealers who had opposed the measure confessed after a year that they had never made so much money. Mr. Maconochie asserts that British trade is declining and explains the apparent increase by stating that the increase is only in values due to high prices.

He Did Things.

During his five years in the Commons Mr. Maconochie made a record for himself by securing for his constituency from the Imperial Exchequer more than all his predecessors had in the 65 years before him.

Mr. Maconochie has large steel and iron interests in America and Germany. Canadian railway securities, he says, are much more popular than American railway securities in Great Britain. Trusts, he averred, could be and should be legislated out of existence, but he stated the very interesting fact that in certain kinds of steel production American, German and English manufacturers had agreed upon a division of the world's markets.

Mr. Maconochie is in his habits one of the most democratic of men. He has a fine zest in life, is frank and unconventional and the toiler and millionaire are equally at home with him. Still under fifty, sturdily built, with a fine, closely-cropped head, firmly set, Mr. Maconochie is of the dominant Scotch type, and is a man whom a newspaper man feels it worth while to have met. He left for Montreal Sunday, accompanied by Mr. Marshall, of the MacLaren Co.

BOAR'S HEAD ADVANCED.

A further advance in Boar's Head compound lard has taken place. Prices now read: Tierces, 9 $\frac{7}{8}$; half barrels, 10 $\frac{1}{8}$; 60 lb. tubs, 10 $\frac{1}{4}$; 20 lb. wood pails \$2.08; 20 lb. tin pails, \$1.98; Cases, 3's, 10 $\frac{7}{8}$; cases, 5's, 10 $\frac{1}{4}$; cases, 10's, 10 $\frac{1}{2}$.

The clothing, drygoods and grocery business of Wm. Campbell, Elora, has been removed from down town to the John Gibb store, a more central stand, uptown, where Mr. Campbell has added Walker bins and fixtures, clothing cabinets, silent salesman cases and a fine, N. C. register, giving him a most attractive and up-to-date store. This business was founded by Mr. Campbell six years ago, is now carried on by his son who "knows how" in conducting a modern retail store. Mr. Campbell believes in a free use of printer's ink and in keeping faith with the public. "Campbell's Cash Counters" are well and favorably known to the people of Elora and the surrounding country.

SUPPLIES FOR LENT

FISH AND

OYSTERS

If you cannot sell fish now you never can. You're not making all the profits coming to you if you do not carry our assortment. Don't allow Lent to slip past you, but

FOR A STARTER TRY

**Leonard's Boneless Fish
Leonard's Pure Boneless Cod
Leonard's Skinless Cod**

in 100-lb. cases

The Best in Prepared Fish.

**Labrador Herring
Labrador Salmon
Sea Trout, Lake Trout,
Green Cod**

Pickled Fish That Sell.

Here are a few more lines to push:

**Frozen Salmon, Halibut, Pike, Pickerel, Smelts,
and Large Sea Herring**

If you do not see what you want here, let us give you further information. Better secure our price list. Tells about all our lines. Need any Oysters?

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

LEONARD BROS.

Wholesale Fish Dealers

20, 22, 24 and 26 Youville Square, MONTREAL

P. O. BOX 639

**LONG DISTANCE
TELEPHONES**

Mr. Grocer,

You **must** sell Cigars—not because most grocers in Canada do, but because your prosperity demands that you shall sell Cigars. Nor can you afford to stock an inferior brand. You can only oblige your customers by carrying a stock of first-quality, easy-priced Cigars. Take no chances. Stock up

Pharaoh and Pebble

Cigars—proclaimed by particular smokers to be the best Cigars manufactured on this planet at the price.

Pharaoh is a ten cent Cigar and fifteen cents fails to buy any other nearly as good.

Pebble is sold at five cents and there are mighty few grocers in Canada who have not many good words to say for the **Pebble**.

N.B.—The Payne Plan of doing business says more for genuine Cigar goodness than all the words we could print. See last issue of this paper—if you do not know that plan.

J. BRUCE PAYNE, Limited, GRANBY, QUEBEC

Success Insurance

Mr. Grocer! if you could take out a policy assuring success you would certainly do so. Such a policy would cut out the memory of over-due bills and their attendant evils. Yes Sir, you would actually pay out good cash every now and then for such a policy. Why not stock up

T. & B.

You only pay for the tobacco. The success policy goes with it—an unwritten policy which hundreds of grocers have proven more valuable than most written policies. **T. & B.** is only another name for success insurance.

Tobacco sells more than Tobacco.

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

Power T

E. A. Sganizer for Associatio cent annu as, said:

In matte age retail too prone expense, l when it ca himself, he time—no r this organi of doing fo he is willi simply nig greatest d: this greate

Just consociation e: ficed and parcel post fraudulent are cutting trade in ah taking the misrepresen laws in sta exist.

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This Natio be made wor to everyone States had a or diploma, want to enter most trades, If such could settle for all tem. I believ tional Pure ompel some ed grocery

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From comb alone, can co to resist aggr The great ovi obstructs reta the grocers th evils from wi appear if it w within. These jealousy, by

RESIST OPPRESSION AND ENFORCE REFORM

Power That Lies in a Well Organized National Retail Grocers' Association.

