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# 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

XII.

MONTREAL, TORONTO, WINNIPEG, MARCH 27, 1908.

NO. 13.



Your Profit is Good—  
Your Customers are Satisfied

The selling by the grocery trade of Canada of

## Robinson's Patent Barley

is a settled thing—Every family will soon have  
it as a staple line. Write for particulars.

FRANK MAGOR & CO., 403 St. Paul Street, Agents for the Dominion, MONTREAL



Your customers will use it freely. It is a line you should place  
before every buyer entering your store.

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

is pure, rich, golden, healthy and nourishing—It is not only a  
delicious table syrup but also a food every family requires—

Order "Crown" Brand from your jobber.

WARDSBURG STARCH CO., LIMITED

St. East, TORONTO, Ont.

ESTABLISHED 1858  
Works, CARDINAL, Ont.

164 St. James St. MONTREAL



# Three Profit Payers



Retail grocers realize to-day that reliable advertised goods for which a demand is created are the only sure sellers.

*We create the demand.*



**MacLaren Imperial Cheese Co.**  
Limited

Toronto

## **The Peel You Feel Is Right.**

Carefully selected and whole fruits are used exclusively in the preparation of the Lemon, Citron and Orange Peels produced by

**JOSEPH TAYLOR & CO. LIMITED**

of England—imported fruit skins from which the essential oil has been extracted are considered worthless by them.

### **Taylor's Candied and Drained Peels**

are the peels of quality. They have gained steadily in favor until they are recognized as the "best" peels Great Britain knows. The special production of specialists who do nothing but this one thing.

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

8 Place Royale,  
Montreal

84 Victoria St.,  
Toronto



# 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.

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

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

**PRUNES**  
"Carnation" Brand  
Santa Claras  
NOW IN STORE  
**Anderson, Powis & Co.**  
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**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.

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

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

**HAMILTON.**

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

**ELSON & WHITLOCK**  
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Manufacturers' Agents and Commission Merchants  
Wholesale Fruits and Produce  
Large Track Warehouse Accommodation  
Correspondence Solicited

**EVAPORATED APPLES**  
**W. H. MILLMAN & SONS**  
Grocery Brokers  
**TORONTO**

**MONTREAL**

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

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

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

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

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

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**G. C. WARREN**  
Box 1036, - REGINA  
Manufacturers' Agent and Commission Merchant. Direct Importer of all grades of pure Ceylon Teas, and Dealer in Coffees, Spices, Mustard, etc. Established over 10 years. Can handle more lines.

**W. G. Patrick & Co.**  
Manufacturers' Agents and Importers  
29 Melinda St., Toronto  
(Continued on page 4.)

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

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

# New Season's Marmalade

IF YOUR TRADE DEMANDS THE BEST  
YOU  
SHOULD  
BUY

Acknowledged the "finest" in the world—is the  
product of

**WM. P. HARTLEY,**  
AINTREE, LIVERPOOL,  
ENGLAND

We have just received a carload of this famous brand:

Packed in ¼ lb., 1 and 2 lb. jars. 7 lb. tins.

Also the following Preserves

**JELLY MARMALADE** 1lb. glass jars.

Raspberry,  
Strawberry,  
Apricot,  
Green Gage,  
Black Currant,  
Red Gooseberry,  
Raspberry and Currant,  
Red Currant Jelly  
in 1 lb. crocks.

SOLE WHOLESALE AGENTS

**EBY-BLAIN, Limited**  
TORONTO

# Popular and Profitable

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

# Blue Ribbon Tea

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

**THE BLUE RIBBON TEA CO.**  
Montreal and Toronto



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Manufacturers' Agents—Continued.

**THOS. B. GREENING & CO.**  
TORONTO

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

VANCOUVER

**F. G. EVANS & CO.**

Grocery Brokers and Commission Merchants  
139 Water St., - Vancouver, B.C.  
Correspondence Solicited.

WINNIPEG.

DO YOU wish to extend your business to this GREAT WEST COUNTRY  
WE CAN handle your account to our MUTUAL ADVANTAGE.

Correspondence solicited. Established over 12 years  
**George Adam & Co.**  
Wholesale Brokers and Commission Merchants  
WINNIPEG, MANITOBA

**GROCERY BROKERS**

WINNIPEG, MAN.

**CARMAN-ESCOTT CO., Est. 1887**

Office and Warehouse: 141 Bannatyne Ave.  
Correspondence Solicited.

**EXPORT TRADE DEPARTMENT.**

Firms Abroad Open for Canadian Business.

**DAVID SCOTT & CO.**

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

**JAMES MARSHALL**

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

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

**M. B. STEELE**

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

**STUART WATSON & CO.**

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

**S. C. RICHARDS**

Wholesale Commission Merchant and Broker  
34 Arthur St., WINNIPEG, Man.  
Correspondence Solicited

**APPRENTICES**

can Bank Money in a few weeks.  
Work will take but a few hours a week.  
You Need no Money because we provide the capital.  
We will start you in business by sending you your first stock without charge. The money from the sales of these will be used in buying new stock.  
If you will try it, we will send supplies at once. Your profits are large.

**IN ADDITION**

there are bonus prizes: a watch is one of these bonuses.  
Some boys and youths are earning a large sum each week as extra money.

WRITE AT ONCE TO

**The MacLean Pub. Company**  
10 Front St. E., TORONTO

...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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MONTREAL, QUE.  
TORONTO, ONT.

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

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

**BASKETS**

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

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

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

**TEA;**

**Its History and Mystery**

BY

**JOSEPH M. WALSH**

*A Great Tea Expert*

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

**CONTENTS**

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

Mailed to any address on receipt of

Price \$2.00 Postpaid

12mo.

Bound in Cloth.

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**The Maclean Publishing Co.,**

10 Front St. East, - - TORONTO, CAN

**COMMON SENSE**

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

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

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

London, Ont., March 17th, 1908

Messrs. The Canadian Cannery, Limited  
Hamilton, Ont.

Dear Sirs:—

With regard to your letter from Mr. Malcolmson which appeared in the "Canadian Grocer" of March 13th, 1908, we may say that we have been selling Hygeian Canned Beets right along to our customers.

Hygeian Beets are the kind we have been trying to get for several years, and we have no hesitancy in pronouncing them the finest canned Beets we have ever sold. They are equally as nice as new beets at this season, and much more satisfactory.

Your Canned Peaches, Raspberries, Strawberries and Red Cherries, of this brand are the finest canned fruits we have ever sold either in glass or tins, and are equal in every respect to the choicest home made canned fruits.

We remain,

Yours respectfully,

(Sgd.) T. A. ROWAT & COMPANY

as well as  
if you handle

**ETS**

**skets,  
skets,  
Baskets  
awboard**

your basket  
satisfaction  
the goods  
attention.

**sket Co.,  
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**Mystery**

**WALSH  
Expert**

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**PARTMENT**

**ishing Co.,  
TORONTO, CAN**

**SENSE**

is and Bed-Bugs  
nd Mice

**Queen St. W.  
ONT.**

very good seller, for  
satisfaction and cash



# OLD HOMESTEAD BRAND

Pure, Sound Fruits, and Vegetables, canned under the most unexceptionable sanitary conditions, in a factory which is up-to-the-minute in mechanical perfection. When you start out for the

Quality Trade,  
Stock  
Old Homestead Brand

Ask your jobber for Old  
Homestead Brand and see  
that you get it!

The Old Homestead Canning Co.  
PICTON, - ONTARIO

**JAS. DUNFEE,**  
THE HOME OF FINE GROCERIES  
PORT HOPE, ONT.

March 16th, '08.

P. C. LARKIN & CO.,  
TORONTO, ONT.

Dear Sirs:

Please ship me as follows,  
freight prepaid.

3 Boxes, Brown Label	½'s	60 Black
		30 Mixed
3 Boxes, —Do—	1's	60 Mixed
		30 Green
3 Boxes, Blue Label	½'s	60 Black
		30 Green
1 Box, Red Label	½'s	20 Black
		10 Mixed

I hear you have raised the price of your 25c. tea to 30c. If so, I suppose I must pay the advance, for I think it was better to do this than lower the quality, which would make a lot of trouble for me. "SALADA" has given good satisfaction to my customers for the past thirteen years. There is no trouble in selling it.

Yours Truly,  
J. DUNFEE.



The above letter written by one of the most prominent grocers speaks for itself. Thousands of grocers have had the same experience. The grocer who specializes on "SALADA" is building on a sure foundation. Correspondence invited.

The "SALADA" TEA CO., Toronto and Montreal.

**AVOID LOSS!**

Keep track of every article sold, the person who bought it, and the clerk who sold it. Our

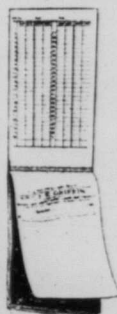
**" DUPLEX "**

**COUNTER CHECK BOOK**

simple and easy to keep, will save you lots of money, and prevent friction with customers.

Write and let us tell you about it!

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



**It pays to have proper connections in**

**The West**

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

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

**Charges Reasonable**


**Satisfaction Guaranteed**

**R. B. WISEMAN & CO.**

Storage, Warehousing and Distributing Agents

23 Bannatyno Avenue East

**WINNIPEG, MAN.**



**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. MoINDOE, Agent.  
Montreal Depot, 55 St. Paul St.  
J. M. BRAYLEY, Agent  
Ashley & Lightoap, Agents, Winnipeg, Man.  
H. S. Daly, Agent, St. John, N.B.  
J. F. Mowat & Co., Agents, Vancouver, B.C.

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

**Molasses**      **Molasses**

Extra Choice Porto Rico Lion	Extra Fancy Trinidad Choice Barbados
Fancy Trinidad	No. 7 Choice West India Molasses
Fancy Barbados	No. 4 Strong Bakers
Open Kettle Circle 6	No. 1 Golden Cane Syrup
Open Kettle Circle 7	No. 2 Golden Cane Syrup
No. 5 Special	
Extra Choice Porto Rico Beaver	

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

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

**Golden Sling Syrup—**  
Also supplied in the same style packages as Gingerbread Molasses.

**Agents**

C. E. Paradis.	Quebec.	William Forbes.	Ottawa.
C. DeCarlerol.	Kingston.	Geo. Musson & Co.,	Toronto.
J. W. Bickle & Green'ng.	Hamilton.	G. H. Gillespie,	London
Carman Escott Co.,	Winnipeg.	R. G. Bedington & Co.,	Calgary
Tees & Peerse,	Edmonton.	Wilson & McIntosh,	Vancouver,


**Dominion Molasses Co.,**  
LIMITED  
Halifax, - Nova Scotia

**Make a Specialty  
of Specialties**

Money is made in handling good specialties, such as

**PATERSON'S  
WORCESTER  
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

**Camp  
Counsels.**

The invigorating beverage, which everybody is talking about, is—

**"Camp"  
COFFEE**

People in the old country have long ago learned how good it is; people this side are just learning. Your customers are eager to buy "CAMP"—they mean to make a trial of it. Is your stock ready?

**R. PATERSON & SONS,  
COFFEE SPECIALISTS, GLASGOW**

**Agents: ROSE & LAFLAMME  
MONTREAL.**

“O.K.”

REGISTERED

## England's Foremost Fruit Sauce

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

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

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

### \$5000 Challenge

We Guarantee every ingredient of the

"O.K." SAUCE

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

*Geo. 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; Nisse, 1903.

**RETAILS 25 CENTS PER LARGE BOTTLE.**

REPRESENTED

BY **McTavish & Worts,**

**74 Yonge Street Arcade, Toronto.**

**GEO. MASON & CO., LTD.,**

**LONDON, Eng.**

Telephone. Main 6255

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

# LEA'S

The Pickle with the Home-made Flavor

Till you have tried  
our Bulk Mustard  
you will never  
know what the  
sale of Mustard  
Pickles really can  
amount to.

The **Lea Pickling & Preserving Co.**

Limited

SIMCOE, - ONTARIO

# PACKARD'S "SPECIAL" SHOE DRESSINGS

UNEXCELLED FOR QUALITY  
EVERY PACKAGE GUARANTEED

**Box Calf Combination** For Ladies' and Gent's  
Box Calf, Vici Kid and  
all Black Shoes.

**Russet Combination** For all kinds of Russet and  
Tan Boots and Shoes.

**Ladies' Special** For Ladies' and Children's Fine Boots  
and Shoes.

**French Glycerine** To retail at 10c. For Ladies' and  
Children's Shoes.

**Black O** A Black Liquid and Paste combined to retail at 10c.

**Tan O** A Tan Liquid and Paste combined to retail at 10c.

**Patent Cream** For polishing and keeping soft and pliable  
all kinds of Patent and Enamel Shoes.

**Special Paste** In Black and Tan for polishing Box Calf,  
Vici Kid or Russet Shoes of any kind.

HAVE YOU HANDLED OUR GOODS YET ?

IF NOT, KINDLY DROP US A POSTAL AND WE WILL  
SEND YOU PRICE LIST AND CATALOGUE



## L. H. Packard & Co.

Limited

PACKARD BUILDING

9 to 17-St. Antoine St., - MONTREAL

MANUFACTURERS OF  
HIGH-CLASS

SHOE DRESSINGS



## FLAVORING ESSENCES

are judged by their *Strength and Purity.*

# “SHIRRIFF’S”

combine these qualities in much higher degree than others.  
*Purity* results from the use of the very finest materials.  
*Strength* results from our expert knowledge of manufacture

IMPERIAL EXTRACT CO., 18-22 Church St., TORONTO



## WAGSTAFFE'S

Fine Old English

### Pure Orange Marmalade

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

## Wagstaffe Limited

57 Vine Street . . . Hamilton  
 PURE FRUIT PRESERVERS



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

## Naphtho Soap

We claim its superiority to all  
 others.

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

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

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

**The Welcome Soap Co.**  
 Limited

St John, - N.B.

# JAPAN TEAS

TO WHOLESALE TRADE :

WE ARE CLOSING OUT THE REMAINING FEW LINES SPOT TEAS OF  
 EXCELLENT VALUE. IF YOU ARE OPEN NOW IS YOUR OPPORTUNITY.

S. T. NISHIMURA & CO., Sole Agents.

Japan Consolidated Tea Co. Japan Tea Firing Co. Ito's Tea Firing Dept.

55 St. Francois Xavier Street, Montreal

Nakamura's Tea Firing Dept. Tokai Tea Trading Co.

# ANYTHING TO SELL

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

## Canadian Grocer Want Ads. Bring Results

Read the following letter from an advertiser.

St. Catharines, Mar. 18th, 1908

The Canadian Grocer,  
Toronto, Ont.

Gentlemen:

Enclosed find copy of advertisement for insertion in the Canadian Grocer under column of—Articles For Sale.

Previous advertisement brought considerable business.

Yours truly,

Bradley & Son, Grocers  
Sgd. per Geo. R. Bradley

**1**  
CENT  
A  
WORD

**1**  
CENT  
A  
WORD

# USE WANT ADS



THE CANADIAN GROCER

# APPLE BUTTER

We have a very fine line in 28 lb. pails. Price right.

## Thomas Kinnear & Co.

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

### CURRANTS

**" SOMERSET "**  
**BRAND**

**Finest Quality**

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

Representing

**D. S. Parthenopulo,**  
**PATRAS**

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

### Burning Our Matches

Grocers selling our **"Laurier"**  
and **"Togo"** brands of matches  
find satisfied customers and make  
for themselves better profit than  
on any other brands—

We save you money in freight charges—

Drop a post card for particulars.

**The Improved Match Co.**  
*Limited*

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

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



### The Most Convincing Argument

that you handle really high-class goods would be the fact that you handled

## 2 in 1 SHOE POLISH

unquestionably the finest and best selling Shoe Polish.

**The F. F. Dalley Company, Limited**

**Hamilton, Canada**

**Buffalo, U.S.A.**



THE CANADIAN GROCER

# CANNED FRUITS HEAVY SYRUP

YELLOW PEACHES	2s,	"Ice Castle"	Heavy Syrup	\$2.00 per doz.
"	3s,	" "	" "	3.00 "
BARTLETT PEARS	2s,	" "	" "	1.50 "
PLUMS	2s,	"Pride of Canada"	" "	1.00 "
"	2s,	All F.O.B. Kingston.		

The above are all LAST FALL PACK and in HEAVY SYRUP. The supply is limited so get your requirements in EARLY. We are also offering Green Gages, Gallon Apples, Blueberries and Strawberries (canned and preserved) at attractive figures.

**FENWICK, HENDRY & CO., Wholesale Grocers**  
Established 1846 KINGSTON, ONTARIO



The commercial news of the week is that trade is looking up and April gives promise of being a good month for wholesaler and retailer. In stocking up make sure that

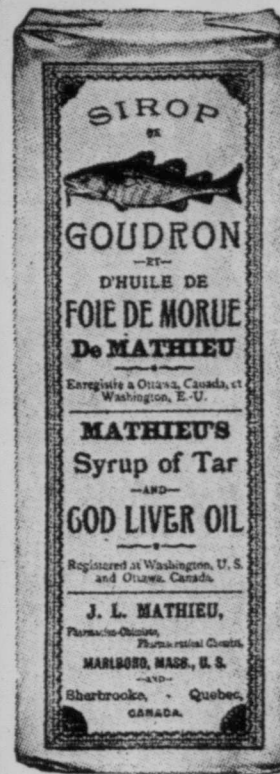
## STERLING BRAND PICKLES

are on your shelves in sufficient quantity to meet the continuous growing demand that exists all over Canada for this favorite Canadian-made pickle.

- Order from your jobber
- or direct, addressing us at
- our new factory and ware-
- rooms.

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

Sterling Road, Toronto. Limited  
(North of Dundas Bridges) Phone Park 376



## Mathieu's Syrup

of Tar and Cod Liver Oil

THIS IS THE SEASON in which such large quantities of Mathieu's Syrup are sold. It is a time when every second person you meet has either a cough or a cold. Nine out of ten of these people call for Mathieu's Syrup of Tar and Cod Liver Oil—because they know how efficacious a remedy it is.

MORAL: Keep a good stock of Mathieu's Syrup. It sells without effort and gives you a decent margin into the bargain.

Mathieu's Nervine Powders, taken in combination with Mathieu's Syrup, are the best cure for La Grippe, Feverish Chills, etc.

Send your order along to us to-day.

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

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

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

# 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

THE CANADIAN GROCER

E. NICHOLSON

CODES  
ABC 4<sup>th</sup> & 5<sup>th</sup> EDITION  
WESTERN UNION  
ARMSBYS 1901

CABLE ADDRESS  
NICHOLSON WINNIPEG  
CALGARY  
EDMONTON

EDMONTON

WINNIPEG

CALGARY

NICHOLSON & BAIN

**Nicholson & Bain**  
WHOLESALE  
COMMISSION MERCHANTS  
AND BROKERS.

BANNATYNE AVE. EAST  
TRANSFER TRACK

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

*Winnipeg, Man.*

# About One Million People

are in the territory covered by our selling organization. We are in close and constant touch with the grocery trade of Western Canada, and from our warehouses, handle a greater volume of business than any other house in the trade.

We sell on commission, and we would like a few more accounts of concerns who would appreciate and support vigorous and intelligent representation.