E. A. Stevens, formerly national organizer for the National Retail Grocers' Association, in an address before the recent annual convention at Dallas, Texas, said:

In matters of organization the average retail dealer has, in the past, been too prone to be lavish at someone else's expense, but extremely parsimonious when it came out of his own pocket. On himself, he will go out and have a good time—no matter what the cost. On this organization, which is only capable of doing for him, in proportion of what he is willing to do for it, he has been simply niggardly. That has been the greatest danger which has threatened this greatest of grocery organizations.

Just consider what this national association can accomplish, if properly officered and financed. It can defeat the parcel post project. It can prevent the fraudulent sales by soap clubs, which are cutting a deep gash into the grocery trade in almost every state, by undertaking the agitation of laws against misrepresentation, and securing such laws in states where they do not now exist.

Aid in Enforcing Pure Food Law.

It can aid in the proper enforcement of the National Pure Food Law, so that there will be the least possible friction with the trade. It can secure the abolition of that first-aid to the "dead beat"—the national bankruptcy law, why can't we have a just and equitable national collection law? It can abolish premiums and trading stamps. It can and should rid the south of the semi-jobber. You owe that to our honored friend and helper in time of need, Hon. J. A. Van Hoose, president of the Southern Wholesale Grocers' Association which paid half of the cost of organizing all the southern states, except Texas and Arkansas. It can protect every grocer in the land against short weight goods. It ought to devise practical means to stop the further demoralization of the grocery business from being swamped by ignorant, unclean and, to say the least, undesirable classes.

This National's very existence could be made worth at least \$100 per year to everyone in the trade. Suppose the States had a law requiring a certificate, or diploma, of fitness from every applicant to enter the grocery business—like most trades, callings and professions? If such could be obtained, that would settle for all time the financial problem. I believe the operation of the National Pure Food Law will eventually compel some such regulation of the retail grocery business.

Power of Combination.

From combination, and combination alone, can come the strength and power to resist aggression or enforce reform. The great overshadowing pall that still obstructs retail grocery organization is the grocers themselves. Most of the evils from without would quickly disappear if it were not for the evils from within. These are manifested by petty jealousy, by attempts to undermine

competitors, by cutting prices, by false statements, by substitution, by attempts to push cheap trash, which discredit themselves and their calling. By grovelling—looking down instead of up—by debasing instead of elevating methods. Then there are the horde of what I term "nothingarians" whose indifference blocks action, who stand like a vast row of ciphers—of no power, force or influence—until someone fitted with vitalizing and electrifying vigor places a figure in front of these ciphers, and, behold, they are immediately endowed with tremendous importance and power. That figure typifies organization!

Enthusiasm Needed, Too.

We need something more than organization; we need the esprit de corps which inspires action. Look at our social and economic conditions to-day. The vast department stores and mail order concerns swallowing up the lesser merchants, the trusts and combines dictating terms to retailer and consumer; capital and labor, landlord and landless, employer and employe confront each other. Society is being unevenly divided into rich and poor, and it seems as though those who frame our laws and carry on our government consider these conditions natural and unavoidable. Instead of removing as far as possible trade inequalities their policy has been directed solely to the advantage of predominant interests. Excessive greed and inordinate selfishness are brutalizing and degrading men. The retail business day grows more hazardous and commercial strife reigns everywhere. Why? There are many reasons no doubt, but not a few can be attributed to the inadequacy of our business laws. Instead of statesmen we have had sharp

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

old by all the Wholesale trade

CLAY PIPES

Those made by
McDOUGALL
are peerless. Insist upon
having them.

D. McDOUGALL & CO., Glasgow, Scot.

Merchants from all parts of the
Dominion are welcome at

JOS. COTE'S

IMPORTER AND WHOLESALE TOBACCONIST

Specialty—Leaf Tobacco
Biscuits. Confectionery
Moderate Prices. Prompt Delivery

Office and Sample Room, 188 St. Paul St.
Warehouse, 119 St. Andrew Street

Phone 1272
Branch: 179 St. Joseph St.

Phone 2097
QUEBEC

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

shrewd corporation advocates, who do the bidding of the brigands of industry and trade and ruthlessly trample on the rights of the humble. As long as such conditions obtain there is need, imperative need, for this National Retail Grocers' Association.

TAXES ON TRAVELERS.

The British Board of Trade has issued a useful bluebook, which gives the following list of British colonies where there are regulations or taxes upon travelers, with the annual amount payable:

- New Zealand (£5).
- Cape Colony (£25).
- Natal (£10).
- Transvaal (£10).
- Orangia (£20).
- Prince Edward Island (\$20).
- Quebec (\$50 up).
- British Columbia (\$100).
- British Honduras (\$10).
- Bechuanaland (\$10).

In New Zealand the fee is held as a guarantee that the income tax due on the business done in the colony will be repaid. In Prince Edward Island and British Columbia the licenses are much higher for travelers selling intoxicating liquors or cigars.

In all other parts of the British Empire commercial travelers can carry on their work without hindrance.

Appended is a list of foreign countries which impose taxes on the ambassadors of trade, together with the annual amount charged:

- Argentine Republic (varies in different provinces).
- Bolivia (\$300).
- Brazil (varies according to province).
- Bulgaria (£6).
- Congo Free State (£6).
- Denmark (£9).
- Germany (1s).
- Mexico (varies according to province).
- Norway (£5 11s. per month).
- Paraguay (£10 to £15).
- Russia (£26 7s. 5d.).
- Sweden (£5 11s. per month).
- Uruguay (£21).

The commercial traveler in Russia has no fewer than four separate payments to make every year.

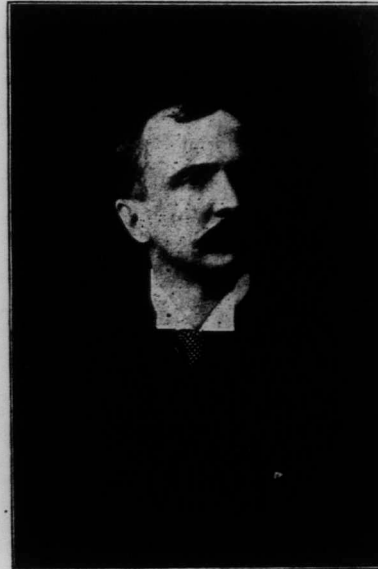
H. D. Metcalfe, of H. D. Metcalfe & Co., Montreal, and president of the Improved Match Co., Drummondville, P.Q., spent a few days in Toronto last week.

EXHIBITION OF GROCERIES.

**Progress Being Made By Committee--
A Great Hospital Day.**

Preparations for the great exhibition of groceries to be held in Montreal in April are rapidly being completed. Every day brings to a head some new arrangement so that the opening of the Exhibition on time is assured.

Booths are being sold to manufacturers, importers and agents all over the Dominion, and the number remaining untaken is very small. The energetic members of the committee appointed to look after matters are doing all in



ALBERT HEBERT
Committee Exhibition of Groceries, Montreal, who suggested holding of Hospital Benefit Day.

their power to forward the interests of the project, and with everybody working results are showing as they naturally must.

One of the first to suggest the latest step was Albert Hebert, a committee member, President of the Wholesale Grocers' Guild and head of the firm of Hudon, Hebert & Co. Mr. Hebert thought it would be a good idea to divide the gate receipts taken on the first Saturday of the Exhibition, April 20, between the two principal hospitals of Montreal, the Notre Dame and the Gen-

eral. The matter was taken up at once and it was finally decided that this should be done. The public will be made aware of the committee's intention and a tremendous crowd will no doubt turn out on that day particularly. Mr. Hebert is a hustler from the start and an excellent man to have on the committee.

ANOTHER FOOD SHOW.

The Grocery Clerks' Association of Montreal contemplates holding a food show in the Montreal Stadium from July 1 to July 6, coming. It will be known as the Greater Montreal Pure Food Show and will be run entirely under the management of the Clerks' Association. Their annual excursion will be cancelled in order to allow members to devote the time and energy they usually give to the excursion to the Fair. Those on the committee are: A. Lacroix, O. Dionne, J. B. E. Poirier (treasurer), J. O. Levesque and A. Quesnel.

POTATO SITUATION IN MONTREAL.

New Brunswick potatoes rule the market in Montreal at the present time. There are three varieties which are in demand. Green Mountains are the best sellers now offered to the trade, while Purlifiques are also sold extensively. This is a splendid potato and seems to give satisfaction. The Favorite potato is sold freely in some quarters, but does not meet with general favor because it is a rather damp potato. The market is about steady, prices asked being obtainable when buyers are open for business. Quite a few shipments are being made to the west, but Ontario is really not touched as it was last year. Shippers from New Brunswick have been sending their cars right through to Toronto when they have been desirous of dealing with the trade in Ontario centres. One Montreal dealer had a buyer who bought a couple of cars at Boston with the intention of shipping them into Canada, but when he found that he had to pay duty he realized his error and an effort is now being made to sell the potatoes on the American market.

J. W. Windsor, Montreal packer of the Ice Castle Brand of Lobsters, Haddies, Herrings, etc., was a caller upon the Toronto jobbing trade this week in company with A. E. Richards, Hamilton, Ontario representative.

GREAT, BIG, GRATIFYING PROFITS

Appeal to you every time, the more so because it is difficult to obtain large returns.

How is your tobacco department paying?
It's a money-getter if you are making your leaders

HOGEN-MOGEN ^A_N^D ROYAL SPORT CIGARS

A better ten cent cigar than Royal Sport is not made, Hogen-Mogen pleases everybody, customers return for both brands.

ORDER TO-DAY

The SHERBROOKE CIGAR CO.
SHERBROOKE, QUE.

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has
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ers a
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capa
you
only
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Your Business at Your Finger Tips

The merchant, if he is wise, no longer keeps his accounts upon tickets, in memorandum books, or in a loose way, but has a system by which, at a glance, he can tell what he is doing.