**We should like to correspond with you.  
You have goods we should like to sell.  
We have facilities that would be invaluable to you.  
Can we not get together ?**

# NICHOLSON & BAIN

Established 1882

CALGARY

WINNIPEG

EDMONTON

**TO THE TRADE:**

DO YOU KNOW WHY

**CEYLON TEA**

HAS

**UNVARYING EXCELLENCE?**

IT'S BECAUSE:

Ceylon's Climatic Conditions Are Equable;  
Ceylon's Volcanic Soil Does Not Degenerate;  
Ceylon's Tea Culture Is An Exact Science.

And Step By Step,

**CEYLON'S MACHINE  
PREPARATION PROCESSES**

Can be relied on to

**GIVE UNIFORM RESULTS**

# Diamond Blend Coffee

Because of the actual merits of this Coffee; because of the care exercised in blending it; because of its price and its manner of winning new customers daily—for these reasons "Diamond E." has succeeded in attaining a place at the head of the market where it stands unchallenged leader!

ARE YOU SELLING IT?

## S. H. EWING & SONS, MONTREAL

### Profitable Goods

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

THE OZO CO., LIMITED  
MONTREAL

### Maple Products

Get the best Maple Sugar and Syrups when you buy. You will please and hold your customers. Being right in the Eastern Townships I can ship you first class goods at best prices.

Send a Trial Order

**P. J. GIRARD**  
RICHMOND, - QUE.

### 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.

### AN INFLAMED TENDON NEEDS COOLING.



## ABSORBINE

Will do it and restore the circulation, assist nature to repair strained, ruptured ligaments more successfully than Firing. No blister, no hair gone, and you can use the horse. \$2.00 per bottle, delivered. Book 2-C Free.

ABSORBINE, JR., for mankind, \$1.00 bottle. Cures Strained Torn Ligaments, Varicose Veins, Varicocele, Hydrocele, enlarged Glands and Ulcers. Allays pain quickly

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

## Do You Want to Buy

### A BOILER, ENGINE OR MACHINERY?

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

**CANADIAN MACHINERY**  
TORONTO MONTREAL

**Goods**  
that  
**Sell**  
and  
**Satisfy**

Greig's White Swan Blend Coffee  
Greig's White Swan Jelly Powders  
Greig's White Swan Spices  
Greig's White Swan Baking Powder  
Greig's White Swan Flavoring Extracts  
Greig's White Swan Cocoanut  
Greig's White Swan Cream of Tartar  
Greig's White Swan Flaked Wheat  
Greig's White Swan Rolled Oats  
Greig's White Swan Buckwheat Flour  
Greig's White Swan Wheat Kernels  
Greig's White Swan Graham Flour  
Greig's White Swan Whole Wheat Flour  
Greig's White Swan Gluten Flour

THE ROBERT GREIG CO., LIMITED  
White Swan Mills, - - - Toronto

**Purity and Permanent Profit**

go hand in hand. That's why our

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

(made from whole tomatoes)

are such excellent trade winners. The margin of profit is good, and the articles are so delicious in their purity that the demand is insistent.

Send for Price List

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

**NOW IS WHEN!**



Are you asking yourself how soon you should stock Maple Syrup and Maple Sugar for Spring trade? **NOW** is the time and

**"Pride of Canada"**

the brand. **IT PAYS** to stock the genuine article, which is guaranteed by

**The Maple Tree Producers' Association, Ltd.,**  
Waterloo, - - - Quebec

splendid values we are offering in

# PRUNES

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

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

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## W. H. GILLARD & CO.

Wholesale Grocers

HAMILTON

Branch House—Sault Ste. Marie

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

*Redpath*

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

Manufactured by

THE  
**CANADA SUGAR REFINING CO.**

LIMITED

Montreal

# QUAKER SALMON

TRADE MARK

Your



Guarantee

SONS

ESTABLISHED 1834.

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

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

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

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

**Mathewson's Sons**

WHOLESALE GROCERS

202 MCGILL STREET, - MONTREAL

GET

**Balmoral**  
scotch  
**MARMALADE**

ABSOLUTELY PURE  
THE BEST THAT  
SKILL AND SCIENCE CAN PRODUCE

WRITE FOR PRICES TO  
**J.W. WINDSOR**  
MONTREAL

SOLE AGENTS FOR CANADA

THE CANADIAN GROCER

# We Have A Complete Stock

of

**Lipton's Jams**

**Lipton's Marmalade**

**Lipton's Jellies**

**Lipton's Pickles**

It will pay you to get our quotations for immediate delivery or for import.

## Thomas J. Lipton

75 Front St. East,

TORONTO, CANADA

Perfect satisfaction exists when you sell Chase and Sanborn's high-grade Coffees because your customers are sure of Coffee smacking of quality in every drop.

### CHASE & SANBORN

THE IMPORTERS

MONTREAL

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# Five Gallon Pails

Choice Mixed Pickles

Splendid Stock

Attractive Price

## THE DAVIDSON & HAY, LIMITED

Wholesale Grocers, TORONTO



ENGLAND'S MOST POPULAR SAUCE.

H. P.'s popularity as an ideal kitchen Sauce has reached Canada.

The 'live' H. P. Canadian advertising is creating a demand for YOU to supply.

The name H. P. signifies "Houses of Parliament" and this famous condiment is in use on the dining tables of "the House" and enjoyed daily by the members of Parliament.

Write for samples and prices.

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

Midland Vinegar Co., Birmingham & London, Eng.



## BROOMS

Dealers are always satisfied when they receive a shipment of **Keystone Brand Brooms**, because nothing but sound corn is used in their manufacture, and they are strongly built by the best of mechanics on maple handles manufactured by us from lumber sawn in our own mill.

### Stevens-Hepner Company

LIMITED

PORT ELGIN, ONT.

I Offer

### For Prompt Shipment

Several lots of very fine

## Smyrna Sultana Raisins

Prices and samples from

### ANDREW WATSON

91 Place d'Youville

Tel. Main 4409

Montreal



### CAPSTAN BRAND PURE MINCE MEAT

Package Mince Meat

Put up in 1/4 gross cases.

Bulk in 7-lb. Pails,

1/2 dozen in crate.

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

Capacity one ton per hour.

Sold by all Sale Dealers

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

# NEW IN CANADA

## JELL-O The Dainty Dessert

—Also—

## JELL-O ICE CREAM POWDER

For making Ice Cream.

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

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

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

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

JELL-O, 2 Doz. case

\$2.25

Retails 2 for 25c.

JELL-O, Ice Cream Powder, 2 Doz. case 2.50

Retails 15c. per pkg.

**THE GENESEE PURE FOOD CO., Bridgeburg, Ont.**

## Your Customers Demand Purity

Which is the best of all reasons why you should handle

# E. D. S. Brand Jams and Jellies



Government Inspectors declare E. D. S. Brand to be the purest sold in Canada. It is also the best selling and most profitable brand.

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

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

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n crate.  
l 75-lb. Tubs.  
n per hour.  
le Dealers  
nto, Ont.

**QUAKER  
CANNED  
GOODS**

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

# Tartan

SIGN OF PURITY

## BRAND

ORDER NOW.

### TARTAN Fruits and Vegetables

The Finest packed full assortment 1s, 3s, and gals.

### TARTAN Maple Syrup all sizes

### TARTAN New Pack Glass Lobsters

#### SPECIALS

in FIGS, PRUNES, DATES, RAISINS, Etc.

Our Prices always lower than advertised ones.

PHONE 596 FREE TO BUYERS.

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

### STOCK THE BEST.

# "KIT"

## COFFEE

IS  
BEST in QUALITY  
SMARTEST in FINISH  
KEENEST in PRICE

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

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

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



# ANOTHER "DRIVE"

We want your orders, and we are going after them in the most direct way, viz: **Low Prices** and **High Grade Goods**. Try these for **leaders**:

## Baird's English Worcestershire Sauce

1/2 pint bottles, 6 oz., 225 cases, 3 doz., at **65c.** per doz.

TERMS: F.O.B. Montreal. Net within 30 days.

THE OZO CO.'S "**Crest**" Brand, 14-oz. round bottles.

700 cases MIXED PICKLES, 2 doz., at **90c.** per doz.

150 cases CHOW CHOW, 2 doz., at **90c.** per doz.

TERMS: Net within 30 days.

IN 5 CASE LOTS: Freight prepaid to any railway points in Quebec and Ontario, east of Sarnia and Sudbury.

## SPRING CLEANING

is at hand. You have stocked up in Pails, Mops, Brushes, Etc., but these are only **accessories**.

You want **BON AMI**, the wizard cleaner. Try it on your own Show Cases, Plate Glass, Woodwork, Etc., and make it sell itself.

Our first March car-load has dwindled to almost nothing, so hurry and get your supply.

**BY THE WAY:** We hardly advertise Liquors but any time you are in want of a special Scotch Whiskey, or a selected Cognac, or anything out of the ordinary in "Wet Goods," just inquire of us and we will put you wise.

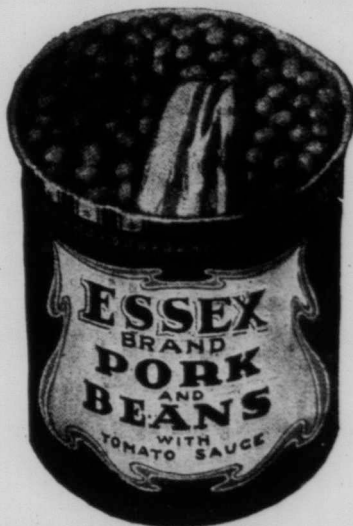
# HUDON, HEBERT & CO.

LIMITED

## MONTREAL

The most liberally managed firm in Canada.

# “ESSEX” PORK AND BEANS



The growing demand for properly prepared Pork and Beans has encouraged The Essex Canning & Preserving Company to add this product to their already large variety of fruits and vegetables. The Essex factory, being located in the most favored agricultural section of Ontario and being new, is equipped with every modern facility for doing things right.

**The “Essex” Pork and Beans** are prepared by a special process that entirely eliminates that strong taste found in other brands. Every bean used is hand-picked from selected stock and is thoroughly washed and cleansed before being cooked.

On opening a can of “Essex” brand of Pork and Beans (the very perfection of the Essex process is shown in this) it will be found that every bean is entirely whole, thoroughly cooked, mellow, amber-colored and porous, pleasing to the eye and appetising, a distinct advance over anything attempted in Canada heretofore.

Moreover, when we added to the Pork and Beans our **Special Brand of Tomato Sauce**, made from fresh ripe tomatoes and purest of spices under a special process, we are confident that when you have once tried them you will, like Oliver Twist, “still ask for more.”

Put up in neat packages with attractive labels, 1½s, 2s and 3s.

Write for samples and prices

**The Essex Canning and Preserving Co.,**  
8 Wellington St. E., Toronto  
Limited

THE CANADIAN GROCER

# NEW MAPLE SYRUP

IN STORE

1 Gar Pioneer Brand—"The Best"

PRICE RIGHT

Warren Bros. & Co., Limited, - Toronto

## GREENBANK

# LYE and CHLORIDE OF LIME

*For Spring Cleaning*

<b>Greenbank Solid Lye</b>	<b>Red Heart Lye</b> (Powdered)	<b>Caustic Potash</b>
1 lb. Tin..... .65 doz.	½ lb. Tin..... .65 doz. 12 oz. " ..... .85 doz.	20 lb. Tin..... \$2.50 each

## CHLORIDE OF LIME

(Best Disinfectant Manufactured)

¼ lb. Tin..... .45 doz.	½ lb. Tin..... .70 doz.	1 lb. Tin..... \$1.30 doz.
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Sold by all wholesale Grocers, Hardware Merchants and Druggists.

SPECIAL PRICE TO THE TRADE.

**L. CHAPUT, FILS & CIE. - MONTREAL**

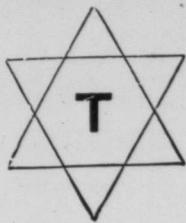
*Distributing Agents*

## SPRING ORDERS

Now's the time to sort up your stock of

# JAMES DOME LEAD

The cleanest and best stove polish sold.



# BROOMS

Our Signal Brooms are unsurpassed for value, material, make and finish.

In all styles, weights and varieties.

Our travellers have samples and a specially attractive proposition.

## JAMES TURNER & CO.

LIMITED

Hamilton, Ont.

ESTABLISHED 1840

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

# "PANSY" BROOMS

For Household Use

Write for our illustrated price list of Brooms and Whisks.

### H. W. Nelson & Co., Limited

Office and Warehouse  
92 Adelaide St.,

TORONTO, ONT.

Factory  
15-21 Jarvis St.





# Effective Advertising for Grocers

Hints Regarding the Why and How of This Department of the Grocer's Business by W. F. Ralph—The Value of Price Quotations—Some Examples of Attractive Advertising.

One of the most amazing peculiarities of much of the grocery advertising appearing in country weekly newspapers is the lack of price information. The observer of grocery advertising can come to only two conclusions as to a cause, viz: ignorance or indifference.

That any merchant, in these hustling days of competition and close prices, should be wise enough to advertise, and at the same time ignorant enough to omit prices from his advertising is equally amazing.

### Price Quotations Bring Business.

In staple groceries price is naturally about the greatest argument which can be used to produce business. More particularly so when it is remembered that women are, by long odds, the chief buyers of groceries. Some authorities even go so far as to contend that price, and the name of the article advertised, is all that is necessary in grocery advertising. The ad. sent in by Kingsley Harrison, of Montreal, is an example of this view, practically applied.

There is no doubt of the fact that grocery staples, if advertised to sell at a little under the prevailing prices, will find purchasers in abundance among a large class of people. But the question to be decided by the average grocer is whether it pays better to keep prices up to the prevailing mark, and rely on getting lots of purchasers at these prevailing prices by talking quality, service, etc., or to make a bid for big business by cutting under the prevailing price, and making the cut price the whole argument.

### Depends on Class of Trade.

A practical grocer's answer to this conundrum was: "All according to the class of trade you are trying to cultivate."

It certainly is a fact that there is a large class of people who, owing to their financial position, will buy at the lowest price and take a chance on quality. On the other hand there is the great middle class of people, whose financial position compels them to pay close attention to prices, but who, at the same time, are influenced by quality and service.

This latter class perhaps, is the largest, and the problem which faces the average grocer is how to influence the middle class trade to deal at his store.

### Quality in Advertising.

His advertising, first of all, must be insistent. He must hammer away week in and week out. His advertising "copy" should have a "tone" to it, which appeals to middle class people. Price should always be there, but not flamboyantly so. The talk should assume that the reader is looking for groceries of a high grade of excellence, and is willing to pay a fair price for goods at a store which guarantees quality and good service.

This being the case, the public should never be allowed to forget a grocery store's claims of quality of goods and excellence of service.

THE  
**PALACE GROCERY**

## Lenten Delicacies

You will enjoy the Lenten season if you keep your table supplied with some of these:—

### Pure California Olive Oil

(Sylman Brand.)

The message of Olive Oil to man is O-LIVE. Try it and note the results. 40c and 75c per bottle.

### Royal Peanutene

(Peanut Butter).

Nutritious and wholesome. The perfect nut food.

20c per Jar.

### Pan-Yan Pickles

Delicious and appetizing. 20c and 35c per Bottle.

### Sterling Canadian Relish

and

### Chili Sauce

Are quick sellers at 20c per Bottle.

Bananas, Oranges, Grapes, Figs, Dates Cabbage, Celery, etc.

## T. STEVENS

PHONE 121

Kingsley Harrison's ad., which has been referred to, apparently makes no attempt to draw trade on any other appeal than price. But that that kind of appeal is the one best suited to Mr.

Harrison's trade there is no doubt, inasmuch as he describes his place of business as the "People's Grocery, Provision and Fruit Store." And, after all, one of the main problems of any advertiser is to find the surest means of influencing the class of trade which is most likely to come his way.

### Some Carleton Place Ads.

Four exceedingly bright, well-written ads. have been sent in by T. Stevens, of Carleton Place. These ads. occupied 10-inch space at the lower end right-hand column of the Carleton Place Herald, which goes to show that Mr. Stevens, besides being an excellent advertiser, knows how to dicker with the publisher for good position. All four of these ads. are good, but we have decided to give our main attention to the "Lenten Delicacies" ad., which is reproduced on this page.

This ad. is seasonable. And, moreover, Mr. Stevens must be an observer of human nature, for he appeals to a trait of character which is quite prominent among keepers of the Lenten "Fast." Many Lenten "Fasters" deny themselves meat—but make up for their denial in this direction by being fastidious in their selection of vegetable and fish dainties. Mr. Stevens gets after these people very successfully with such ads. as the "Lenten Delicacies." Note how the language lays more stress on the deliciousness of the articles than on the price asked. Such language, simple, direct, terse as it is, occupying but a moment of the reader's time, is just of the nature to tickle the appetite of the person who is on the lookout for delicacies that break the monotony of a "fast."

There is no long-windedness in any of the ads. sent in by Mr. Stevens. They all tell a bright message in brisk, cheerful tones—and the price is there, too, every time.

### A Creditable Circular.

Some time ago a couple of circulars were submitted for The Grocer's opinion by Horner's Busy Corner, of Brandon, Man. Now we have received another circular from them which is about as neat and effective a grocery circular as we have ever seen. It does great credit both to the writer and the printer. It is in the form of a four-page leaflet, printed in deep blue ink upon a sheet of light blue linen fabric note paper. The front page—or cover—contains the name of the house in large Bradley text, which is an old-style ornamental text type, making an effective title. Beside a half-tone of the store are the words, "Something Doing—Phone 198." The lower half of the cover page is occupied by this neat little quality and service talk:

"Anything with our name on is an insurance policy on the goods. It guarantees quality, warrants full count, full measure and full value.

"Make shopping easy by having us call you up on the 'phone every day or three times a week to tell you of all the dainty eatables arriving fresh daily. Or, better still, let our traveler call on you."

Perhaps the first sentence of the first paragraph would have been plainer in meaning if expressed this way: "Our name on anything is an insurance policy on the goods."

The last three pages contain lists of dainties with prices attached, under these appropriate headings: "Appetite Creators," "Inexpensive Dainties for Dinner or Tea," "Canned Goods." Some of the items are particularly worth noting, because of their brightness and appropriateness. Here they are:

"CHEESE—The refined flavor is tempting. Per lb. 17c."

"BUTTER—If you wish the best, let us supply you weekly so that yours will be put aside when it comes in fresh."

"FRESH EGGS—Let us book your order the same as the butter. You can then depend on getting only the freshest from hens that won't lay bad ones."

"BISCUITS—More kinds than there are keys on a piano and each a symphony of good taste."

"Our Hams are a breakfast bite, That sharpens up the appetite; Small and tender, delicious, nice, Please take notice—here's the price."

"FOR BABY—The fairest, sweetest thing on earth is the face of a little child. Its skin is exquisitely delicate. Use the best soap."

The only improvement we can suggest to the circular is the use of a clearer half-tone. The one used is extremely misty, and rather mars the excellence of the cover, but, as the Manx cat said of its tail, that is a minor detail in this case.

#### INTERNATIONAL EXPOSITION AT MONTREAL.

Montreal has been agitated more or less during the past couple of years over the holding of an annual exposition. At one time it looked very much as though a yearly fair was assured, but sufficient support was not given to successfully carry through the project. During the last week or two, since the new city council has got down to business, the matter has been the subject of discussion among business men on several occasions.

At a recent meeting the Chambre de Commerce, which numbers among its members most of the leading French men of affairs of Montreal, seriously discussed the holding, not only of an annual exhibition, but also the advisability of setting on foot a movement to hold in Montreal in 1911 an International Exposition. The idea took most business men by surprise, but on giving the matter second thought there seems to be no reason why success should not attend such an undertaking. Montreal, as the metropolis of Canada, is prominently before the civilized world, and is of much easier access to European countries than some places where International fairs have successfully been held. A display of the world's products and manufactures in Montreal would draw

people from all parts of Europe and other sections of the world, who, coming as far as Montreal, would many of them take this advantage of the opportunity to see more of Canada, and would result in greater knowledge of the Dominion being obtained, taken abroad and disseminated.

These facts would carry greater weight, too, coming from those who had personally seen the country, than they do when made public as they presently are through the medium of circulars, prospectuses and other advertising matter. Numbers of business men from Great Britain, France, Germany and other countries with whom we are anxious to increase our trade would be induced to visit the Dominion, which would give them an opportunity of studying the market at first hand and coming personally in touch with Canadian business men. Of course, many Europeans make it a point to visit Canada regularly, but it is those who are not acquainted with our country, our national resources, our unlimited possibilities in the way of trade development, our people, these men we desire to interest chiefly. There are hundreds, thousands of them who have lines worth placing in Canada, but they do not know the country and are indifferent to the market. For our part, we have many lines to exchange. But before there can be any large increase in trade the business men of both sides of the Atlantic must get together.

An International Exposition, such as is suggested, would draw them together. The movement warrants the support of every true Canadian. Holding the exposition in 1911 will give us plenty of time to prepare something worthy of Montreal and of Canada, and if an annual exhibition is held in Montreal in the meantime the experience so acquired will be applied with good results to the greater project.

#### OPPORTUNITY FOR CANADIAN HOUSE.

An English subscriber of The Grocer, who has been a reader for many years, is open to handle some Canadian product in his district. He manufactures a line that does not compete with any Canadian article. He writes:

"My travelers tell me they could easily sell another article during the very dull season; in my business usually from November 1st to May 1st they call frequently on grocers, fruiterers, oil and color men, and the small general provision shops in this city and the country towns and villages next, probably some 750 buyers in all. And as you are aware, I know most firms in our city outside my own customers. So if before next fall you hear of any firm on your side who wants to introduce a really good article on which I could make a decent profit after paying handling and selling expenses, will you kindly let me know? I could possibly buy direct and simply act as sole agent."

This seems a good opening for Canadian producers not now represented there, and the editor will be glad to put them in touch with this firm.

#### DESIRE DISTINCTIVE LABELS.

##### Wholesale Grocers Ask Government to Amend Act.

A strong deputation representing the Canadian Wholesale Grocers' Guild interviewed Hon. Sydney Fisher at Ottawa on Thursday, March 19th, asking that the Meat and Canned Foods Act, passed during last session, be amended so that wholesale grocers should be allowed to place their own labels on canned goods which they sell. According to the terms of the Act, the label must bear the name of the canner as well as that of the wholesale house. While it has not as yet been strictly enforced, the wholesalers claim that this provision is proving an injustice to them. They claim that the use of a distinctive label offers them several advantages, and that the firm's reputation stands behind the quality of the goods.

The canners and manufacturers, on the other hand, for their own interests, favor the provisions of the Act as it now stands.

No action was taken in the matter, though Hon. Mr. Fisher promised to give the request careful consideration.

#### CO-OPERATIVE STORE FOR CITY OF BRANTFORD.

##### Association Incorporated to Carry on Grocery and General Business.

Brantford is soon to have a co-operative store, which will be backed by local tradesmen and laborers. The Ontario Gazette, in a late issue, notes the incorporation of the Brantford Co-operative Association, Limited, "to carry on trade as a co-operative company in groceries and provisions, hardware, dry goods, clothing, boots and shoes, coal and wood, and other merchandise." The share capital is \$40,000, divided into five-dollar shares. The incorporators are, Malcolm Carter and Peter Noble, machinists; Thomas Chamberlain, stove moulder; Thomas Menzies Chambers and George Keen, agents; John D. Murray, gentleman; Albert G. Sly and Geo. Wood, laborers, and John F. Van Lane, accountant, all of Brantford.

#### HAS ALL BUT THE SMELL.

Wing Hop, a Chinese gardener who owns a small truck farm near Fresno, has announced that he has out-Burbanked Luther Burbank and produced an odorless onion.

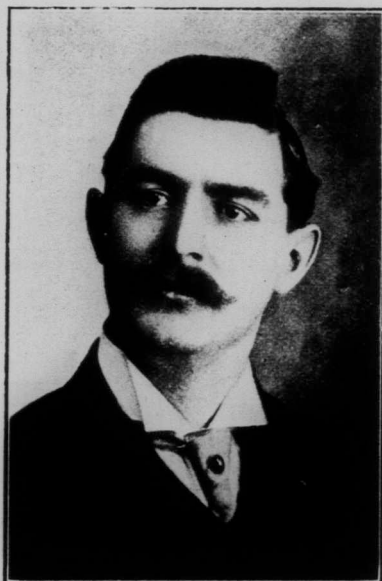
For years Hop, who formerly worked for Mr. Burbank, has been working on the production of an onion which would have all the taste and other qualities of the normal vegetable, but would be free of the disagreeable odor which offends so many persons. Now, he says, he has succeeded, and his contention is borne out by the statement of many of the white neighbors who have inspected the new onion.

## PROMINENT N. B. GROCERS

Life Stories of a Successful Wholesaler and Retailer Who Have Taken Active Interest in Municipal and Provincial Affairs.

### A ST. JOHN WHOLESALER.

W. Franklin Hatheway, who was elected on March 3 as a member of the New Brunswick Legislature, is one of the best known and most successful of St. John's wholesale grocers. He is a prominent member of the Board of Trade and is well versed in all matters pertaining



STANLEY W. MILLER.

A Newcastle Retailer who has sat for two years in Mayor's Chair, and was defeated in recent Provincial Elections.

to the welfare of his province. There are probably few men in St. John as well posted on all questions of current interest as Mr. Hatheway. He is a great reader, and as a writer occupies a foremost place among the residents of Canada's winterport. He has written several books on labor matters and is a frequent contributor to the daily papers of St. John.

By dint of hard work Mr. Hatheway has risen from the position of clerk to head of a large mercantile establishment. He left school at the age of 14 years and entered the employ of Small & Hatheway, steamship agents, remaining there until 1868, when he entered the wholesale grocery house of Turnbull & Co., south wharf, as a junior clerk. In about five years from that time he became their bookkeeper and confidential clerk, with an interest in the business. He remained with this firm until 1877, when they were burned out in the big fire, with heavy losses. In the following year, though he was practically without capital and was in debt on account of the fire losses, Mr. Hatheway started in business in partnership with James S. Harding, under the firm name of Harding & Hatheway. The business continued under this name until 1888, when Mr. Hatheway purchased his partner's interest and conducted the busi-

ness under his own name. In 1898 he took his head bookkeeper, W. L. Harding, in as partner, the firm being known then as W. F. Hatheway & Co. About 1902 the business was made into a joint stock company, Charles Robertson and three travelers being taken in, with Mr. Hatheway and Mr. Harding retaining the larger interest.

A distinctive feature of the business was the establishment, about 18 years ago, of a co-operative system, whereby all the employes of the firm have a share in the profits of the concern. This share is a certain percentage pro rata to the wages, which percentage is their profits for the year.

This amount is put to the credit of each employe at the end of the year, with the understanding that it can only be taken out on their leaving the employ, or if any serious accident happens to them whereby they need, or if they wish to make an investment in life insurance or real estate.

The wages paid to the average warehouseman are \$9 a week and his profits. The teamsters receive \$14 a week and

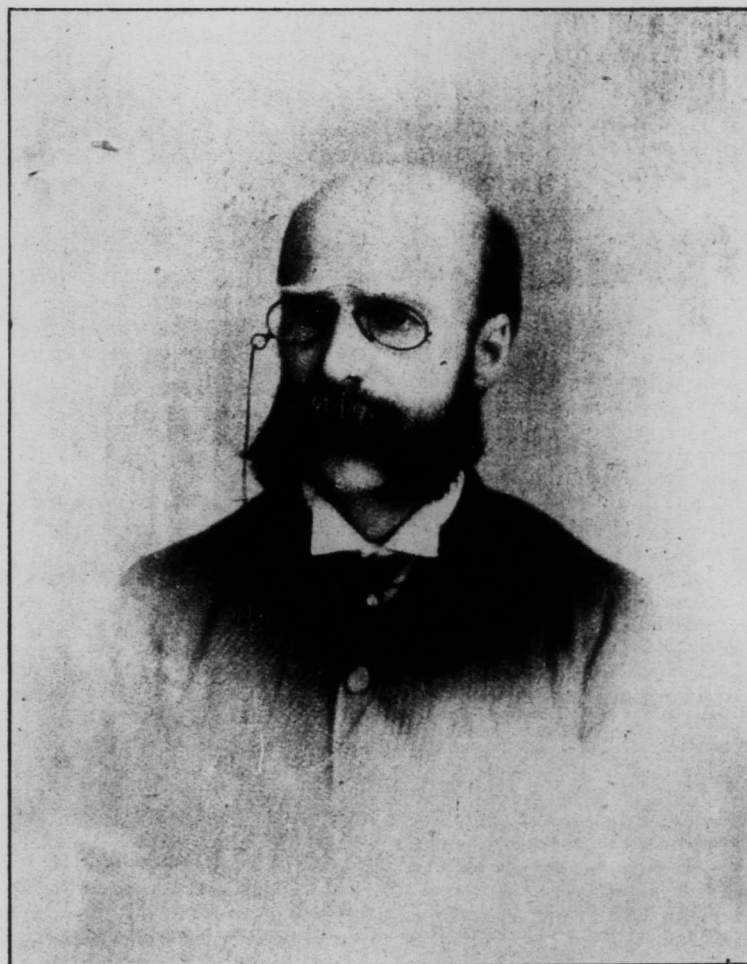
their profits and they own their horse and outfit. The result of this system is that most of the employes have money to their credit ranging from \$80 to \$500 or \$600.

For instance, one of the teamsters has to his credit about \$500. If an accident should happen whereby he should lose a horse, he would be enabled to draw his reserve and purchase a new one immediately.

It has been found that this system makes the men more careful in their work. They have an interest in the goods from the time they come in the store until they are sent out and the retailer pays for them.

The business consists of flour, tea, sugar, molasses and general groceries. Fancy Barbadoes molasses is imported direct from the island; teas are brought direct from India, Ceylon and China, and flour and sugar come in the same way from the miller and refiner. Certain brands of flour have been originated by the firm. Golden Eagle, the standard Ontario brand, has been on the market 25 years; Golden Lion and Red Rose, standard Manitobas, were brought out ten years ago.

In their own factory the firm's Tiger teas are blended and packed. The work of making the boxes, printing the labels and packing the goods is all done by local people, as Mr. Hatheway is a firm



W. F. HATHEWAY, M.P.P.,

A St. John Wholesale Grocer, Recently Elected to the Provincial Legislature.

## A SYRUP AND STARCH WINDOW

Montreal Grocer Arranges Attractive and Profitable Display With Proprietary Goods—How the Window Was Built Up.

Wm. Currie, a St. Catherine street, Montreal, grocer, recently dressed a very attractive window, which illustrates the selling force of a simple arrangement of foodstuffs of merit in the window of the store. Nothing elaborate is attempted in the display, as the photograph shows.

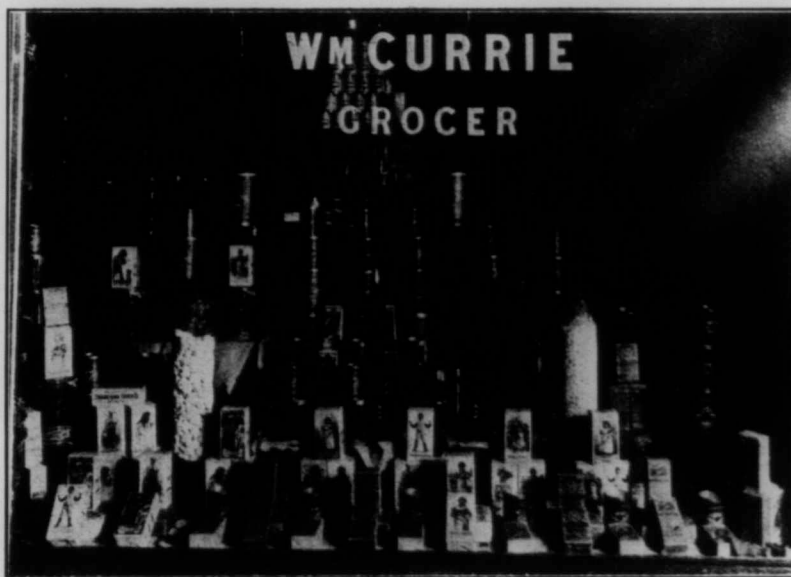
Edwardsburg Starch Company's Crown Brand table syrups are to the fore, pyramids being built with 20-lb., 10-lb., 5-lb., and 2-lb. tins. Benson's prepared corn starch, Silver Gloss starch and Enamel starch are the package lines

month, or netted 1,200 points, \$30,000 per year."

"Do the district managers all belong?" asked The Grocer.

"Not at all. To be included in the membership a manager must have as members from his district 40 per cent. of his selling force. Only two other district managers were eligible, and we were very proud that our Canadian sales force were able to command this average."

"One result of the convention," continued Mr. Mutton, "was a material re-



An Attractive Grocery Window Dressed by Wm. Currie, Montreal.

displayed. Two tall glass jars are prominent in the photograph. These contain starch and add to the neatness and balance of the display. There are also three tall glass jars containing syrup in the centre of the window between the two starch jars. These assist in carrying out the idea more perfectly. They are a good selling feature, as well, as one notes the transparency of the syrup. The display resulted in a material increase in sales.

### GATHERING OF "100 POINT" SALESMEN.

Toronto Manager Tells of Unique Convention in Dayton, Ohio.

F. E. Mutton, district manager of the National Cash Register Co., with headquarters in Toronto, has just returned from a novel convention held at the company's works in Dayton, Ohio.

Speaking to The Grocer, Mr. Mutton gave several interesting facts in regard to this unique gathering of salesmen.

"The convention was composed of what is known as the '100-point Club,'" said Mr. Mutton, "which was organized some years ago by our selling force in the United States and Canada. To be a member a sales agent must have sold an average of 100 points, or \$2,500 a

duction in price of the cheaper lines of registers, and this was felt at once in increased sales."

"What about your Toronto factory?" was asked. "Do you do any amount of business here?"

"Why yes," was the reply. "We consider that the National cash registers sold in Canada are practically the product of Canadian industry. Fully 80 per cent. of the machines sold in my district, which includes practically all of Canada, are turned out from the Toronto factory."

"Our spring business has opened with a rush," said Mr. Mutton, when questioned as to business outlook, "and there is every indication of a large increase in sales this year. My men are all very enthusiastic over the outlook."

### BUSINESS GOES ON.

A meeting of the creditors in the case of the E. D. Marceau Company, Montreal, which recently voluntarily liquidated, was held on Tuesday afternoon in the offices of Kent & Turcotte. It was decided that the business should go on as usual for the time being, and W. H. Halford and A. Hendry were appointed by the creditors to keep in touch with the affairs of the company in their interests. Mr. Marceau himself is sanguine of reorganizing and getting things in first-class shape in a month.

believer in the principle of patronizing home industries.

### A NEWCASTLE RETAILER.

Stanley W. Miller was born in Newcastle, N.B., March 9, 1877. His father, W. J. Miller, conducted a general meat and grocery business in Newcastle from 1865 till his death in 1898, when two of his sons, Stanley W. and Harry S., took up the business between them under the firm name of Miller Bros. They do a large and increasing cash business, selling meat, provisions, hay, oats, feed, etc., in their store on Castle and Water streets.

S. W. Miller is a graduate of Harkins Academy, Newcastle, and of the Ontario Business College, Belleville.

He became a member of the Board of Trade in 1900, and has ever since been an enthusiastic advocate of every scheme calculated to increase the town's business and prosperity. He has been a member of the Board of Trade council since 1904.

Since 1903 he has been a member of the board of school trustees and never fails to take an active part in educational meetings. He has long been an ardent advocate of manual training in the schools and hopes soon to see that branch established here.

Mr. Miller ran for aldermanic honors in 1903, but was unsuccessful. In 1905 he was candidate for mayor, and was elected over Patrick Hennessy, another grocery man, whose photograph recently appeared in these columns, by ten votes. In 1906 the same candidates ran and Mr. Hennessy was successful by nine votes. In 1907 the contest was between Mr. Miller and Ald. Howard Wiliston. The former was victorious by 118 majority.

Mr. Miller was a candidate for the Provincial Assembly for this county on the Government side in the election held on March 3rd, but went down to defeat in the landslide that struck the Liberal party. He will, no doubt, be heard from again.

Besides attending to his ordinary business, Mr. Miller devotes much time to Freemasonry, being a Mystic Shriner. In church affairs he is an Episcopalian.

### HULL GROCERS ORGANIZE.

Growing Association of Retailers Formed Recently With Strong Executive.

With the object of better protection and for the raising the status of the trade generally, a grocers' association has been formed in the City of Hull. Though the association is only a few days old, the membership is already 25. It will be the intention of the association to protect the food supply and to give better food to the poor at a fair price. It also will deal with any important questions which may arise from time to time and make its power felt with the city council. The following is a list of the officers: Joseph Martel, president; P. Daoust, 1st vice-president; A. Labelle, treasurer; V. Chalet, secretary.

James Joiner has purchased the dairy business of Alonzo McLean. Wallaceburg, the change going into effect on Monday.

# Grocery News from Coast to Coast

What is Happening in the Principal Cities and Towns of Canada—Business Changes and New Ideas in the Trade—  
Letters From Our Special Correspondents.

## BARRIE.

Trade here and in the vicinity has, in the last week, picked up wonderfully, with some staple articles on the jump and others taking a downward tendency. Sugar is perhaps one of the foremost of these that is causing no little gambling by various merchants as may be seen by the Grand Trunk Railway report of three cars of sugar from Montreal since March 5th and not only merchants, but townspeople and farmers, are buying heavy at the present price, fearing a much greater advance before long.

The local millers dropped their prices in the last two weeks 40 cents per barrel all round. Lent, also, seems to have boomed trade this year, where other years it has been poorer. The cold weather has allowed the merchants to handle and display a great many varieties of fresh frozen fish which will explain the better business for Lent. The good roads and weather, too, in the past two weeks, have, with the others, added also, increased trade.

The local Italian fruit men are talking of putting carts on the streets this summer and selling their fruits for the same prices as their brother dealers in Toronto and Montreal. This is caused by a spirit of retaliation as the by-law to increase the peddlers' cart and street vending wagons' license from \$10 to \$50 was proposed and carried by aldermen who in their places of business are grocers and fruiterers.

Butter continues very high here, but eggs have taken a big tumble and the merchants are getting all they can handle now at 17 and 18c a dozen while butter is from 9c to 10c higher. Potatoes have also taken a drop of from \$1 a bag to 75c and one load sold on Saturday at 75c for very good potatoes.

Thos. Ross, who left town last summer to go to Midland, is again back to town and is now with E. A. Sibbald. He says Midland is a good business town but it isn't in it compared with Barrie.