The Crain Monthly Account System

has been in use by successful business men for years. It does the work in one-half the time, and in a way that is much more satisfactory to his customers and more pleasant to himself, than plodding along in the old way. In this system, too, you require a binder, such as the Crain, with an unlimited capacity, which binds on one sheet as easily as it does on 1,000, not one that you must have a certain number of sheets in before it will bind, and then only allows you to extend to a limited number of accounts.

Write us for particulars.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto Office :
18 Toronto Street

Montreal Office :
Alliance Building

Winnipeg Office :
11 Nanton Block

Established Over 50 Years

DARLING & BRADY

Manufacturers of

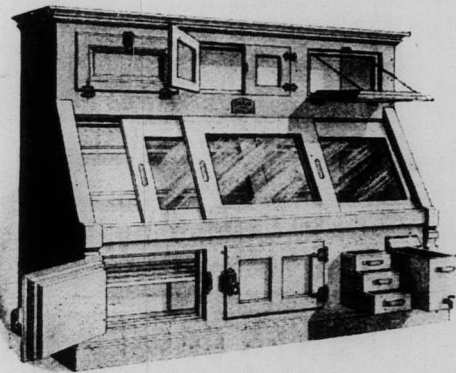
**Fine Laundry Soaps,
Concentrated Lye,
Laundry Chips,
Broken Caustic, Etc.**

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles - Montreal
Borromee Street.

Aubin's Patent Refrigerators

GROCERS should not be without one



Perfect Dry Air Circulation System
Highest Testimonials from Leading Grocers in Canada

Made in 10 styles

Silver Medal Quebec Exhibition WRITE FOR
Diplomas—Ottawa, Montreal and Toronto CATALOGUE

C. P. FABIEN, Proprietor and
Manufacturer

OFFICE AND FACTORY

WAREROOMS

3167 to 3171 Notre Dame St. 4 to 8 Fablen Ave.
MONTREAL, CANADA 31 to 45 William St.
Branches at Ottawa, Winnipeg and Windsor, N.S.

Too Expensive For My Business!



Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

**BUSINESS
SYSTEMS**
LIMITED
85 SPADINA AVE.
TORONTO, CANADA

SAVE MONEY

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

Duplex Counter Check Book

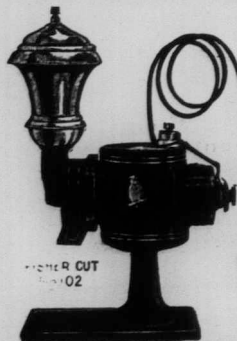
is actually doing so. Yes that book does save money because it does save time.

Let's send you particulars

The Carter-Crume Company, Limited
Toronto and Montreal



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

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

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

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

Write for Catalog and prices

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

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.

Our Grinders
Wear Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.

Nos. 1615-1635 North 23rd St.

PHILADELPHIA, PENN., U.S.A.

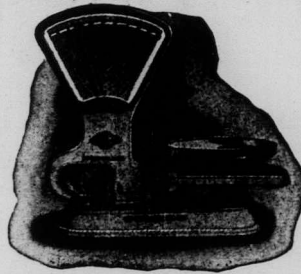
AGENTS:

Fodhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

TOLEDO COMPUTING SCALES

Automatic but Springless.
 The "Toledo" is a money saver because it positively stops the giving of overweight.
 A time saver because it is Automatic.
 A labor saver because there are no weights to lift, no poises to slide, or prices to set.
 A trade bringer because it indicates to the customer in plain figures the correct weight of the article he is buying.
 It is honest both to the merchant and customer.
 The Toledo system costs you nothing because it is paid for with the money you are now losing.
 For Catalogue and information apply,



THE TOLEDO COMPUTING SCALE CO., Hamilton, Ont.

The Arctic Refrigerator, made for all lines of business. We have *just what the grocer needs*. The best on the market. Write for our new catalog.
JOHN HILLOCK & CO., LIMITED TORONTO, ONT

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England)

The cost is only 6c. per week. (Annual subscription, including postage, \$4.80).
 Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

GOOD GROCERY FIXTURES should provide for—



EFFICIENCY of Service.
 ECONOMY of Space, Time and Labor.
 CONVENIENCE to Dealer and Customer.
 CLEANLINESS that prevents waste and loss.
 INTERIOR DISPLAY that Encourages Buying.

"WALKER BIN" FIXTURES

fully meet these requirements.

Write for Illustrated Catalogue "MODERN GROCERY FIXTURES"

THE WALKER BIN & STORE FIXTURE CO., Limited, BERLIN, ONT.

Representatives:

MANITOBA: Stuart Watson & Co., Winnipeg

SASKATCHEWAN and ALBERTA: The H. W. Laird Co., Limited, Regina, Sas



See That Waggon!

Think about it in connection with your business.
 Can you afford to go along in the old way?

Abbott's waggons are right in every detail. The material is the best we can procure. The work is thorough as well as artistic. Prices—no more than an honest man wants to pay for a good waggon.