Steve Vair has returned home from Renfrew, where he has been playing hockey with Renfrew Pros. Steve is one of Ontario's best hockey players and our town is proud of him. He will, as

usual, take a hold in his father's store till hockey claims him for another season.

Fred Grazley, of Lucas, Steele & Bristol, Hamilton, spent Sunday at his home here. The road seems to agree with Fred as he looks the very finest.

## CHATHAM.

The annual egg deluge is upon us, and the price of the product of the domestic hen has fallen correspondingly. Last Saturday's market prices ranged from 20c to 17c. One grocer received 350 dozen of eggs; and when it is considered that there are upwards of fifty grocers, small and great, in Chatham, the extent of the influx can readily be imagined.

### A NOVEL CREDIT SYSTEM.

Here's a suggestion from a Montreal grocer who intends using the system for credit business. He will issue books containing one thousand stamps valued at 1 cent each. These he will sell to his customers for \$10 a book or take their note. Each time a customer comes in and makes a purchase, amounting to say 40c, the clerk will tear off 40 stamps from the book, or more as the purchase may warrant. In this way he will reduce labor of bookkeeping, and the worries of collecting his accounts. The idea may not be entirely new, but it seems that it might be more generally used to good advantage.

ined. Were it not for the fact that most of these eggs are shipped, the prices would drop still lower.

Mr. Lane, formerly of McCallum's hardware store, intends opening a grocery in the store recently occupied by Mrs. A. E. Rumble, on Stanley avenue.

Geo. R. Bradley returned to St. Catharines last week, after spending a week here in the interests of the local branch of Bradley & Sons' grocery. P. B. McQueen, the local manager, recently returned from a short holiday trip to Paris.

Peter Forbes, the James street, Wallaceburg, grocer, is quite ill.

O'Flynn & Burgess, of Wallaceburg, are having the interior of their grocery painted.

John E. Richardson has started a milk route in Thamesville, in connection with his meat business.

McKinley Bros, of Wyoming, are installing a handsome plate glass front in their store.

The Kent Produce Company, Limited, of Blenheim, an organization formed some time ago to buck the "bean combine," held an interesting meeting last week in Harwich town hall. The building was crowded to the doors. High bean prices, followed by a tremendous drop, were given as the moving causes which had put the company \$1,000 behind for the season, though shortage of necessary capital and repairs to machinery had also contributed. The president and secretary explained that \$8,000 was needed to carry on the business, and the shareholders were asked to subscribe this amount. The almost unanimous opinion was expressed that the company must be kept going. Before the meeting was closed, nearly \$1,000 was subscribed, and it is expected that the balance will be procured without much difficulty. Besides helping to keep up the price of beans, the company handled articles needed by the farmers.

## GALT.

The trade in Galt has picked up considerably during the past two weeks, and the grocers are beginning to wear a smile of contentment which has been lacking for the last few months. The country roads have been opened and as a result butter and eggs are more plentiful.

The attendance at the market was the largest on Saturday for some time, and as a result there was a drop in the price of both butter and eggs, the latter dropping from 28c to 25c per dozen, while the former dropped one cent, to 27c. A feature of the market was the scarcity of poultry, there being only about four pairs offered for sale and these commanded an almost prohibitive price. The farmers state that they are willing to sacrifice the hens when they are beginning to lay. A local dealer makes the prediction that eggs will be selling at 18c per dozen before Easter.

The industrial situation in Galt, while not nearly so serious as in other towns and cities, is not improving as rapidly as one could wish, but the general feeling is that the warm days will have the effect of brightening things up, at least so far as the unemployed are concerned, for then, if nothing better can be had, the corporation will provide work for a large number, many of whom are now

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

depending on the town for their daily sustenance.

If you value your personal appearance, it is unsafe to joke with any of the local grocery clerks regarding the sale of fish.

Salada tea is being extensively advertised in the local papers at present, and grocers report a somewhat increased demand.

J. Cummings has disposed of his grocery on Dickson street to Geo. Clay. The Clays have formerly been in the business in Galt and have an excellent reputation as public purveyors.

Who told the Ingersoll correspondent that it would be a poor season for sap? Let him come down and enquire among the farmers in this vicinity and he will be informed that prospects for a record season were never better. And the farmers of South Waterloo generally know whereof they speak.

The Goldie Milling Company, manufacturers of Star Brand pastry flour, are offering prizes for the best limerick. This advertising scheme is meeting with much success.

INGERSOLL.

Conditions which prevail in many busy grocery stores suggest the necessity of a parcel department. When one enters a crowded store and sees the counters literally covered with parcels, the clerks struggling to keep the delivery orders intact and systematize the routes, and at the same time wait on the impatient customers, he is inclined to the belief that a parcel department is practically indispensable. A department of this kind would obviate much of the confusion that is experienced by the clerks and they would have greater time at their disposal to attend to the wants of customers, while the store would present a much more orderly appearance. The responsibility of the clerk would cease as soon as the orders were "put up," the person in charge of the parcel department arranging and keeping a check on the deliveries as they go out. There are many stores where a system of this kind should work advantageously and it would doubtless be appreciated by many customers, especially those who are willing to take their purchases with them. It frequently happens that when one has purchased several articles with the intention of carrying them, they are placed on the counter as they are tied up, with many other parcels, and then both the clerk and the customer loses time. The clerk has to pick them out—one here and another there—but as he tied them up, whereas if all the parcels to be sent had been removed to the parcel department this waste of time and unnecessary confusion would have been avoided. It is characteristic of human nature to offer suggestions, but be this as it may, there are times when the opinion of a disinterested party contains practical advantages, and there are lots of merchants who, if they could only see their store conditions as

do others, they would speedily recommend improvements.

And so the price of sugar is still soaring! Well, if it only gets up as high as it wants to go at the present time and is down within hailing distance by the time the fruit season opens, the average householder will probably cease complaining. But nevertheless these constant "jumps" in the price are not at all pleasing to the dealers or the consumers. However, the present prices ought to be a guarantee that the maple syrup is "direct from the tree." Those who are sceptical about purchasing the maple product for fear of sugar adulteration have not much cause for alarm under existing conditions.

The first new maple syrup was marketed last week and was readily disposed of at \$1.25 per gallon. There have only been a few favorable days for syrup making and existing conditions would indicate that the season in this section will be a short one. The supply of syrup thus far has been very limited and it is questionable if enough will be made to meet the demand, as many producers keep the major portion of their supply for their own use. The quality of the syrup already marketed is said to be first-class.

The Railway Commissioners held a sitting here on Thursday last, when conditions in connection with the dangerous crossing of the G.T.R. over Thames street were fully investigated. The town's case was a very strong one and as a result a very favorable decision is expected. G. T. Blackstock acted for the town, and Geo. A. Ricker, of Buffalo, consulting engineer, gave expert evidence as to feasible switching arrangements which would lessen the danger at the crossing. Many witnesses testified, among them being several farmers, who stated that the crossing was particularly dangerous on account of the shunting that is done over it, by which the public is also greatly inconvenienced.

The ladies of Ingersoll turned out en masse last week to view the spring millinery and some of the grocers took advantage of the occasion to have their windows very attractive. An attractive window is always a good advertisement.

PERTH.

Seven cents in one week. This is the difference in the price of eggs to-day compared with seven days ago. Present price is 18c a dozen with very fair supply. Butter is scarce. The price varies from 23 to 28c.

We read with interest your article headed "Help Yourself by Helping the Farmer." The farmers in this district have at present the advantages you in your article suggest, that retailers give them in the way of meetings, etc. We have in connection with the Perth Collegiate Institute the largest agricultural class of any High School in the Dominion. The teacher (who is a graduate

of the Guelph College), as well as teaching his class at school has a downtown office and has brought about the organization of a "Farmers' Club" which holds regular meetings to discuss matters of interest to the tiller of the soil. The Canadian Club of Perth, saw fit to have as the speaker at its last meeting, G. C. Creelman, the president of the Guelph College. His address was full of instruction to farmers and those present must have derived much benefit. From this you will see that a move on the part of retailers in the direction of bringing about meetings for farmers is hardly necessary in Perth.

There is, it seems to me, one disadvantage in connection with a general delivery system, the question which has been brought up by the Ingersoll correspondent. Very few will deny that prompt, satisfactory delivery is good advertising. Taking this for granted, will it pay you, a merchant with a first-class delivery, to encourage a system that will put you on the same level with your competitor whose present system is far inferior to yours?

Samuel Rae has opened a grocery and flour and feed store on Gore St.

EDMONTON.

There has been a decided improvement in the grocery trade in the city in the past few weeks. The mild weather all winter has made conditions much better than was expected and the indications of an early spring has stimulated the trade considerably.

No move has been made by the retail grocers to organize an association, although it is generally conceded that such an organization would be beneficial. The spring is a good time to organize and it is hoped that some enterprising and energetic grocer in the city will start such a movement.

The firm of Garipey & Lessard, grocers and general merchants, conducted a window-guessing competition recently which was productive of considerable interest and of good results. In one of the store windows was displayed a large number of cigars, and the public were invited to guess the number, the one coming nearest to receive a prize. There were 12,650 cigars in the window. Carl Johnson came first with 12,985, John McQuaid second with 13,000 and A. J. Foages third with 12,250. The winners were presented with a box of choice cigars each. About 125 guesses in all were received.

Arrangements have recently been completed whereby Edmonton and Calgary wholesalers and retailers have been given more favorable freight rates. This new arrangement, which came into effect on March 15th, amounted to 5c per

100 pounds on freight in class 5 and 8c per 100 pounds on machinery and agricultural implements. The greater portion of freight shipped into Edmonton is in class 5 and there is also a considerable quantity of machinery and agricultural implements, so that the reduction of from 5 to 8c materially affects wholesalers.

The reduction of this freight rate places Calgary and Edmonton on the same basis as Winnipeg with regard to freight. Previous to this Winnipeg had a more favorable freight rate on goods from Eastern Canada. The new rate will also do much to make Calgary and Edmonton the leading wholesale and distributing centres of the West. The new rate does not apply to the smaller places in the West, and as a consequence the Edmonton and Calgary wholesalers will be able to bring their goods from the East much cheaper and can then ship them out to the smaller dealers in the surrounding towns and cities.

Great preparations are being made for the Dominion exhibition to be held in Calgary in July next. The Twin Cities of Edmonton and Strathcona have decided to make a joint exhibit which will be worthy of the excellent district which it represents.

**KINGSTON.**

At a special meeting of the retail merchants on March 19th in the cozy quarters of the Board of Trade rooms, a resolution was carried to the effect "That the trade lost by the action of the railroads in cutting out the single fare excursion rate every Thursday be regained if possible; that circulars be issued offering the inducement of a refund of half-fare to all people from the districts affected buying \$10 worth or over, not necessarily at one store."

If they go to Jones, grocer, and purchase \$5 worth it is put on the slip and the number of his or her ticket. Then Smith puts his sale of, say, \$5 worth. Then the purchaser goes to the secretary and gets the half-fare or return fare, which is more.

To begin the work it would need thirty signatures of merchants pledging \$15 each for expenses, advertising, etc.

The peddler trouble also came up and all agreed that the chief and his force of policemen were lax in not enforcing the laws regulating such people.

Our early-closing by-law is not properly looked after, in fact the only use for policemen seems to be to arrest helpless drunks.

D. Lawson, the well-known representative of Jones & Co., booked some large orders for import last week. His house carries a fine line of goods. I had simply forgotten about them, as I have not seen their ad. in *The Grocer* for some time and when an ad. is taken out I

always feel that the house is going into liquidation or the senior member has died with water on the brain. Yes, it pays to advertise.

J. H. Galloway, the genial representative of the Imperial Syrup Co., is here pushing maple syrup. The maple trees, of which Kingston is full, looked on with reproach and said: "Our brother maples around Montreal must be early birds. Why we are not thinking about sap yet but in about two weeks we expect to be bored to death and that our heart's blood will be trickling down everybody's throat."

Morrison, of Cleveland and Royal Baking Powder fame, made his usual call this week and he is just the same genial traveler he was twenty years ago. Cheap baking powders have lost their grip here. They are flat and cannot rise. Purity leads like Longboat in the long run.

James Reddin & Co. have received the contract for supplying the permanent militia here.

I hope they will make on it, but from the way sugar and other commodities are going it looks bad for contractors.

Regarding government institutions, asking for tenders I think a week should be ample time for them to consider and accept. Since supplies for penitentiaries were tendered for, March 1, sugars have advanced three times, which means quite a margin to lose.

Delivery boxes is a small thing to talk about and yet it is surprising how many are lost in a week by careless drivers. One merchant said he lost so many he thought he would try a new scheme, so he bought two dozen fancy willow baskets, oblong shape, and it brought good results and they paid for themselves in two months. Another grocer bought the patent folding boxes with like results. The Salada tea boxes make excellent delivery boxes. They look clean and neat but get lost. The greatest loss is with ginger ale bottles. Here some drivers are instructed to collar every one they see.

**LONDON.**

Wholesale trade has shown an improvement during the past week, due to better roads and the fact that retailers' stocks are running low. The two additional jumps in the price of sugar were the events of the week. All staples including cereals, are firm. Teas, fine to medium, are very firm, while low grades are rather in buyers' favor. Retail trade is also livening up.

The housekeeper is congratulating herself that while that important commodity, sugar, has within a few weeks advanced fifty cents per hundredweight,

having moved up twenty cents during the past week, she continues to get the same number of pounds for the dollar as she did before the upward movement began, and local retailers say she will continue to be so treated, as it is found practically impossible to raise the price to the consumer. Competition of ill-advised grocers, who continue to offer 20 or 21 pounds for the dollar, prevents the legitimate dealer from raising the price. True, these price-cutters are few in number and are all non-members of the association, but any advance by the retailer in keeping with the advanced price he pays would undoubtedly mean loss of trade to him. As one grocer remarked this morning; "Just leave these slaughterers alone long enough and they will cut their own throats for no man can afford to sell at a loss." Meanwhile the consumer is not troubling herself about the price of sugar.

At a meeting of the creditors of Lind, Kerrigan & Co., the Canada Trust Company was confirmed as assignee. J. Harley Brown, Redpath's representative; C. A. Ross, manager of the Dominion Bank, and George C. Gibbons, K.C., were appointed inspectors. The assets were estimated at \$51,000, \$30,000 of which is represented in stock, and the liabilities at over \$70,000. The stock will be offered at auction on Thursday, April 2. At the meeting much sympathy was expressed for the members of the defunct firm, the creditors present expressing the deepest regret at the turn affairs had taken. It is recognized on all sides that the insolvency was not due to any lack of ability or energy, but to insufficient capital and the monetary stringency.

The regular monthly meeting of the Retail Grocers' Association will likely be postponed for a week, pending the procuring of a new place of meeting. It is not at all unlikely that the use of the Board of Trade rooms will be secured.

**MONTREAL.**

A St. Catherine St. grocer upon whom a call was made, in speaking of the Co-operative Bill which was passed recently in the Commons, decried the hasty manner in which it received both readings, saying it was a shame to note the manner in which it was dealt with in view of the great importance it has for the retail grocer. A man to-day starting a grocery business is required to furnish a certain capital and is responsible for the full value of the stock, whereas a co-operative concern in starting is merely required to furnish the nearest post office with a list of the shareholders, and a shareholder is not responsible for any more than the amount of his share. This is not fair to the retail grocer, and it is sincerely hoped that the Senate will either throw out the bill or amend it.

Some wholesalers report having recently received good orders for spring shipment by first boat to Gaspe and

other points in that district as well as by rail to the West.

Burglars entered the store of J. O. Desrochers, 472 St. Denis St. on Sunday night, March 15, forcing a back door to get in. They stole groceries, liquors and cigars to the extent of \$100.

Walter Paul has returned after spending a week in New York on business.

**GUELPH.**

The annual meeting of the Guelph Clerks and Salesmen's Association was held on Tuesday evening and the following officers were elected for 1908: President, W. G. Hood; vice-president, F. Best; secretary, R. Robinson; executive committee, C. M. Passmore, E. G. Hicks, J. McKenzie, J. Dingman and B. McDonald. As four of these are grocery clerks the business is well represented and now comes the contest. The merchants' association have decided that the regular Thursday half-holiday will not be granted this year, but the clerks' association think they should have it. The public are about evenly divided. There should not be any hard feelings between these two associations and such a small question can be easily decided by having a joint meeting and thrashing it out in a friendly debate. Those gentle persuasive manners that the clerks have will likely be able to fix that half-holiday all O.K. without any hard feelings. It would be a good idea for these associations to have a joint meeting occasionally, anyhow, and would create a much better feeling.

The Kandy Kitchen had a splendid confectionery window display for St. Patrick's Day. It had the Shamrock in the centre and in the two back corners were two large Harps of Erin all tastefully set-off with green ribbons and the rest of the window consisted of green bon bon boxes with clay pipes tied on the top. It made a nice display and was greatly admired.

Chittick & Hastings have dissolved partnership and Mr. Hastings has accepted a position with Little & Costigan.

E. Torell, formerly with Peter Anderson, has accepted a position with A. G. Groom.

G. F. Campbell, traveler for Blue Ribbon Tea, was in town this week and reported business in his line good here.

There were only a fair crowd of farmers in town Saturday and business was not so good. The past few fine days have changed the prices a little, eggs

dropping as low as 20c a dozen and potatoes to 75c a bag, while real choice apples are scarce. The garden seeds have started to sell and from now on business ought to be good.

The sap has started to run and a few farmers in this neighborhood are busy making maple syrup.

Prof. Harcourt, of the O.A.C. has left on an extended trip to England and Germany to prosecute inquiries relating to the methods adopted there in preventing, discovering, and generally dealing with the adulteration of food products. He will pay particular attention to what is known as the chemistry of foods.

**VANCOUVER.**

Butter from Oregon is on the market this week, having been brought in by a couple of local firms. It is not of particularly good quality and is going at 30c. It was a special shipment, and is now all in the hands of retailers. However, it is not any better than the eastern creamery, though at the present time a change in name will often bring a good sale. New California butter is expected on the market here next week.

In the Puget Sound country south of Vancouver, there is what might be called a butter war. To meet a cut in Portland, Seattle, jobbers dropped Washington creamery to 32c, after considerable consideration. Seattle was expecting the new California article in a week ago, and as there is good demand there, Vancouver and other British Columbia coast cities will have to wait a little longer.

As the result of the rise in California quotations, there is an increase of 40c a case in oranges, which are now going at about \$2.65. Oranges are riper now than they have been this winter, and it is only lately that really good fruit has been available. With the ripeness comes more shrinkage, which dealers have to allow for.

The apples here just now are nearly all American, another large shipment arriving during the week. These are held at from \$2.25 to \$2.50 per box, with Ben Davis at \$2. The special Okanagan fruit, which is always in demand, is not to be had in any quantity.

California vegetables, such as cucumbers, etc., are here, but at prices prohibitive except as luxuries.

Things are looking fine for British Columbia fruit. Martin Burrill, who went with R. M. Palmer, head of the provincial bureau of information, to England, with the exhibit from this province, is back again. Mr. Burrill delivered a course of lectures in the Old Coun-

try, and is greatly pleased with the interest that was shown and the attention which is being given to British Columbia as a fruit-growing country.

On top of this comes the news of the high prices being paid for British Columbia apples in the Old Country, the following being figures at Glasgow: New Pippins, \$3.50 to \$4.75; Kings, \$4.30; Nonsuch, \$3.10 to \$4.10; Salome, \$4.10; Spitz, \$3.50 to \$4.10; Spies \$3.50.