Prompt shipment

H. G. Abbott & Co. London, Ont.

DO YOU PREFER AN

Automatic Pendulum Computing Scale

to any other style? If so be sure to get the best and at the same time the cheapest—*We have it.*

No. 103 DAYTON

is constructed throughout of best material and workmanship and guaranteed by us.

No Loose Weight on Pendulum.
 Full Capacity Thirty Pounds.
 Each Pound Same Width on Chart
 Each Cent Indicated by a Line.
 Working Parts Always in Plain View.

Plate Glass encloses Pendulum.

A Most Beautiful Fixture.



\$57.00

The "Dayton"

Send a postal to

THE COMPUTING SCALE CO.

OF CANADA, LIMITED

164 King Street West, TORONTO

"DO THE PEOPLE LIKE TO BE FOOLED?"

The Manufacturers of Soap in a good many cases are to-day acting on this principle. They are cutting down the size of the cake, using adulterations and poorer quality of materials, and still claiming their soap and price is unchanged.

The reason: The price of raw materials for making soap is so high the manufacturer has been compelled to make some change in price, quality, or size of cake. Most Canadian makers have chosen the poorer quality, cut cake method.

The Grocer Who Knows His Business Will Certainly See That His Customers Are Protected And Will Receive Proper Honest Values.



You can feel perfectly satisfied you are giving the best value in soap when selling the "SURPRISE" Soap to your trade.

Quality is the secret of "SURPRISE" Soap success.

"SURPRISE" Soap is to-day the same quality, the same size, as it has been for over twenty years. The price is advanced somewhat to meet conditions of high cost raw materials.

THE
ST. CROIX SOAP MFG. CO.,
 St. Stephen N.B.

"SURPRISE" is owned by an independent Company. It does not belong to the English or Canadian Soap Trust.

Q
T
respon:
Grocer

Cook's Fri
Size 1, in :
" 10, in :
" 2, in :
" 12, in :
" 8, in :
Found tin
12-oz. tins,
5-lb. "

Diamou
1-lb. tins,
1-lb. tins,
1-lb. tins,

IM
Cases.
4-doz.
3-doz.
1-doz.
3-doz.
1-doz.
1-doz.

Ocean Bak
"
"
Bon
Cor
Fret



R
Six
Royal-Din
1 lb.
" 8 oz
" 1 lb
" 1 lb
" 3 lb
" 5 lb

arrels-W
cent. di

OLEV
Cleveland's
"
"
"
"

Barrels-W
cent. di

Crown Bra
1 lb. tins, 2
1 lb. " 2
1 lb. " 4

Keen's Oxf
In 10-bo
Reckitt's S
Reckitt's S
Gillett's M
Nixey's "C

success

SALES RECORD UP AGAIN

**RISING
SUN
STOVE POLISH
IN CAKES**



**SUN
&
PASTE
STOVE POLISH
IN TINS**

January sales of RISING SUN Stove Polish in Cakes, and SUN PASTE Stove Polish in Tins, exceed sales of January last year by 25%. Does that prove anything in regard to our claims of superiority? We know you say "Yes." Continued success is evidence of superiority. Push the goods with our trade mark. It pays you well to do it. Satisfied customers come back to YOU.

MORSE BROS., Props. - Canton, Mass., U.S.A.

CANADA'S TERMINAL WAREHOUSE

**FIRE AND FROSTPROOF
STORAGE**



**FREE OR IN BOND
Custom's Bond No. 5
Excise Bond Q.**

LOWEST INSURANCE RATES

PERISHABLE GOODS receive special attention. The temperature of the different sections is regulated to suit the class of goods stored therein. **Goods Prompt-**

ly Delivered to merchants throughout the city and suburbs.

WE SOLICIT YOUR STORAGE ACCOUNT

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

12-38 Grey Nun Street, MONTREAL



Borden's Brands

**"Eagle" brand Condensed Milk and
"Peerless" brand Evaporated Cream**

To have and to sell these is to have the best your trade can desire—The Best pays Best.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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



(Unsweetened)

\$1.00 to \$3.00	books.
5.00	" "
10.00	" "
15.00	" "
20.00	" "
25.00	" "
30.00	" "
35.00	" "
40.00	" "



The Davidson

E. LAPORTE
"Vita" Pasteur

Bottles 1-oz.	2 "
" "	4 "
" "	20 "
" "	20 "

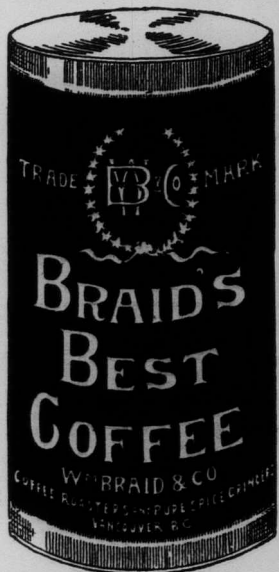
In Robinson's paste

Jam
gour

Frank B
orange marmalade
pear jelly marm
strawberry W. B.

REC

WM. BRAID & CO., Importers of TEAS, COFFEES and SPICES



THE GROCER

who is looking into the future, and has given the best interest of his business careful consideration lays its foundation with a really superior stock of Coffee and Tea—

BRAID'S BEST COFFEE and CHALLENGE CUP TEA

for quality and delicious flavor are unexcelled.

Coffee in 1, 2, 5, 10, 25 and 50-lb. air tight tins ; also in fancy drums and barrels.

Tea in ½ and 1-lb. air tight lead packages, also in 3, 5 and 10-lb. fancy tins.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Allison's Coupon Pass Book.

\$1 00 to \$5 00 books	3 cents each
5 00 books	4 "
10 00 "	5 "
15 00 "	6 "
20 00 "	7 "
25 00 "	8 "
50 00 "	12 "

Brunswick's EASYBRIGHT
WATER-PROOF CLEANER
CLEANS EVERYTHING.

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.

Bottles 1-oz., case of 2 doz	\$3 20
" 2 " " 1 " "	3 50
" 4 " " 1 " "	4 50
" 20 " " 1 " "	4 75
" 20 " " 1 " "	9 00

Infants' Food.

Robinson's patent barley 1-lb. tins	\$1 25
" " " 1-lb. tins	2 25
" " " 1-lb. tins	1 25
" " " 1-lb. tins	2 25

Jams and Jellies.

SOUTHWELL'S GOODS.

Per doz.	Frank Magor & Co. Agents.
Orange marmalade	\$1 50
Raspberry W. F. jam	1 80
	2 00

Raspberry " "	2 00
Apricot " "	1 75
Black currant " "	1 75
Other jams	\$1 55 1 90
Red currant jelly	2 75

T. UPTON & CO.

Compound Fruit Jams—

12-oz. glass jars, 2 doz. in case, per doz.	\$1 00
2-lb. tins, 2 doz. in case..... per lb.	0 07½
5 and 7-lb. tin pails, 8 and 9 pails in crate..... per lb.	0 07
7 and 14-lb. wood pails..... per lb.	0 07
30-lb. wood pails..... "	0 06½
Compound Fruit Jellies—	
12-oz. glass jars, 2 doz. in case, per doz.	1 00
2-lb. tins, 2 doz. in case, per lb.....	0 07½
7 and 14-lb. wood pails, 6 pails in crate..... per lb.	0 07
30-lb. wood pails..... "	0 06½
Home Made Jams—absolutely pure—	
1-lb. glass jars (16-oz. gem) 2 doz. in case..... per doz.	\$1 60 1 90
5, 7, 14 and 30-lb. pails; per lb.....	0 09 0 12

Lard.

THE N. K. FAIRBANKS CO. BOAR'S HEAD LARD COMPOUND.

Tierces	\$0 09½
4-bbls.	0 10½
Tubs, 60 lbs.	0 10½
Pails	2 08
20-lb. tin pails.....	1 98
Cases 3-lb. ".....	0 10½
" 5-lb. ".....	0 10½
" 10-lb. ".....	0 10½

Licorice.

NATIONAL LICORICE CO.

5-lb. boxes, wood or paper..... per lb.	\$0 40
Fancy boxes (30 or 50 sticks)..... per box	1 25
" Ringed " 5-lb. boxes..... per lb.	0 40
" Aime " pellets, 5-lb. cans..... per can	2 00
" " (fancy boxes 40) per box	1 50
Tar licorice and Tolu wafers, 5-lb. cans..... per can	2 00
Licorice lozenges, 5-lb. glass jars.....	1 75
" " 20 5-lb. cans.....	1 50
"Purity" licorice 10 sticks.....	1 25
" " 100 sticks.....	0 75
Dulce large cent sticks, 100 in box.....	.....

Lye (Concentrated).

GILLET'S PERFUMED. Per case.

1 case of 4 doz.....	\$3 60
2 cases of 4 doz.....	\$3 50
5 cases or more.....	3 40

Mince Meat.

Wethey's condensed, per gross net...\$12 00
per case of doz. net..... 3 00

Mustard.

COOLMAN'S OR KEEN'S.

D.S.F., 1-lb. tins..... per doz.	\$1 40
" 1-lb. tins..... "	2 50
" 1-lb. tins..... "	5 00
Durham 4-lb. jar..... per jar.	0 75
" 1-lb. jar..... "	0 35
F. D., 1-lb. tins..... per doz.	0 85
" 1-lb. tins..... "	1 45

E. D. MARCEAU, Montreal.

"Condor," 12-lb. boxes—

1-lb. tins..... per lb.	\$ 0 35
1-lb. tins..... "	0 35
1-lb. tins..... "	0 32½
4-lb. jars..... per jar	1 20
1-lb. jars..... "	0 35
Old Crow, 12-lb. boxes—	
1-lb. tins..... per lb.	25
1-lb. tins..... "	0 33
1-lb. tins..... "	0 32½
4-lb. jars..... per jar	0 70
1-lb. jars..... "	0 35

Olive Oil.