A correspondent at Kaslo, which might be called one of the new districts, writes that trees there produced from ten to twelve boxes each, with trees planted at about 100 to the acre. The cost of production, including grower's wages and all other expenses, is approximately 50c per box. These figures give large results in the way of profits.

That no effort is to be spared by the Kootenay Fruit Growers' Association in putting the best on the market is shown by the engagement of R. C. Brock a noted expert of the Hood River Valley, Oregon, to act as secretary and to instruct the ranchers in the best methods of packing and planting.

That the best nursery stock is produced in the province is indicated by the large order for many different kinds received from Bellingham, Washington State, by M. J. Henry, of Vancouver. This, despite the fact that large nurseries are located in that State.

A movement is on foot just now to organize a co-operative society, and a committee is active with the preliminaries. It is found a little more difficult than ordinary owing to the fact that the recent hard times has put many a workingman in debt with his dealer. Although the success of similar organizations in the Old Country are pointed to as an example and as a reason for the success of a society in Vancouver, still people are deterred from joining by the threat of the store-keeper who will demand payment of back accounts, failing which there will be actions in court. The co-operative business would mean the removal of the trade of its members, who would establish their own businesses in various lines, and buying direct would sell at the profit of operation. A further meeting will be held next week, when it is expected officers will be appointed.

The cannery projects in Chilliwack and Penticton are going ahead, and the prospects are that with the fruit season these two establishments will be in operation. At Penticton a committee consisting of J. R. Mitchell, G. F. Guernsey, S. W. Hatch, S. J. Heales and J. W. Macfie has been appointed to complete organization. Every encouragement has been met with, and although money is close, it has been surprising how the people have responded to the call for funds.



# THE CANADIAN GROCER

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## THE NEXT CROP SEASON

Are we to have an early spring? Has the past winter been favorable for a good crop the coming summer? These are questions which are not only of general interest but which retailers may chat about with their farmer customers.

The authorities in the observatory at Toronto say that at present, conditions, particularly in Eastern Canada, are very springlike. While a large quantity of snow still remains in the country districts there is very little frost in the ground and conditions generally seem very favorable for the early opening of the spring activity.

In the west conditions are not quite so favorable. Considerable snow fell in Alberta and also in Northern Quebec about the 21st and this will delay the opening somewhat.

The outlook in the West, however, is much more favorable than at this time last year, the authorities say. A year ago heavy sleet and snow storms were prevalent and some of the branch railroads were blocked up for three weeks. Nothing similar to this is anticipated this year.

The question as to whether the past winter has been a favorable one for the crop outlook seems rather difficult to determine. The old idea that a heavy winter meant a good crop, while it has some foundation, is not altogether true,

the agricultural authorities say, for the prevalence of other conditions may destroy the good results of a heavy snowfall.

For ideal winter conditions, from the standpoint of the agriculturist, the snow must come early, before the heavy frosts, and must remain all winter, though the fall must not be too heavy.

Snow is a good fertilizer. When falling, through chemical action it brings down an appreciable amount of ammonia, which is held in solution in the air, and deposits this in the ground, and this chemical is effective in supplying nitrogen to the growing crop.

Crops need air, and water standing on a field of fall wheat drowns or "smothers" it out. In an open winter the same thing occurs, for the ground freezes solidly and causes this "smothering." Hence the benefit of an early snowfall, which allows an access of air to the crop. Again, alternate freezings and thawings tend to heave up the ground, which is in turn also very hard on the young plants.

While the snowfall of the past winter has been quite heavy, which condition would seem to be favorable to an optimistic outlook, the snow came late, and pre-existing conditions may not have been too favorable.

While no bulletins have yet been issued, the authorities tell us that the prospects for fall wheat in Ontario are fairly good and conditions may be better than can be foreseen at the present time.

## SUGAR PRICES CLIMBING.

Interest in the grocery markets just now is centered in sugar, which has assumed a decidedly critical position. With the heavy advances of the past four weeks prices are on a basis which have not been approached since the memorable boom of 1905.

Strong as it is at present, the sugar market is not yet near the level it may be expected to reach before next summer. Indeed, those who gather market opinion, say that the present situation is assuming characteristics similar to those in 1905. In that year a loss of 10,000 tons in the European crops was the basis for ruling prices, when European beets were held at 16½ cents, and American raws at 5.31 cents.

This season we face reports of a materially decreased output of the cane crops in Cuba, Porto Rico, Trinidad, St. Kitts, Antigua, Demerara and the West Indies. Java and Mauritius also report decreased estimates. This means that there will be an enormous demand on this continent for foreign beets, and

it is said that Canadian refiners will also have to look there for supplies.

Another point, which may be counted on to give stability to this situation is the fact that a season of large business in sugar is just ahead. The heavy demand during the summer seems likely to sustain prices, not only as based at present, but which will in all probability climb many points higher before May.

## FLUCTUATIONS IN COCOA.

The market for that interesting fruit, the cocoa bean, whose products are so delicious and are so widely used and sold by confectioners and grocers, has borne about as much manipulation as ever falls to the lot of foodstuffs, during the last few months.

It will be remembered that during 1907 by reason of reduced production the price of cocoa beans increased fully fifty per cent. till all lines of chocolates were affected. At the end of the year, through the effect of the financial stringency and reports of increased production in Trinidad, the market was again forced down sharply. At this time speculators, seeing some opportunities in the situation, sold the market short, and another advance, amounting to six cents a pound, was made.

Following this came a natural decline and in the past two months the price of Trinidad beans dropped from 24 to 15 cents.

Last week, however, the speculators got busy again, and manufacturers who were preparing to lower the prices on their products were checked by a sudden jump this week to 21 cents. How long that price will prevail is not to be prophesied. Some dealers say this basis is justified by crop conditions and others attribute it to speculation. What the next move will be is a question that no one seems to want to answer.

## CHEAP EGGS FOR EASTER.

The egg market has been suffering a steady slump during the past few weeks. The heavy importations of American new laid eggs caused a break in the high prices ruling some time ago. Since then there has been a gradual decline until lately the market has taken tumbles of several cents. This has been due in a great measure to the unusually heavy receipts lately of Canadian eggs. Shipments of American eggs are now practically nil. Advices from different sections of the country state that the hens are laying even more freely and the trade are looking forward to very liberal supplies. In view of the present and anticipated heavy offerings, it is a pretty safe forecast that Easter eggs will be within the reach of every-

## THE SITUATION IN THE WEST

The Western Viewpoint by our Special Winnipeg Correspondent.

one. The consumptive demand cannot cope with the present rate of offerings. An easier market and lower prices are assured.

Anent the egg situation, recent despatches from American points declare that banks will not loan more than ten cents a dozen on egg certificates. As high as fifteen cents has been obtained before. This action on the part of the banks will check speculative buying and tend to depress prices. Dealers here state that its effect on the Canadian market will be somewhat similar and that the price of eggs will be much lower throughout the present year.

## INCENTIVES OF GOOD SALESMANSHIP.

Not long since the members and employes of a Minneapolis mercantile company enjoyed an unique banquet to celebrate the closing of a successful year and as the outcome of an interesting contest.

The firm offered its salesmen an extra commission on all sales for a given period preceding Christmas, and to make the matter more exciting, the salesmen were divided into two teams with captains over each and it was agreed the team ending the stipulated period with a smaller total of sales than the other should pay for the banquet out of its extra commissions. At the finish, the total of sales showed a difference of only a few dollars, which proves the contest was a close and exciting one.

A similar contest between the various sections of Canadian grocery stores could be arranged to advantage, the net result being a big boost to sales and the creation of a better feeling amongst the sales staff.

## DELAYED IN SENATE.

Mr. Monk's Co-operative Bill whose provisions were fully described in this paper several weeks ago, and which was apparently railroaded through the House a couple of weeks ago when representations had been made to those interested that it would be given further consideration, was discussed at some length in the Senate on Tuesday of this week.

Senator McMullen, championed the cause of the retail merchants in Canada, said that their interests as a class should be considered and cited instances where co-operative organizations had not been successful.

Several other members spoke on other aspects of the question.

After considerable debate the bill passed the second reading and was referred to the banking committee. Considerable hope is entertained that the Senate may refuse to allow the bill to pass the third reading.

The end of another week brings the most springlike weather, a general forward movement of immigration, the letting of large railway construction contracts, the advertising for men for construction camps and a very sharp increase in the inquiries for real estate. In another week or so it will be possible to say something of the outlook for seeding, if the present weather continues.

One of the events of the week was the signing of the contract for the building of the first 100 miles of G.T.P. east from Prince Rupert. This is practically all rock work and represents an outlay of somewhere between five and ten million dollars, more probably the larger amount.

## Big Business in Railway Supplies.

The purchasing of supplies for the enormous gangs of men that will be employed has already begun. Work on another contract on the G.T.P. is also being pushed, this is the 100 miles west from Edmonton. East from Winnipeg on the transcontinental line, nearly 7,000 men are employed and daily fresh men are being sent out to the various camps of J. D. McArthur, who has the contract for this work. The supplies for this army represent very decent trade in themselves. The beef for these camps is nearly all brought in and slaughtered at Winnipeg, and during the month of February alone the beef bills ran close to \$50,000 to say nothing of the smoked and dried meats that are consumed.

## Land Deals and Immigration.

In real estate the event of the week has been the purchase by the William Pearson Co. of 90,000 acres of land in the Last Mountain district of Saskatchewan, from the Canadian Northern Railway. The actual price paid for this land could not be ascertained, but it was evidently a long one, judging by the figures the Pearson Company are asking and obtaining for individual farms. Another land transaction is the reserving of 50,000 acres in the Tramping Lake district near Battleford, Saskatchewan for the Lutheran Colonization Co., of Hastings, Nebraska. For this colony a large number of people will be brought in by special trains this spring and afterwards the company will continue to bring in parties, their object being to secure cheap homes for Lutherans on the fertile lands of the Canadian West.

## Spasmodic Wheat Market.

The wheat market has been a dull and unsatisfactory one nearly all the week, with spasmodic advances and retreats, and but a limited demand for cash grain one day and a rush the next.

Holdings of large quantities of low grade wheat at Fort William are becoming anxious as to its movement, fearing that it will not reach the seaboard in time. There has been a recent complaint that not sufficient cars are obtainable at the lake front. It is just possible that some of this congestion is

due to men who held wheat intending to resell it in store at Fort William and not having done so are now obliged to ship and have thus caused a sudden rush for cars.

## Distributing Seed Grain.

The distribution of seed grain is progressing rapidly and there is no doubt that this season more choice seed will be sown than ever before in the Canadian West. All seed will be delivered by the middle of April at the latest.

One of the features of this seed distribution that should not be overlooked is the splendid generosity of the railways. The reduction in freight for the carrying of seed is over 7 cents per bushel and when it is remembered that probably 4,000,000 bushels of wheat and oats will be moved back and forwards it is possible to realize what this reduction means. The price of wheat for seed, of even the highest grade, is \$1.18 a bushel, when many looked for it to be \$1.50. The wheat and oats were well bought and the buying reflects infinite credit on C. C. Castle, the commissioner who was entrusted with the task.

## The Future of the Grain Exchange.

The splendid building in course of erection for the Winnipeg Grain and Produce Exchange will be offered for sale by Sheriff, the members refusing under their emasculated charter to invest another dollar in a fund to complete it. An unchartered company may be formed to buy building in.

Matters in reference to the Winnipeg Grain and Produce Exchange have taken a very definite shape during the week. Ever since the bill amending the charter was assented to the members of the exchange have been devising ways and means of making a disposition of their property so as to reduce their loss as much as possible. The council of the exchange has held many meetings and there have been many informal gatherings of members for discussion and one or two regular meetings, the nature of which was not given out to the press, but which were admittedly to find a solution of the difficulty, if possible.

Finally it was announced that a special general meeting was called for Friday, March 20, at which the council would report their findings and the whole matter would be dealt with.

The meeting was duly convened and the attendance was the largest in the history of the exchange, fully 200 memberships being represented; a number of members having come in from distant points of the west to attend.

The secretary read the report of the council, which reviewed the present critical financial situation of the exchange regarding the ownership of the \$500,000 building in course of erection, which was allegedly the result of the amendment to the exchange's charter, and suggested three courses of action.

After some consideration and a couple of other resolutions, the matter was settled by the passing of the following motion:

"That in view of the financial situation of the exchange, as set forth in the

notice convening this meeting, the council is hereby authorized and instructed to inform the contractors and the creditor banks that the said exchange, in consequence of the recent legislation passed at the last session of the legislature, is unable to make financial arrangements to meet its obligations to them."

Thus the whole property of the exchange, with the uncompleted building, is thrown on the hands of the contractors and there is only one course open and that is for the contractors to have it sold by the sheriff.

**May Form a "Holding Company."**

Though no members of the Winnipeg Grain and Produce Exchange are willing to risk another dollar on property to be held in the name of that body, there is a strong feeling on the part of nearly all the members in the city that they would like to buy the building in when it is sold and many schemes have been talked over.

After the formal meeting on Friday afternoon it was thought well, considering the number of country members in the city, to call an informal meeting of exchange members and lay the schemes before them. This was done and a chairman and secretary, pro tem, selected. Though this meeting was composed of members of the grain exchange it was a private meeting and had nothing whatever to do with the exchange as a body. The discussion of ways and means was long and animated, but the plan of forming "a holding company" to buy in the building was generally favored. It seemed to be considered that this would be feasible as from the location and plan of the building it is not sufficiently desirable as an office building to make outsiders keen to buy it and it would be necessary for whoever did buy to bid up to some \$500,000 and of this some \$300,000 would have to be cash to release the equity of the exchange in the building. If, however, a purchaser is found willing to go to a figure that will cover the indebtedness to banks and contractors and release the equity of the members to him, the property will go.

If however the property is bought in by "a holding company" they will complete the building with a view, of course, of its being used by the grain traders of Winnipeg. The exchange, of course, will practically cease to exist with the passing of the property into other hands, but unless there is a general move to Fort William, which may not come for some months, and possibly not for a year, there must be grain trading in Winnipeg. The initiated seem to feel confident that a voluntary partnership of the old members of the exchange will be formed to carry on business and secure markets. There will be no charter, as it will be a purely voluntary company, but it is rumored the price of memberships to any but old members of the present grain exchange will be sufficiently high to keep any undesirables out of the company. Having no charter, such a company will be subject only to the common law of the land and cannot be legislated against for the amusement or the benefit of any class whatever. Any such voluntary partnership would, without doubt, be operated, so far as rules and by-laws are concerned, along the same lines as the present exchange, the rules and by-

laws of which have been pronounced again and again entirely in accordance with common law. Unless this can be done the whole grain trade will be in a hopeless muddle, and even if eventually this scheme is worked out, there must be months of chaos and uncertainty and always heavy financial loss not only to members of the exchange, but also eventually to the producers, when they begin to feel the influence of this extremely chaotic manner of trading.

**Situation Affects Financial Corporations.**

The passing of this confiscatory legislation is already being felt in many directions and in none more than in financial corporations. Head offices in England and in the east are instituting the most searching inquiry into the effect of this legislation on vested interests and in not a few cases insurance



JOS. ETHIER.

Of Laporte, Martin & Co., Montreal, On Advisory Committee, Exhibition of Groceries.

and other companies holding provincial charters are quietly but rapidly taking steps to secure Dominion charters or put their companies on some different basis.

The attitude of large loan companies and banks is that if this legislation is possible in the case of one provincial charter it is possible in all, and that therefore loans to any company or corporation having a provincial charter are more or less unsafe and to be avoided for the future.

**MAY IMPORT TEA DUST FREE.**

**Bill Favoring Manufacturers Likely to Pass Congress.**

The following item from a recent issue of the New York Herald will be interesting to Canadian readers: "The bill that has been periodically intro-

duced by Senator Stone, of Missouri, and by his predecessor, Senator Cockrell, to permit the free importation of tea dust and tea sweepings will be favorably reported by the Ways and Means Committee of the House. Caffeine and its associate drug, theine, so largely used in the compounding of headache remedies and similar medicaments, are manufactured from the dust and sweepings of tea, whose importation is forbidden by the act of 1897."

**REDUCED RAILWAY FARES.**

**Latest Move in Connection With Montreal Exhibition of Groceries.**

Through the energetic efforts put forth by the management arrangements for the holding of the Montreal Exhibition of Groceries are rapidly being completed.

Reduced railway fares is the latest idea. It has been arranged that railway companies shall sell lowest one-way first-class tickets for the round trip. From stations where one-way first-class fare to Montreal does not exceed \$2.50 tickets will be sold good going Thursday and Friday, April 23 and 24, and returning until Wednesday, April 29. From Kingston, Sharbot Lake, Renfrew and east in the Provinces of Ontario and Quebec, tickets will be sold good going Wednesday, April 22, and valid for return until Wednesday, April 29.

As the fair starts April 17 and runs until April 29, it will be seen at its best during the time of the reduced railway fares. Grocers who can possibly manage to attend the exhibition should do so, as the educative value of the visit well merits the slight expenditure entailed.

There are doubtless many grocers who have occasion to visit Montreal periodically. Any who do should seize this opportunity of killing two birds with one stone.

Space is rapidly being sold. One of the latest booths sold will contain a display of Balmoral pure food products.

**A HALF CENTURY'S RECORD**

When a manufacturing business has been successful continuously for over half a century, without a halt, it has certainly achieved a very enviable record and naturally this fact is given a dependence by consumers, in the goods made by such a concern.

The Boeckh Brush Factories in Toronto were established in 1856 and it has been their continuous success that has made the present large demand for the always reliable "Boeckh Brushes." Almost from the very start, the name Boeckh has been recognized as an assurance of excellence of quality and value—the natural result being that to-day nearly 80 per cent. of all the brushes made in Canada bear this name.

Their manufactures comprise a varied line of spring goods and those who have not already got in line for the "Spring Cleaning and Painting Up Sale" should do so at once as the demand for brushes particularly is heavier at this season than at any other time.

# Markets and Market Notes

Sugar Situation Exceedingly Strong With Active Business—Changes in Several Staple Lines—News From the World's Markets.

## QUEBEC MARKETS

Montreal, March 25th.

### POINTERS—

Sugar—Up 20c and very firm.  
Eggs—Easier, receipts heavy.  
Butter—Easier.  
Maple Syrup—New crop expected.  
Tapioca—Firmer in Singapore.  
Beans—Down 5c.  
Coffee—Maracaibos scarce and higher.

The high price of sugar at present is responsible for considerable comment among the dealers, and the prospect of its being higher before May is not favorably received. The heavy receipts of fresh laid eggs are responsible for quite a decline in prices this week. The demand is strong also, but in some cases the receipts exceed the requirements of the market considerably. Tapioca is reported as being firmer in Singapore, but no advance in price is noticeable locally. Beans are easier, being quoted at \$1.75 to \$1.85 this week. Butter is easier also. Fresh made is being received and is quoted at 31c to 32c. Fresh dairy rolls are in good demand, and are scarce. Prices, however, are lower in sympathy with creamery. Japan and Gunpowder teas are reported in good demand this week. Conditions in the country are better, and payments are being received more freely so that an improved condition of affairs rules.

SUGAR—The sugar market is very firm at the advanced prices, with an upward tendency. On Thursday of last week the price was raised 10c, and on Friday another advance of 10c took place. While any further rise is not looked for at present, it is the general opinion that before May 1 the price will be \$5 a barrel for granulated. The demand at present is heavy.