LAPORTE, MARTIN & CIE, LTD.

Minerva Brand—	
Minerva, qts. 12's.....	\$5 75
" " pts. 24's.....	6 50
" " pts. 24's.....	4 25

Orange Marmalade.

T. UPTON & CO.

12-oz. glass jars, 2 doz. case..... per doz.	\$1 00
Home-made, in 1-lb. glass jars.....	1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb.	0 07
Golden shred marmalade, 2 doz. case, per doz.....	1 75

Sauces.

Worcestershire, Holbrook's, small, per doz.....	\$3 15
Worcestershire, Holbrook's, large, per doz.....	3 00
Less than case lots, 10c. and 15c. doz. extra	

Soda.

COW BRAND.

BAKING SODA

Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00).
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 5c. pkgs. containing 96 pkgs., per box, \$3 00.

MAGIC BRAND.

No. 1, cases, 60 1-lb. packages.....	\$2 75
No. 2, " 120 1-lb. ".....	2 75
No. 3, " 30 1-lb. ".....	2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case.....	2 85
5 cases.....	2 75

Soap and Washing Powders.

GUELPH SOAP CO.

Royal City Soap (bar)..... 1 case. 5 case.	2 50 2 40
Peerless Soap (bar).....	2 50 2 40
Standard Soap (cake).....	2 40 2 30
Crystal Soap Chips, per lb. 5c.	
A. F. TIPPET & CO., Agents.	
Maypole soap, colors..... per gross	\$10 30
black.....	15 30
Orisole soap.....	10 30
Gloriosa soap.....	12 00
Straw hat polish.....	10 30

Starch

EDWARDSBURG STARCH CO., LIMITED.

Laundry Starches—

No. 1 White or blue, 4-lb. carton.....	per lb. \$0 06½
No. 1 " 8-lb. ".....	0 07½
Canada laundry.....	5
Silver gloss, 6-lb. draw-lid boxes.....	0 07½
Silver gloss, 5-lb. tin canisters.....	0 07½
Edward's silver gloss, 1-lb. pkg.....	0 07½
Kegs silver gloss, large crystal.....	0 06½
Benson's satin, 1-lb. cartons.....	0 07½
No. 1 white, 6-lb. and kegs.....	0 05½
Canada White Gloss, 1-lb. pkg.....	0 05½
Benson's enamel..... per box	1 25 to 1 50
Culinary Starch—	
Benson & Co.'s Prepared Corn.....	0 07
Canada Pure Corn.....	0 06½

RECKITT'S BLUE and ZEBRA PASTE } Always give your Customers Satisfaction.

**"BATGER'S"
MARMALADES**



4 Kinds

All of them High
Grade Goods at
Reasonable Prices.

**SEVILLE ORANGE
LEMONA
PINE APPLE
LIME FRUIT**

Agents:

Rose & Laflamme
Montreal - Toronto

"GOODWILLIE'S"
Fruits in Glass

—



Always Good Sellers

Their rich, luscious flavor of the
fully ripened fruit, makes them
appreciated by everybody.

How is Your Stock ?

—

Agents
ROSE & LAFLAMME,
MONTREAL and TORONTO

"MADE IN CANADA"
and
MADE TO BURN

The value of a match must be gauged by its
burning qualities

Our Matches

burn from the strike to the finish

Write for price list. We save you freight.

The Improved Match Co.,
Limited

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

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

LOOK HERE

It's getting on toward spring,
and if your cans are to be delivered
when you want them you must
place your order on time.

Hustle

is the only sure way of getting
the cans out, and this is just what
we are doing. We are hustling
for all we are worth at our factory.
Never were so busy. That's why
we want your order right away.
We are sure we can fill it now,
but we cannot make any promises
for the future.

Acme Can Works
MONTREAL

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48
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CLASSIFIED LIST OF ADVERTISEMENTS.

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.

Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.

Biscuits, Confectionery, Gum, Etc.
Cowan Co., Toronto.
Kingery Mfg. Co., Cincinnati.
McLaughlin, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.

Brooms, Brushes and Woodenware.
United Factories, Limited, Toronto.
Woods, Walter, & Co., Hamilton.

Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Cannery, Hamilton.
Windsor, J. W., Montreal.
Turner, James & Co., Hamilton, Ont.

Cash Sales Books.
Carter-Crumme Co., Toronto.

Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin

Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E., & Son Co., Hamilton.

Clutch Nails.
Warrington, J. N., Montreal.

Cocoa and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Barnes, John, Ltd., Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowrey, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestles Chocolate, Montreal.

Computing Scales.
Burt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.

Concentrated Lye.
Gillett, E. W., Co., Toronto.

Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.

Counter Check Books, Etc.
Carter-Crumme Co., Toronto.

Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.

Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto
Montreal Packing Co., Montreal.
Park, Blackwell Co., Toronto.
Power, B. H., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Egan, Wm., & Co., Toronto.
Tanguay, Alf. T., & Co., Quebec.

Delivery Wagons.
Abbott, H. G., & Co., London, Ont.

Financial Institutions & Insurance
Bradstreet Co.