Granulated, bbls	\$4 80
" 1-bbls	4 95
" bags	4 75
Papua lump, boxes, 100 lbs	5 65
" 50 lbs	5 75
" 25 lbs	5 95
Extra ground, bbls	5 25
" 50-lb. boxes	5 40
" 25-lb. boxes	5 60
Powdered, bbls	5 00
" 50-lb. boxes	5 20
Phoenix	4 55
Bright coffee	4 50
No. 3 yellow	4 40
No. 2	4 30
No. 1	4 40
No. 1 " bbls	4 40
No. 1 " bags	4 35

SYRUP AND MOLASSES.—The syrup market is unchanged this week. Molasses is in good demand, but stocks held locally are light. Prices are the same as at last report.

Barbadoes, in puncheons	0 31 0 33
" in barrels	0 33 0 35
" in half-barrels	0 34 0 36
" fancy	0 34
" extra fancy	0 36

New Orleans	0 22 0 35
Antigua	0 30
Porto Rico	0 40
Corn syrup, bbls	0 03
" 1-bbls	0 13
" 1-bbls	0 03
" 38 1/2 lb pails	1 75
" 25 lb pails	1 25
Cases, 2 lb tins, 2 doz per case	2 40
" 5-lb. 1 doz	2 75
" 10-lb. 1/2 doz	2 65
" 20-lb. 1/2 doz	2 60

MAPLE PRODUCTS—The market is rather quiet this week. The weather is favorable for maple operations and new goods are expected to be on the market by next week. Prices are the same as last report.

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

TEA—The tea market continues steady, there being this week a fair amount of business passing. Japans and Gunpowders are selling particularly well, and all other lines are in fair demand. Prices are the same as last week.

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

COFFEES—The coffee market remains steady this week, and a good amount of business is being done. Maracaibos are very scarce owing to the shortage of the crop and are quoted at 11 1/2c, an advance of 1/2c. All other lines are in good demand at the old prices.

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

DRIED FRUITS—The dried fruit situation is unchanged this week. Malaga and California raisins are easy, currants are also easier in feeling. Loose muscatel 3 crown rasins are lower, being quoted at 9c to 10c. Dates, figs and prunes are unchanged.

Currents—	
Filiatras, uncleaned, barrels	0 06 0 06 1/2
Fine Filiatras, per lb., in cases	0 06 0 06 1/2
" " cleaned	0 08 0 07
" " in 1-lb. cartons	0 07 0 07 1/2
Finest Vostizas	0 07 0 08
Amalias	0 07 0 07 1/2
" 1 lb. packages	0 07 1/2

Sultana Raisins—	
Sultana raisins, per lb.	0 10 0 11
" 1-lb cartons	0 14
Elem Table Figs—	
Six crown, extra fancy, 40-lb. boxes	0 09 1/2 0 11
Four crown, fancy, 10-lb. boxes	0 08
Three crown	0 07 1/2 0 08
Glove boxes, fine quality, per box	0 07 1/2 0 08
Fancy washed figs, in baskets, per basket	0 15 0 18
" pulled figs, in boxes, per lb.	0 15 0 20
" stuffed figs, " " box	0 25 0 30

Valencia Raisins—	
Fine off-stalk, per lb.	0 05
Selected, per lb.	0 06
Layers, " "	0 06 1/2 0 07
Dates—	
Hallowees, per lb	0 05 1/2
Sairs, per lb.	0 04 0 04 1/2
Packages " "	0 05 1/2 0 06 1/2
California Evaporated Fruits—	
Apricots, per lb.	0 32
Peaches, " "	0 18
Pears, " "	0 18
Malaga Raisins—	
London layers	2 25
" Connoisseur Clusters	2 40
" " " " " " " " " "	1 00
" Royal Buckingham Clusters, 1/2-boxes	1 37 1/2
" " " " " " " " " "	4 00
" Excelsior Window Clusters " "	5 50
" " " " " " " " " "	1 50
California Raisins—	
Fancy seeded, 1-lb. pgs	0 10 0 11
Choice seed-d, 1-lb. pgs	0 10 0 11
Loose muscatels 3 crown	0 09 0 10
" " " " " " " " " "	0 10 0 11 1/2
Prunes—	
Oregon prunes 25-lb. boxes, 30-40s	0 10 0 11
" " " " " " " " " "	0 09 0 10
" " " " " " " " " "	0 31 0 09 1/2
" " " " " " " " " "	0 07 0 09
" " " " " " " " " "	0 08 0 08 1/2
" " " " " " " " " "	0 07 1/2 0 08

RICE AND TAPIOCA—Rice continues in fair demand at unchanged prices. Tapioca is a little easier this week, in wholesalers' hands, local dealers quoting 6c to 6 1/2c per lb. In the primary markets there is noticeable a much firmer tone, in fact, prices have recovered fully from their recent low level. It looks as though "shorts" were covering themselves.

B rice, in 10 bag lots	3 30
B rice, less than 10 bags	3 33
C C rice, in 10 bag lots	3 00
C C rice in less than 10 bag lots	3 10
Tapioca, medium pearl	0 06 0 06 1/2

SPICES—The spice market remains firm and unchanged this week, and a fair amount of business is being done.

Peppers, black	Per lb.
" white	0 16 0 20
Ginger, whole	0 22 0 27
" Cochin	0 16 0 20
" Cloves, whole	0 17 0 20
" Cloves, ground	0 17 0 20
" Cream of tartar	0 25 0 32
" Allspice	0 12 0 18
" Nutmegs	0 25 0 60

BEANS—The market for beans is a little easier this week, quotations being from \$1.75 to \$1.85 per bag. There is not much demand at present.

Choice prime beans	1 75 1 85
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EVAPORATED APPLES—The market is easy and there is a fair amount of business being done. Quotations are 8c to 8 1/2c per lb.

Evaporated apples	0 08 0 08 1/2
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RAW FURS—The market remains the same. The March sales began Monday and the market is expected to remain unchanged until these are over.

Mink	5 00 6 00
Marten, pale	4 00 6 00
" dark	8 00 20 00
Fox, red	2 50 3 50
Lynx	5 00 9 00
Otter	15 00 25 00
Fisher	5 00 7 00
Weasel	0 25 0 35
Muskrat	0 15 0 28
Canadian coon	0 75 1 25
Skunk	0 40 1 00
Bear, large	8 00 10 00
" small	3 00 5 00



THE CANADIAN GROCER

continued till the first week in March, when an advance of ten points was made. The next advance also of 10 points came in the second week in April, bringing the price to \$4.50, where it remained till December.

**SYRUP AND MOLASSES**—Business in these lines has been rather disappointing this year, and at present is dull. Maple products will be on the market in another week and a strong demand is expected.

<b>Syrups—</b>	
Dark	0 30 0 35
Medium	0 26
Bright	
Per case.	
2 lb. Tins, 2 doz. in case	2 40
5 " " " " " "	2 75
10 " " " " " "	2 65
20 " " " " " "	2 80
Barrels	0 03 1/2
Half Barrels	0 03 1/2
Quarter	1 75
Falls, 25 lb. each	1 25
<b>Maple syrup—</b>	
Gallons, 5 to case	4 50
" " " " " "	4 80
Quarts, 24 " "	4 30
Pints, 24 " "	2 50
<b>Molasses—</b>	
New Orleans, medium	0 30 0 35
" " " " " "	0 28 0 20
Barbadoes, extra fancy	0 37 0 45
Porto Rico	0 45 0 60
West Indian	0 30 0 35

**DRIED FRUITS**—A fair amount of business is passing with good demand for prunes. Raisins have an easier feeling, other lines are steady. Prices are as follows:

<b>Prunes, Santa Clara—</b>			
	Per lb.		Per lo.
100-120s	0 06	30-40, 25's, 50-lb. boxes.	0 19 1/2
90-100s, 50-lb boxes	0 36 0 07	70-80s	0 07
80-90s	0 72 0 08	60-70s, 50-lb boxes	0 08 1/2

Note—25 lb. boxes  $\frac{1}{2}$  c. higher than 50 lb.

<b>Candied and Drained Peels—</b>	
Lemon	0 11 0 11 1/2 Citron
Orange	0 11 0 12
Peaches	0 18 0 20
<b>Figs—</b>	
Elmets, per lb.	0 08 0 15
Tapnets	0 03 1/2 0 04
Bag Figs	0 04 1/2 0 05
<b>Currants—</b>	
Fine Filiatras	0 06 1/2 0 07
Patras	0 08 0 08 1/2
Uncleaned, $\frac{1}{2}$ to less.	
<b>Raisins—</b>	
Sultans	0 09 1/2 0 13
" Fancy	0 11 0 12 1/2
" Extra fancy	0 14 0 15
Valencias, new	0 06 1/2 0 07
Seeded, 1-lb packets, fancy	0 11 1/2
" 16 oz. packets, choice	0 11
" 12 oz. "	0 09
<b>Dates—</b>	
Hallowees	0 05 1/2 0 05 1/2
Fards choicest	0 08 0 09
Sairs	0 04 1/2 " choice

**RICE AND TAPIOCA**—Only a staple business is being done at steady prices. The situation presents no new feature.

**SPICES**—With the exception of pepper, which is noted firm, the situation is quite featureless.

<b>Peppers, blk</b>		Per lb.
white	0 18 0 20	
white	0 25 0 30	
Ginger	0 18 0 25	
Cinnamon	0 25	
Nutmeg	0 30 0 75	
Cloves, whole	0 30 0 35	
Cream of tartar	0 22 0 27	
Allspice	0 19	
" whole	0 17 0 20	
Mace	0 85	
Mixed pickling spices, whole	15 0 20	
Cassia, whole	0 30 0 25	
" ground	0 25 0 35	

**BEANS**—The market is slightly easier this week, with prices as follows:

Beans, hand picked, per bush	1 80 1 95
" prime No. 1	1 75 1 80
" Lima, per lb	0 07 1/2

**EVAPORATED APPLES**—Prices are on the same basis as last report. Reports

of unsatisfactory stock continue to be very much in evidence.

**HIDES AND WOOL**—The market continues in its quiet and unsatisfactory condition.

Hides, inspected, cows and steers, No. 1	0 05 1/2
" " " " " " No. 2	0 04 1/2
Country hides, flat, per lb.	0 03 1/2 0 04
Calf skins	0 15 0 19
Kips	0 06 0 07
Lamb skins	0 30 0 90
Horse hides, No. 1	2 50
Rendered tallow, per lb.	0 04 1/2 0 05 1/2
Horse hair, per lb.	0 24 0 25

TRADE NOTES.

The Maple Syrup Produce Co., of Bolton Forest, Que., has been registered.

Grocers who handle pork and pork products would do well to send their name to Joseph O'Mara, Palmerston, for his Easter price list.

Attention is called to the special advertisement in this issue of E. W. Gillett Co., Limited, warning buyers against the purchase of a so-called Gillett's lye, which is said to be put on the market by an unscrupulous United States firm. It would be well to watch for and avoid this imitation article.

J. J. Pickup, who was formerly with Shaw T. Nishimura, Montreal, and also with J. L. Watt & Scott, Toronto, has opened a general brokerage business in Toronto and has secured the agency for a leading London tea house and also for two large green fruit dealers in New York. His temporary office is at 83 Shuter St.

# Gillett's Lye WARNING!

Within the last few days we have learned that a concern in the Lye business in Chicago have offered, what they call "Gillett's Lye" to the wholesale trade in Canada.

The concern selling and those who might buy would be liable under the Canadian Trade-mark Act and Canadian laws, and besides under the Anti-dumping Clause the article would not be admitted at an under valuation. We warn the trade against buying these goods as we intend to protect our proprietary rights to the full extent of the law.

**E. W. Gillett Co. Ltd.**

Winnipeg

Toronto, Ont.

Montreal

THE CANADIAN GROCER

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 9 a.m. Thursday, Mar. 26, 1908.)

Business continues active and the trade are looking forward confidently to a prosperous spring and summer. Money is easier throughout the west than it has been for some time and the effect is seen in more active buying than has been seen for some time.

CANNED GOODS—

FRUITS.		Group No. 1	Group No. 2 & 3
Blueberries 2's	.....	2 27 1/2	2 25
Cherries New—			
2's red pitted, per doz. case	.....	2 41 1/2	2 39
Currants New—			
2's red, heavy syrup, per doz	.....	2 9	2 04
2's black	.....	2 19	2 14
Gooseberries New—			
2's heavy syrup	.....	2 31 1/2	2 29
Lawtonberries New—			
2's heavy syrup	.....	2 41 1/2	2 33
Peaches—			
2's yellow flats	.....	2 30	2 27 1/2
3's	.....	3 12	3 09 1/2
Pears—			
2's F.B.	.....	1 81 1/2	1 79
3's	.....	2 39 1/2	2 37
2's Bartlett's	.....	1 96 1/2	1 94
3's	.....	2 59 1/2	2 57
2's Globe, light syrup	.....	1 51 1/2	1 49
Plums—			
2's Damsion, l.a.	.....	2 93	2 88
2's Lombard, l.a.	.....	3 03	2 98
2's Greengage, l.a.	.....	3 13	3 08
Raspberries—			
2's red, light syrup	.....	2 26 1/2	2 24
2's black, heavy syrup	.....	2 41 1/2	2 39
Pineapples, whole, 2 lb., per case	.....	3 65	
" sliced, 2 "	.....	4 51	
" grated 2 "	.....	3 85	
" " "	.....	4 40	
Strawberries (new), per case	.....	4 83	4 78
Raspberry J. M. (Smith) —			
12-oz. bottles per doz	.....	1 65	
1-lb.	.....	2 29	
4-oz	.....	4 75	
5-lb tins, each	.....	0 59	
7-lb.	.....	0 80	

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

MEATS.			
Clark's 1 lb., pork and beans, plain, per case	.....	2 50	
" 2 " " " " " " "	.....	1 90	
" 3 " " " " " " "	.....	2 50	
" 1 " tomato sauce, per case	.....	2 50	
" 2 " " " " " " "	.....	1 90	
" 3 " " " " " " "	.....	2 50	
" 1 " Chili " " " " " "	.....	1 90	
" 2 " " " " " " "	.....	2 50	
" 3 " " " " " " "	.....	2 50	
Soups, per doz.	.....	1 25	
Canned chicken (Man. Can. Co.) per doz	.....	3 25	
" turkey	.....	3 30	
" chicken, per doz	.....	3 30	
" turkey	.....	3 30	
" duck	.....	3 30	
Corned beef	.....	2 89	
" 2's per doz.	.....	1 60	
" 1's	.....	1 60	
Roast beef	.....	1 60	
" 1's, per doz	.....	2 80	
" 2's	.....	0 56	
Veal loaf 1/2 lb., per doz.	.....	1 25	
" 1 lb.	.....	2 50	
" 1 lb.	.....	1 25	
" 1 lb.	.....	2 50	
Chicken loaf 1/2 lb.	.....	1 85	
" 1 lb.	.....	3 50	
Luncheonette 1's	.....	3 85	
Sliced smoked beef	.....	3 10	
" 1-lb. tins, per doz.	.....	3 10	
" 1-lb. glass,	.....	3 35	

Chipped	"	1-lb. tins,	"	.....	1 45
"	"	1-lb. tins,	"	.....	2 50
"	"	1-lb. glass,	"	.....	3 06
Sliced bacon,		1-lb. tins,	"	.....	3 10
"	"	1-lb. glass,	"	.....	3 25
Lobsters (new) 1/2's, per doz	.....	2 30			2 30
" 1's,	.....	4 00			4 00
Salmon—					
Sockeyes, No. 1, per case	.....	7 65			7 65
Cohoos,	.....	7 55			7 55

SUGAR—The market is advancing rapidly, prices having been advanced 20 cents in Manitoba points and 10 cents in points farther west, as compared with last week's quotations. We quote Manitoba prices f.o.b. Winnipeg, as follows:

Montreal and B.C. granulated, in bbls.	.....	5 50
" in sacks	.....	5 45
" yellow, in bbls.	.....	5 19
" in sacks	.....	5 5
Wallaceburg, in bbls.	.....	5 40
" in sacks	.....	5 45
Berlin, granulated in bbls	.....	5 30
" sacks	.....	5 35
B.C. quinnies granulated, 5-18's to bale, per cwt	.....	5 55
" 5-20's	.....	6 65
" hard pressed lump, 25's, per cwt	.....	7 00
" half bbls., per cwt	.....	6 0
" icing	.....	6 10
" bar sugar	.....	6 10
Icing sugar in bbls.	.....	6 10
" in boxes	.....	6 31
" in small quantities	.....	6 70
Powdered sugar, in bbls.	.....	5 90
" in boxes	.....	6 15
" in small quantities	.....	6 45
Lump, hard, in bbls.	.....	6 45
" in bbls.	.....	6 45
" in 100-lb cases	.....	6 45

SYRUP AND MOLASSES—

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	.....	2 55
" 5-lb tins, per 1 "	.....	3 00
" 10-lb tins, per 1 "	.....	2 80
" 20-lb tins, per 1 "	.....	2 85
" barrel, per lb.	.....	0 03 1/2
" Sugar syrup, per lb.	.....	0 03 1/2
Beaver Brand, 2 lb tins, per 2 doz case	.....	3 60
" 10 " " 1 "	.....	3 30
" 20 " " 1 "	.....	3 20
Barbadoes molasses in 4-bbls, per gal.	.....	0 40
New Orleans molasses in 4-bbls, per lb.	.....	0 03 1/2
Porto Rico molasses in 4-bbls, per lb.	.....	0 04 1/2
Blackstrap, in bbls., per gal.	.....	0 31
" 5 gal. bbls., each	.....	0 33
" "	.....	2 25

FOREIGN DRIED FRUITS—

Australian raisins—			
Brown Lexas, per lb.	.....	0 08	
Extra br. wu	.....	0 0	
Sultana raisins, bulk, per lb	.....	0 12	
" cleaned,	.....	0 12 1/2	
" 1 lb pkgs	.....	3 60	
Table raisins, Connoisseur clusters per case	.....	3 40	
" extra dessert,	.....	4 00	
" Royal Buckingham,	.....	5 25	
" Imperial Russian	.....	3 35	
" Connoisseur clusters, 1 lb pkgs, per case (30 pkgs)	.....	0 80	
" Connoisseur clusters, boxes (5 1/2 lbs)	.....	2 60	
Trenor's Valencia raisins, f.o.s., per case, 28's	.....	1 65	
" selecta " 28's	.....	2 20	
" " " 1's	.....	1 15	
" layers " 28's	.....	2 25	
" " " 14's	.....	1 30	
California raisins, choice seeded in 1-lb. packages	.....	0 08	
" per package	.....	0 08 1/2	
" fancy seeded in 1-lb. packages	.....	0 08 1/2	
" per package	.....	0 10 1/2	
" choice seeded in 1-lb. packages	.....	0 11 1/2	
" per package	.....	0 08 1/2	
" fancy seeded, 1-lb. packages,	.....	0 08 1/2	
" per package	.....	0 08 1/2	
Raisins, 3 crown muscatels, per lb	.....	0 08 1/2	
Prunes 90-100 per lb	.....	0 07 1/2	
" 80-90 "	.....	0 07	
" 70-80 "	.....	0 07 1/2	
" 60-70 "	.....	0 08	
" 50-60 "	.....	0 08 1/2	
" 40-50 "	.....	0 09 1/2	
Silver prunes	.....	0 10 1/2	
Currants, uncleaned, loose pack, per lb.	.....	0 07	
" dry cleaned, Filiatras, per lb.	.....	0 07 1/2	
" wet cleaned, per lb.	.....	0 07 1/2	
" Filiatras in 1-lb. pkg. dry cleaned, per lb	.....	0 08 1/2	
Hallowee dates, new per lb.	.....	0 06	
Figs, cooking, in taptets, per lb.	.....	0 06 1/2	
" in sacks	.....	0 10	
" table, 1 crown "	.....	0 06	
" 3 " "	.....	0 11	
" 5 " "	.....	0 13	
" glove boxes, per box	.....	0 09 1/2	
" square boxes (12 oz) per box	.....	0 08 1/2	
" 1 lb baskets, per basket	.....	0 15	
Apricots, choice, in 25-lb. boxes, per lb.	.....	0 22 1/2	
Apricots, standard in 25-lb. boxes, per lb.	.....	0 22	
Peaches, choice, per lb.	.....	0 15	
Peaches	.....	0 15	
Pears, choice (Haynes), per lb	.....	0 13 1/2	
" standard "	.....	0 13	
Plums, choice (dark pitted) per lb	.....	0 14	
Nectarines, choice	.....	0 16	

EVAPORATED APPLES—Quoted now at 9c to 9 1/2c per lb.

MINCE MEAT—

Mince meat, 7 lb. pails, per lb.	.....	0 09 1/2
" 28 "	.....	0 08 1/2
" 12 oz pkgs., per doz.	.....	1 05

ROLLED OATS—

Rolled oats, 80 lb sacks, per 80 lbs	.....	3 00
" 40 " " 80 "	.....	3 05
" 20 " " 80 "	.....	3 11
" 8 " " 80 "	.....	3 40

CORNMEAL—Quoted at \$1 90 per sack.

POT AND PEARL BARLEY—Pot barley, \$3.60 per sack; pearl barley, \$5 per sack, and \$2.55 per half sack.

BUTTER—Supplies are more liberal than they have been heretofore this spring. For No. 1 dairy produce houses are paying 25c f.o.b. Winnipeg, and for good No. 2 they are paying 21c; for poorer grades 18c to 20c per lb.

EGGS—Arrivals are heavy and prices are declining almost from day to day. Produce houses are paying 18c to 19c per dozen f.o.b. Winnipeg.

CHEESE—

" Ontario, large	.....	0 15
" " twins	.....	0 15 1/2

GREEN FRUITS AND VEGETABLES—

Wine or Apples—		
Straight grade No. 2, per bbl	.....	5 50
Northrup No. 2, "	.....	4 50
do No. 1	.....	5 00
Oranges and Lemons—		
Washington navels 96's, per case	.....	3 50
" 11's to 126's per case	.....	3 75
" 176's to 25's	.....	4 00
California lemons, 30's, 260's, per case	.....	5 50
Bananas—		
Per bunch, by express only	.....	2 50 3 50
Grapes—		
America grapes, kegs, per keg	.....	5 50
Pears—		
Fancy Columbia,	.....	4 00
" half cases,	.....	2 40
Cranberries—		
Jersey cranberries, per bbl	.....	12 00
Vegetables—		
California celery, per doz	.....	0 90
" per case	.....	6 0
Sweet potatoes, per bbl	.....	4 00
Virginia onions, large cases, per case	.....	0 0 1/2
Native onions, per lb	.....	5 00
Tomatoes, 8-basket crates, per crate	.....	0 90
" per basket	.....	0 34
New California cabbage, 150 lb. crates, per lb.	.....	0 02 1/2
Cabbage (native),	.....	0 75
Lettuce 1/2 doz., per box	.....	0 80
Radishes per doz	.....	0 80
Green onions, per doz	.....	0 80

WILL ACT IN CONCERT.

American Can Company Acquires Interest in Sanitary Co.

The following announcement, which was circulated this week, is of considerable interest to the canning trade in general:

"The American Can Company has acquired an interest in the Sanitary Can Company, and the Sanitary Can Company has arranged to move its New York headquarters to the building of the American Can Company, No. 447 West 14th street, at an early date. The management of the Sanitary Can Company's business will remain with Messrs. William Y. Bogle, president, and George W. Cobb, general manager, and its present organization will be continued as heretofore in all departments. The several departments of the two companies will, however, be in close touch, and will act in concert when such action shall be to the advantage of the patrons of either company."

Goodhand & Miller, grocers, of Watford, Ont., have sold to A. Cameron.

SITUATIONS WANTED.

A GROCERY Traveller open for engagement; Soo Branch, Georgian Bay

## A Guarantee That Means Something

Back of every product that leaves the Heinz plant there is the *experience* of thirty-eight years and the *reputation* of the largest food establishment of its kind.

The consumer understands this. Isn't it good business to take advantage of this confidence by carrying a stock of

## HEINZ 57 VARIETIES

PURE FOOD PRODUCTS

(the kind that contain no preservatives)

You are perfectly safe in selling Heinz goods. They are well advertised, absolutely guaranteed and thoroughly reliable. Should any of them fail to please, dealers have full authority to refund the purchase price.

Anything that's "HEINZ" is Safe to Sell

H. J. HEINZ COMPANY

New York Pittsburgh Chicago London

## The Grocery Clerks Are Getting Wise

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

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

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

## EASY TO SEAL TO SEAL



A slight downward pressure

That's All.

## SCHRAM AUTOMATIC SEALER

The Perfect Fruit Jar.

## TO OPEN



Insert blade of knife under cap, raise up

That's All.

WRITE FOR PRICES

## SCHRAM AUTOMATIC SEALER CO.

OF CANADA, LIMITED

WATERLOO, - - - - - ONT. 845

In Everything we Manufacture  
OUR AIM IS QUALITY.

That is why we make

## "Young-Tom" Washing Powder

which is "for PURIFYING and  
CLEANSING UNEXCELLED."

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

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

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



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

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

MILD CURED  
NEATLY ROLLED  
NICELY SMOKED

Trial order will convince superiority.

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

**BACK  
BACON**

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

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

**A Successful Provision Business**

can only be built up by handling high-  
grade goods. The wise grocer is the  
man who caters to the high-class trade  
by selling



**HAM AND BACON**

It is pure. It is delicious in flavor,  
tender and juicy. The sight of it  
makes your customers' mouth water  
—and unties her pocketbook.

Prices on request.

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

**The WM. RYAN CO.**

70-72 Front Street East

LIMITED

**TORONTO, - ONT.**

**BUTTER  
EGGS**

We are buyers in any quantity.  
Phone or write us for prices.

Eggs

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# Dairy Produce and Provisions

Eggs Declined Sharply With Easier Feeling in Butter—Cheese Firm With Scanty Stocks—Review of the Packing Situation.

## CHEESE AND BUTTER BULLETIN

Montreal March 25.

Supplies are rapidly dwindling, and holders of cheese are letting their stock out in small lots at steadily advancing figures. True, the upward tendency of the market is not observable in any startling jumps in quotations, but figures are getting higher  $\frac{1}{4}$ c at a time. This week white is quoted at 13 $\frac{1}{2}$ c to 13 $\frac{3}{4}$ c by one house. This is an advance of  $\frac{1}{4}$ c over last week. Some firms are still selling at last week's figures, but the most conservative are firmer in their views. Colored is unchanged in price, something in the neighborhood of 13 $\frac{1}{2}$ c being asked by those with stocks to offer.

As the weeks slip on more houses are finding themselves in the position of a few who last week were reported as declaring themselves unable to give authoritative information because they were not in the market, having no stocks.

Demand is not particularly brisk, but the steady consumption, which always necessitates a certain quantity, is cleaning up the small holdings, which are not being replaced by current receipts. Few lots of cheese are coming forward weekly receipts for the past three periods of six days averaging but 50 boxes.

Last week receipts amounted to 80 boxes, against 7 boxes previous week and 42 boxes same week last year. Total receipts to date amount to 2,053,992 boxes, against 2,349,833 boxes same period one year ago.

Butter sold last week, finest, at 30c to 31c. This week the highest asked by any house is 30 $\frac{1}{2}$ c, but this is not the ruling figure. The best creamery is obtainable anywhere from 28c to 30c. Most concerns are asking 28 $\frac{1}{2}$ c to 29 $\frac{1}{2}$ c. This easier feeling is evidently the forerunner of an easiness which will make itself felt as the new season's butter comes on the market. It is no doubt a fact also that the falling off in consumption caused by high prices forced many houses to bring their quotations down to a level within easier reach of the average grocer. That the price should be weaker is hardly what one would expect at this time when holdings are so light and becoming less every week.

Dealers report a very satisfactory trade with city grocers, while sales to country retailers are also very good. Some nice orders of one to two hundred packages are reported.

During the period when butter was sold at skyrocket prices grocers did a great business in honey, syrups and other lines of food products which in a measure took the place of butter.

Sales of these are still noticeably larger than usual at this time of year, especially in the case of corn syrups, but with butter dropping down to its old level, and the prospect of fresh new creamery, no doubt many who temporarily were forced to do without butter will return to that generally regarded necessary table article. On the other hand the maple syrup season will shortly be in full swing, and many consumers do not consider it necessary to use both maple syrup and butter. It is probable, therefore, that unless butter prices continue downward demand will show no appreciable improvement within the next few weeks. Many dealers are just as glad of this, as their stocks are not large, and they anticipate having just

enough to go around. Some houses expect to see a firmer market.

First packages of new creamery will be welcomed. Supplies will hardly come forward in any quantity until the new season is well on its way toward the end of April at the very earliest. Country points are short of butter of every kind, and will consume all that is made in their districts for the first few weeks. After that the creameries will get a supply ahead, and will be in a position to ship to the city more freely.

Dairy butter is a little easier this week, being quoted 25c to 26c. Receipts last week amounted to 240 packages, against 370 packages previous week and 1,168 packages same week a year ago. Total receipts to date amount to 416,093 packages, against 611,303 packages same date a year ago.

## THE PROVISION SITUATION

Toronto, March 26th.

Though Canadian packers are offering somewhat higher prices this week and conditions in the local markets seem to be slightly more encouraging, matters abroad are on the same unsatisfactory basis.

While the American shipments were lighter last week, those busy shippers, the Danes, again made record "killings," their deliveries on the British market aggregating 43,000. Considering this, it is small matter for wonder that the British market is dull and it seems quite evident that there will not be a great deal of demand for Canadian bacon until these immense Danish shipments are curtailed.

In the meantime, Canadian packers are moving along, in some instances running their plants at a loss. The past week they have been running at about three-quarter time, and with light demand, as above and light deliveries, the question of keeping their labor employed is a pressing one.

Canadian farmers have been objecting very strongly to the prices offered for hogs for some months back and in many cases are threatening to go, and have gone out of the business. As a matter of fact, the prices offered by Canadian packers have been considerably above those offered elsewhere, and at times seemed to be above what market conditions would justify.

As a result of this American shippers have been able, even under the handicap of a 2 and 3-cent duty, to unload a large amount of pork products on the Canadian market, particularly in the

West. This business occurs to more or less extent every year, but has been much larger this year than usual.

How the Canadian situation is regarded in Great Britain is shown in the following letter which came from a selling agent of considerable authority in England to one of the large Canadian packers last week:

"No improvement to report nor is there likely to be any till the Danish killings let up. Canadian packers are playing the fool game to perfection. Where is the sense of keeping up the price of hogs to such a high level, that it allows American packers the run of your Canadian markets for their product. Such a policy is for lunatics and not one for sane men. The losses, of course, will be heavy and they are most richly deserved. We are selling slowly at 10s. per cwt. loss all the time."

Prices quoted have been rather unsteady this week. \$5.25 f.o.b. was quoted generally on Tuesday, which is 10 points better than a week ago. There were rumors on Tuesday and Wednesday of a break to \$5.40, but this could not be confirmed at time of writing. This should stimulate delivery to some extent, but stocks in farmers' hands are said to be rather low and packers seem to foresee a possibility of very dear hogs before fall.

Conditions existing in American markets last week are summarized in the following paragraphs from the New York Journal of Commerce:

"The past week has witnessed no great activity or change in the prices of hog products. Receipts of hogs have

fallen off moderately and prices have advanced, especially at the East. Packers early week bulled the market and shorts covered. After mid-week they withdrew their support and prices fell back, notwithstanding hogs kept up and

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

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

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

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

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

prices were stronger than early in the week for raw material. It is believed that the Cudahy Company and the beef trust are on opposite sides of the market, and the fluctuations have been caused as much by their operations as by legitimate influences. Offerings of cash stuff have been moderate with no pressure to sell, and in most cases held more firmly in the West; demand has only been of a hand-to-mouth character and no advances have been obtained except in speculative articles, chiefly in lard. Demand for that has been very light at the advanced prices asked, and exporters have been out except for small lots. They have inquired a little for meats at the West, but higher prices prevented business, as 'packers' consignments on the other hand are still cheaper than to buy here."

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

**PROVISIONS**—The provision market remains firm. Pure lard is higher this week, having been advanced 1/4c on Tuesday. Compound lard is also very firm, as is also smoked meats. Hams and bacon are in good demand at unchanged prices. Other lines are unchanged.

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

**BUTTER**—The butter market is much easier this week, and all lines are lower in price. There is some fresh made creamery being received, and in consequence prices have declined. Fresh dairy rolls are in good request and scarce, but are slightly lower in price in sympathy with creamery. Held creamery is lower. An increase in receipts of fresh made creamery is expected early next month. At present it is quoted at 31c to 32c per lb.

Creamery, full make, boxes.....	0 30	0 30
Fresh Creamery.....	0 31	0 32
Dairy, tubs.....	0 23	0 24
Fresh large rolls.....	0 25	0 25 1/2

**EGGS**—The egg market is much easier this week, owing to heavy receipts of fresh laid, which in some cases are in excess of the demand, although trade is brisk. The low prices of American eggs are also responsible to a certain extent for the easier prices locally. Fresh laid are quoted at 19c to 20c per doz. and still lower quotations are expected. Pickled eggs have declined considerably also, being quoted at 15c to 16c per dozen.

New laid.....	0 19	0 20
Pickled.....	0 15	0 16

**CHEESE**—The cheese market remains steady at the old prices, while there is a fairly good demand locally. There is very little export trade at present.

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

**HONEY**—The honey market remains

the same, there being a fair amount of business doing. Buckwheat honey is in good demand at present and is scarce. Prices are unchanged.

White clover comb honey.....	0 14	0 15
Buckwheat, ext acted.....	0 08	0 09
Clover, strained, bulk.....	0 10	0 11

**POULTRY**—The poultry market is very firm. There are no fresh stocks being received. Turkeys are higher and are selling at 18c to 20c a lb. Ducks are also firmer, being quoted at 16c to 14c per lb.

Turkey, per lb.....	0 18	0 20
Chickens and fowls, lb.....	0 13	0 14
Geese.....	0 11	0 12
Old fowls.....	0 10	0 11
Ducks.....	0 13	0 14

**TORONTO.**

**PROVISIONS** — Business continues fairly steady. Prices remain materially the same. Smoked meats are not so active. Lard is very firm tubs having advanced slightly. The decline in eggs has slackened the demand for both fresh and smoked meats to a certain extent.

Long clear bacon, per lb.....	0 09	0 10
Smoked breakfast bacon, per lb.....	0 14	0 14 1/2
Roll bacon, per lb.....	0 10	0 10 1/2
Small hams, per lb.....	0 14	0 14 1/2
Medium hams, per lb.....	0 13	0 14
Large hams, per lb.....	0 13	0 13
Shoulder hams, per lb.....	0 9 1/2	0 10
Backs, plain, per lb.....	0 9 1/2	0 10
" " pea meal.....	0 16 1/2	0 16 1/2
Heavy mess pork, per bbl.....	19 50	20 00
Short cut, per bbl.....	22 50	23 00
Lard, tierces, per lb.....	0 11	0 11 1/2
" " tubs.....	0 11 1/2	0 11 1/2
" " pails.....	0 11 1/2	0 11 1/2
" " compounds, per lb.....	0 08 1/2	0 08 1/2
Plate beef, per 200-lb. bbl.....	12 50	13 00
Beef, hind quarters.....	6 00	6 00
" " front quarters.....	4 00	5 00
" " choice carcasses.....	7 50	8 00
" " common.....	4 50	5 00
Mutton.....	0 07	0 08 1/2
Lamb.....	0 08	0 09 1/2
Hogs, street lots.....	6 50	6 70
Veal.....	0 08	0 09

**BUTTER**—An easier feeling is noticeable in the butter market. Creamery prints have declined 1c. Good dairy butter still remains rather scarce. The demand keeps up well in view of the prices being asked.

Creamery prints.....	0 31	0 33
Creamery solids.....	0 31	0 31
Farmers' separator butter.....	0 28	0 31
Dairy prints, choice.....	0 27	0 28
" " ordinary.....	0 23	0 25
" " tubs choice.....	0 22	0 24
" " tubs, ordinary.....	0 20	0 22
Baker's butter.....	0 21	0 22

**EGGS**—As forecasted last week, another considerable decline in the price of new laid eggs has happened during the week. The offerings from Ontario points have been unusually heavy. No shipments from the United States are arriving. While the demand has improved greatly, it is not sufficient to equalize receipts. Prices have dropped 5c all round. The market is in a weak condition and a further drop seems assured.

Eggs, new laid.....	0 17	0 18
" " lined.....	0 15	0 16 1/2

**CHEESE**—Prices are not materially changed and remain steady at former quotations. Supplies are getting low.

Cheese, large.....	0 16	0 18 1/2
" " twins.....	0 15	0 14

**HONEY**—A better feeling is noticeable, there being a fairly good demand. Prices rule the same.

Honey, strained, 60 lb tins.....	0 12	0 13
" " 10 lb tins.....	0 12 1/2	0 13 1/2
" " 5 lb tins.....	0 13	0 13
" " in the comb, per doz.....	2 50	3 00
Buckwheat honey, per lb.....	0 08	0 10
" " in comb, per doz.....	1 25	1 50

**POULTRY**—Very little is doing in fresh fowl. Receipts are practically nil. Some storage stock is moving.

Hens.....	0 14	0 12
Chickens.....	0 13	0 17
Turkeys.....	0 23	0 23

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## "SEND CLARK'S"

If a customer phoned you to send a tin of meat, "but be sure it is good," wouldn't you send **CLARK'S**, knowing that reputation was behind it?

And wouldn't you expect the next order to be, "Send **CLARK'S**, same as last time?"

Isn't it better to build on a good foundation? Keep your good customer!

All grocers know our lines - keep these lines complete!

### WM. CLARK

Manufacturer

MONTREAL

## SIX REASONS WHY YOU SHOULD STOCK




# O'MARA'S BACON

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

TRY IT YOURSELF


## JOSEPH O'MARA

Pork Packer PALMERSTON, ONTARIO

REINDEER condensed COFFEE

Hot Water  
Only




Required  
for

A CUP OF COFFEE

A SPLENDID SELLER

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

By  
Royal Warrant  
Purveyors



To  
H. M. King  
Edward VII

There is only **one**

# BOVRIL

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

Supplies can be obtained from—

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

and from all wholesale houses throughout Canada

**WHOLESALE HOUSE FOR EDMONTON.**

**New Firm of Grocery Jobbers Will Bid for Alberta Trade.**

A new wholesale grocery house is to open in Edmonton as soon as arrangements can be completed and the stock moved to that town. G. F. & J. Galt, wholesale teas, of Calgary, Winnipeg, Vancouver and other points, have taken space in the Morris block. William McNab, a resident of Edmonton for the past three years, has been appointed manager.