Fish.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor N.B.
Halifax Fish Co., Halifax.
Loggie, W. S., & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Todd, J. H., & Son, Vancouver, B.C.
Windsor, J. W., Montreal.

Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Ozo Co., Montreal.

Fluid Beef.
Bovril Limited.

Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. G., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.

Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Brown Bros. & Sons, Montreal.
Chouillou, C. A., & Co., Montreal
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gibb, W. A., & Co., Hamilton.
Gillard, W. H., & Co., Hamilton, Ont.
Kinnear, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ozo, The Company, Montreal.
Rattray, D., & Son, Montreal.
Redlands Golden Orange Ass'n, Redlands, California.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. H., & Co., Toronto.
Tippet, A. F., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.

Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.

Grain, Flours and Cereals, Seeds
Alexander Milling Co., Ltd. Brandon.
Greig, Robert, Co., Toronto.
Kironac, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Mackay, J. Co., Ltd., Bowmanville, Ont.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Peterboro' Cereal Co., Peterboro', Ont.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.

Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Bourque, T. A., & Co., Shebrooke, Que.
Chouillou, C. A., & Co., Montreal.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Colson, C. E. & Son, Montreal.
Davidson & Hay, Toronto.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Gillard, W. H., & Co., Hamilton.
Kinnear, T. & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Turner, James, & Co., Hamilton.
Warren Bros. & Co., Toronto.

Grocers' Grinding and Packing Machinery.
Coles Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Sprague Canning Machinery Co., Chicago
Ozo Co., Montreal.

Infants' Foods.
Keen, Robinson & Co., London, Eng.

Interior and Exterior Store Fittings.
Maitell-Stewart Co., Ltd., Montreal.
Walker Bin & Store Fixture Co., Berlin.

Jams, Jellies, Etc.
Barger's—Rose & Lafamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Lafamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Southwell & Co.—Frank Magor & Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.

Manufacturers' Agents, Brokers and Commission Merchants.
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Adamson, J. T., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Carman, Joseph, Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Gorham, J. W., & Co., Halifax, N.S.
Honeyman, Haultain & Co., Regina.
Hughes, A. J., Montreal.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and Vancouver, B.C.
Scott, Bathgate, & Co., Winnipeg.
Taylor, W. A., Winnipeg.
Thomas, J. P., Quebec.
Thompson, G. B., Winnipeg, Man.
Tippet, A. F., & Co., Montreal.
Warren, G. O., Regina, Sask.
Watson, Stuart, Winnipeg, Man.

Matches.
Improved Match Co., Montreal.

Mince Meat
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal.
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffe, Limited, Hamilton.
Wetley, J. H., St. Catharines.

Office Supplies.
Business Systems Ltd., Toronto.
Copeland-Chaterson Co., Toronto.
Crain, Bolla L., Co., Ottawa.
Ontario Office Specialties Co., Toronto.
Universal Systems, Toronto.

Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.

Pass Books, Etc.
Allison Oupoun Co., Indianapolis, Ind.
Capstan Mfg. Co., Toronto.

Pickles, Sauces, Relishes, Etc.
Douglas, J. M., & Co., Montreal.
Holbrook & Co., London, Eng.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Lytle, T. A., Co., Toronto.

Mason, Geo., & Co., Ltd., London, Eng.
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Poisons, Rat.
Common Sense Mfg. Co., Toronto.
Polishes—Metal.
Oakley, John, & Sons, London, Eng.
Ozo Co., Montreal.
Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Ozo Co., Montreal.
James' Dome, W. G. A. Lambe & Co., Toronto.
Morse Bros., Canton, Mass.
Refrigerators.
Eureka Refrigerator Co., Toronto.
Fahnen, O. F., Montreal.
Hillock, John, & Co., Ltd., Toronto.
Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
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Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
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Darling & Brady, Montreal.
Guelph Soap Co., Guelph, Ont.
Lever Bros., Ltd., Toronto.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John, & Co., Toronto.
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Church & Dwight, Montreal.
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St. Lawrence Starch Co., Port Credit.
Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Ozo Co., Montreal.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. F., & Co., Montreal.
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Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Ceylon Tea Traders A-S-N.
Codville-Georgeson Co., Winnipeg
Ewing, S. H., & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. O., Regina, Sask.
Warren Bros., Toronto.
Wood, Thos., & Co., Montreal.
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Purnell, Webb & Co., Bristol, Eng.
Ozo Co., Montreal.
White, Cottell & Co., London, S.E.
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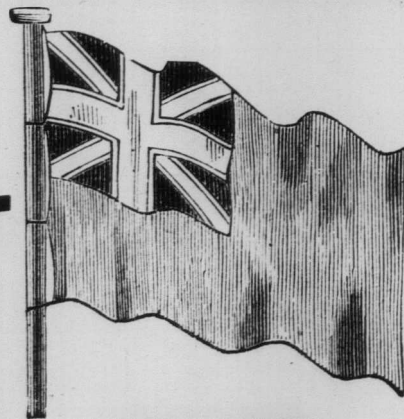
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