The new wholesalers will not only carry a stock of teas, but will put in a complete stock of their special lines for the Edmonton trade. It is not likely that the new branch will be open much before May 1, as it will take some time to fit up the premises and get the stock in.

A lesson in directness is contained in the saying that "A man never forgets to say what he thinks when a horse steps on his foot."



**DON'T FAIL**  
To send for catalog showing our line of

**PEANUT ROASTERS,  
CORN POPPERS, &c.**

**LIBERAL TERMS.**

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

## Free Watches!

KEEP YOUR LABELS and exchange them for  
**A SOLID GOLD WATCH**

Guaranteed and fully jewelled, and warranted a perfect timekeeper.  
**SOLID SILVER AND GUN METAL WATCHES ALSO**  
are offered for a smaller number of Labels.

# FUSSELL'S

(BUTTERFLY BRAND)

## CREAM AND MILKS

5,000 MARKS WIN A SOLID GOLD WATCH.  
2,500 MARKS WIN A SOLID SILVER WATCH.  
1,000 MARKS WIN A PRETTY GUNMETAL WATCH.

Full particulars are wrapped round each tin, but BEGIN AT ONCE TO COLLECT.  
Every Label fixed on a tin of Fussell's Cream and Milks has value in this competition.

**Contrators to the British Government.**  
**Ten Gold Medals Awarded.**

Address all communications relating to this offer to **FUSSELL & Co., Ltd.,**  
(Competition Dept) **4, Monument Street, London, England.**

**Keep your labels to get a GOLD WATCH FREE**

**Insist on Fussell's**

Prices and Particulars of the Agents

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

CANADA:  
No better  
Country

MOIT'S  
No better  
Chocolate

A little reflection on your part as to the manufacture of Cocoa and Chocolate will show you that, as far as turning out high-class goods, Canada is in the forefront. This reputation is due to

## Mott's

of Halifax, N.S.,

the pioneers in the manufacture of pure cooking, eating and drinking cocoas and chocolates.

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

should be your special lines.  
Every jobber sells them.

### John P. Mott & Co.,

Halifax, N.S.

SELLING AGENTS:

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

The best value in high-grade  
blended Flour on the market  
is unquestionably

# B U D A

"The Flour of Quality."

---

Are you handling it?  
Better write me for prices.

---

## J. B. HARTY

PICTOU, N.S.

# THE FLOUR AND CEREAL MARKETS

Demand is Good in All Lines With Firm Feeling Apparent—Prices Unchanged Since Last Week—Supplies Delivered Freely.

The markets continue on about the same basis as noted in last reports. Demand in several lines has been stimulated and active business is being done in feed and rolled oats, particularly in Quebec.

Dealers, generally, report supplies of wheat and oats as coming in freely, consequent on the improved conditions of the country roads.

Prices continue on the same basis in both Ontario and Quebec as reported last week.

## MONTREAL.

**FLOUR**—The market remains firm, and there is a good local demand for all lines. Last week's prices still prevail.

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

**FEED**—The feed market is still very firm, while there is a fair demand. It is expected that the market will remain firm for sometime. Prices are the same as last week.

Ontario bran.....	23 00 24 10
Ontario shorts.....	25 00 27 00
Manitoba shorts.....	24 00 27 00
" bran.....	23 00 24 10
Mouillie, milled.....	26 00 31 90
" straight grained.....	27 00 33 30
Feed flour.....	1 50 1 61

**ROLLED OATS**—Dealers report an increased demand for rolled oats this week, at the advanced prices. The market is likely to remain firm for some time.

Fine oatmeal, bags.....	3 20
Standard oatmeal, bags.....	2 20
Granulated.....	3 20
Gold dust cornmeal, 98-lb bags.....	2 25
White cornmeal.....	1 95 1 75
Rolled oats, 90-lb. bags.....	3 12 1/2
" 80-lb. bags.....	2 75 2 80
" bbls.....	6 10 6 35

## TORONTO.

**FLOUR**—The market continues firm with no appreciable change in prices or conditions. Supplies are coming in freely.

<b>Manitoba Wheat.</b>	
80 per cent. patents.....	5 50
85.....	5 80
Strong bakers.....	5 20

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

**CEREALS**—Business is about the same as at last report, with no change in prices. Supplies of both oats and wheat are plentiful.

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

## WHY CEYLON TEA IS POPULAR.

In a recent number of this paper attention was directed to the amazing progress of Ceylon tea in popular favor in North America; and the statement was then made that it had won greatly

upon its merits. It may not be out of place to give here a slight resume of the facts upon which this statement was based, and, also, some little description of the island, and of the tea itself, that may enable the reader to inform himself as to the latter's virtues and the causes to which they owe their being. That the climate is equable may be gathered from the fact that tea is picked the year round in Ceylon. The situation of the island—in the Indian Ocean—is evidence enough that it gets the full fructifying power of a tropic sun. The altitude of its plantations, some of which are located seven thousand feet above the sea, accounts for the vigor of the plant, and its consequent possession, in such high degree, of these natural properties that combine to make tea so comforting and inspiring a beverage. To the island's volcanic origin is due its independence of artificial soil-fertilization, and to it, also, are ascribed certain agreeable and beneficent peculiarities of the tea—notably its lemony flavor, which other countries have long and utterly in vain, attempted to reproduce.

Then, too, the island being in the possession of the English, Ceylon has the great advantage of European scientific cultivation, which has entirely replaced the primitive and ineffective Oriental methods. The happy-go-lucky way of curing and preparing the tea for markets by hand that still obtains, for example, in China and other tea-growing countries, has given way in Ceylon to machine processes, and these not only make for sanitation and economy, but also for uniformity of grade, etc.

Ceylon tea is consumed in vast quantities by the British, though not, it is true, to the extent that Indian is. The latter gives a heavier liquor, and seems to be preferred on that account "across the sea." Still, the milder Ceylon is largely used to tone down to the more fastidious palate, the Indian product's greater astringency and headiness. It is probably because of the fact that it affords a happy blending of the delicacy and fragrance of the China tea with more or less of the full body and high stimulating powers of the Indian product that Ceylon so commends itself to tea drinkers in this country. Perhaps, too, American prejudice in favor of machine prepared food products has much to do with the enthusiastic welcome accorded it here.

The following word comes from Dawson: "The potato market is long on quantity, and sales are none too rapid. The egg market, while low, now and then on over-ice stock, is sufficiently well stocked to keep the price of ranch eggs down to \$2 to \$3 wholesale."

# Do You Want More Business?

All progressive merchants do. One of the surest routes to business expansion is handling

## Mooney's Perfection Cream Sodas

Why? Simply because they are so perpetually crisp and delicious that they bring in the best paying class of customers.

GET OUR PRICES.



## The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



## COX'S GELATINE

The Leading Gelatine for more than SIXTY YEARS Foremost in PURITY and MANUFACTURED by Messrs. Cox as well as PACKED by them.

PURITY GUARANTEED

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

## A COLUMN FOR CLERKS

Hints and Good Advice for the Grocer's Assistant—Qualities Which Make for Success in Any Business.

Employers want men who combine with ambition and material talents, honesty and capacity for hard work. Honesty means something more than financial reliability. It is the quality which makes a man work without watching the clock, or being afraid that he will give his employer more value than he is being paid for. The honest employe brings to his work the best effort of which he is capable and begrudges nothing where the interests of his employers are at stake. A young man was recently applying to a well-known employer for a position. He was in the midst of a rather glowing description of his qualifications for the place, when the employer interrupted him with: "Never mind about all this. There is just one thing I want to know. Will you work?"

Every man who intends to make himself of value to his employer and to win advancement (and the two go hand in hand, despite all that pessimists may say) must have this capacity for work. No matter how great his ability, how thorough his education, or how attractive his personality, these qualities are as worthless as a locomotive without fuel unless backed up by persistence and energy, wrote J. H. Hapgood in World's Work. He may be retained for a time because of his ability, but in the long race he will be found wanting. Some day his employer will be forced to give the position which he has hoped for, and which, by his natural talents, he is pre-eminently fitted to fill, to a man who, although less capable, has shown himself to be a worker.

In considering applicants for positions, employers are always on the watch for signs of this persistence. Many well-known business men think that they can judge a man on this point by the manner in which he seeks a place, and this is not a bad method. Men often advance to some responsible position, and then suddenly and without apparent reasons, fail and drop out. "The place got too big for him," we say. But in most cases the real reason for the failure is that the man began to slacken in effort, thinking that he had advanced so far on the ladder of success that he could afford to take things easy.

For the business man of to-day there is no such thing as taking things easy. The higher he gets, the more is expected of him, and the harder he must strive. The president of a great manufacturing company, for example, says that one of his duties alone, the securing of capable assistants, is harder work than he ever had to do when he was only the head of a minor department. The man who does not realize that continuous effort is essential to a general manager as to an office boy, will not be of permanent value.

It is work that makes a good salesman—not natural ability, appearance, or personality. One of the best salesmen in the United States is red-headed, homely, uncouth, and poorly dressed—he does not seem capable of selling bread to a hungry millionaire. Yet he sells on an average more than \$100,000 worth of goods a year, in a field where competition is remarkably

keen. He succeeds by making hard work take the place of the adaptability, the personal magnetism, and the appearance which he lacks.

The perseverance of this salesman is the quality lacking in many men. Plenty of men can work hard when the road to success seems clear, but when difficulties thicken they lose their grip. Others work by spurts, keying themselves up to high pitches for brief periods, and then lapsing into half-hearted effort. Neither

the fair weather type, nor the sky-rocket worker is desired. Employers want men who can be relied upon for even better effort when the skies are dark than in times of prosperity, and who will be as persistent the month after next as they are to-day.

The managing director of one of the largest British banking institutions, having more than one hundred branches throughout the world, attributes the failure of many men to not realizing this truth. It has been his observation that out of one hundred employes starting on an apparently equal footing, only ten ever rise above the surface, and of this number not more than one ever proves fit to hold permanently a position of great trust and responsibility. The other nine begin to take things easy as they advance farther and farther, and thus fail to reach their maximum value. For of fit men there is a great scarcity. Whenever found, large salaries and unlimited opportunities for advancement await them.

48 Highest Awards In Europe and America

**WALTER BAKER & CO.'S  
CHOCOLATE  
& COCOA**



Registered U. S. Pat. Off.

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

**Walter Baker & Co., Limited**

Established 1780, Dorchester, Mass.

Branch House, 86 St. Peter St.  
MONTREAL, CANADA

**H. CONSTANT**

First and sole maker in Canada of all kinds of

**MACARONI, VERMICELLI AND PASTES**

92 Beaudry Street MONTREAL

OPEN TO BUY

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

C. A. PARADIS,

Quebec



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

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

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

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

By order

FRED. GELINAS,

Secretary.

Department of Public Works.

Ottawa, March 11, 1908.

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

**SUCHARD'S COCOA**

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

FRANK L. BENEDICT & CO., Montreal Agents.

**NAP. G. KIROUAC & CO.,**

Receivers and Shippers

Manitoba and Ontario Flours, Oats, Peas, Feed, Wheat, etc. Car lot business only.

125 St. Peter St.,

QUEBEC.

**BODE'S CHEWING GUM**

High Quality and absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

THE BODE'S GUM CO., LIMITED, 30 St. George St.,

MONTREAL



**"It's All in the Shreds"**  
**THE GROCER**  
**WHO MIXES BRAINS**  
**WITH HIS BUSINESS**

is always trying to make "satisfied customers"—  
 and the easiest way to make them in these pinch-  
 ing times is to recommend

**Shredded Wheat Biscuit and Triscuit**

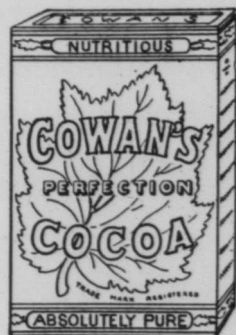
the food that supplies all the energy needed for  
 work or play at smallest cost. The cleanest,  
 purest, most nutritious and most economical of  
 cereal foods.

**A Good Profit for You, and a Satisfied Customer**  
**—What More Can You Ask?**

**The Canadian Shredded Wheat Co., Ltd.**  
 Niagara Falls, Ont.

**COWAN'S**  
**COCOA and**  
**CHOCOLATE**

is simply Perfection.  
 It is absolutely pure,  
 and positively delici-  
 ous in flavor. No  
 healthier beverage on  
 earth than Cowan's  
 Perfection Cocoa.



**The Cowan Co., Ltd.**

*Kellogg's*  
 ("SANITAS")

**TOASTED CORN FLAKES**

**THIS IS THE GENUINE**



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

**STOCK IT NOW.**

If you are in  
**ONTARIO, QUEBEC or the**  
**MARITIME PROVINCES**

Ask your jobber for the latest prices.

**SALES OFFICE**

20 FRONT ST TORONTO ONT

**BRANCHES**

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



**Bakers and Confectioners**

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

Write call or telephone us for anything  
 you need.

**The Canadian Coconut Co.** 107 Lagauchetiere Street West, **Montreal**

J. ALBERT MacLEAN, Proprietor

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

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

**Would You Know**

**DRY**  
**GOODS**  
**REVIEW**

10 Front St. East  
 TORONTO

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

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



## WHAT TO DO NEXT MONTH

## Easter Trade Offers Opportunities to the Live Grocers—Opening of Spring Business—Preparations for Coming Summer.

April should be a good month for the grocer awake to the opportunities which lie before him, provided he is not afraid to work for the success of his business during the thirty days which commence next Wednesday.

During the premier part of the month the Lenten season, which began March 4, continues. There will be ample time to sell a considerable quantity of fish of all kinds right up to the last Friday of Lent, April 17. The fish department of the grocery store should be a paying one. If it is not at present it should be made so. Some grocers object to handling fish because of the extra trouble, of the danger of contamination of other goods through the odors, and a variety of other reasons, but there is really no objection to the line from the man who works. And he is the one who reaps the profits. Speaking further about fish for the remainder of the Lenten period, how about pushing package goods a little more strenuously? There are a number of Canadian packers of fish who put up most attractive lines at popular prices. These goods are, as a rule, much appreciated by customers, probably you handle a line or two, at least, already. If not, give the goods a trial this month and you will be rewarded. Package fish will become one of your steady lines.

Of course, it is Easter which looms up larger than anything else in April. Do you give much attention to the Easter trade? Or do you just go ahead in the same old way without taking advantage of the opportunities afforded you to increase your turnover at this season? Any number of grocers make April a mighty big month largely through their Easter sales.

## Push Lines of Confectionery.

That confectionery department which has been a quiet section of the store since Christmas can now be boomed with profit. Easter time is a season of rejoicing on a mild scale. People have the holiday spirit, for a few days anyway, and there is no reason why you should not take advantage of the fact. They are willing to spend money for things which are not necessary, but which please them just the same. Easter eggs, made of chocolate, are obtainable in a variety of forms from all confectionery houses. The latter give considerable attention to the Easter trade and in consequence can show you a range of goods from which you will have no trouble in selecting a line of novelties for which you will find a ready market in your town.

Do not go into this matter in a half-hearted manner. Be the first grocer in the place to secure your stock. Get the pick of these specialties and devote time and energy—and advertising space—to letting the public know what you have for them. Besides the Easter eggs there are Easter rabbits, and other animals of this description; Easter baskets of fancy confectionery, and other sweet-meats adapted to Easter time.

When these goods arrive they should be put on display. They should be before the public at least a week before Easter Sunday. Some grocers arrange

a neat table in the front part of the store; others place the goods in the confectionery showcases, while all make window displays, and the progressive merchants devote some of their advertising space to the novelties. Do not forget the chocolate specialties.

April 1 is generally conceded to be the first day of spring. Lines which the grocer can push to advantage for the spring and early summer trade should be looming large before the eyes of the up-to-date merchant. It goes without saying that spring goods should be in the hands of the grocer in April.

## Special Spring Lines.

Among the spring lines which find ready sale are butter, eggs and other lines coming from the farmer, such as maple sugar, maple syrups, and kindred products. Butter has been very expensive all winter, but towards the middle of April the new make will be finding its way onto the markets, and, as receipts increase there will be a decline in prices. Already, early as it is, the approach of the new season is influencing the butter market. People will be glad to get the first of the new season's creamery. It's a good idea to stock up early. Eggs, "strictly new laid"—those that we can depend upon—will be coming in freely toward the middle of April, and with consequent lower prices there ought to be room for numerous sales.

## What About Maple Products?

Then, the maple syrup and maple sugar season opens in earnest in April. Get the pure article and push it strenuously. Let people know you have the genuine. Everybody likes maple syrup. The real article is delicious, especially in the spring time. Then, too, everybody knows that they are likely to get what they ask for when they request maple syrup right in the maple syrup season. Avoid the impure syrup as poison. Of course, if you have some customers who do not care to pay the price for the pure article there are numerous mixtures which are excellent. But the point is this, do not sell a mixture for the real article.

Seeds, for the farm and the garden will be in demand during April. How about a few boxes? Your jobber will be able to supply you if you ask him.

And, going back to Easter again, smoked meats are worth considering. There is a strong demand for these around this season. Do not delay in ordering. Get into the game early. Breakfast bacons, hams, and all these products find ready sale. And they are such staples that one has but to suggest them to a customer.

## Plan for Spring Improvements.

It is just about this time that you ought to get busy about the store, warehouse and stable if you are going to do any spring house-cleaning. Going to increase space, do some painting, extend the warehouse? Do not put it off until those warm summer days when a fellow does not feel much like taking off

his coat and working really hard on some such job. Chances are it will not be done in 1908 if you do.

In the store itself it will not do any harm to turn things around a bit. You have a lot of winter goods which are not seasonable. These should be gotten out of the way, either sold at special sales or stored. In any event, it will do no harm to get the must, dust and accumulations of the winter cleaned up. The store will have the brighter appearance for any such attention to it.

## Look Up New Customers.

And spring time is the season to get after those old customers who have not been buying much from you of late, also those people whom you would like to have purchasing at your store. Everybody feels good at seeing the sunshine, the ice breaking up in the rivers and lakes, the snow disappearing and summer coming on. It is an opportune time to get in some good work. People are in a more receptive mood than they are at most other seasons. This is when you should make your advertisement in the local paper full of live interest, readable and racy, without being slangy or "smart." Everybody feels good. Show that you do too. Be enthusiastic in your advertising, in your manner. It will become catching, your clerks will be the better for your enthusiasm and so will your business.

## BUSINESS NOTES.

W. J. Martin, grocer, of Highgate, Ont., has sold to G. C. Crawford.

The assets of the Ottawa Fruit and Produce Exchange have been sold.

B. Pratt, general merchant, of Barabois de Malbaie, Que., has assigned.

E. Seeber, grocer, of Walkerton, Ont., has sold his business to Frank Oberle.

J. W. Irwin, Clinton, Ont., has sold his grocery and crockery business to W. Linder.

J. B. Renand & Co., wholesale grocers, of Quebec, have been appointed agents for Holbrooks goods for the eastern portion of the province. F. Abel Turcotte will act as special representative of Holbrooks among the retail trade of Quebec City.

## PERSONALS.

S. T. Nishimura & Co. are in receipt of a cable from Japan announcing the safe arrival there on 13th inst. of S. T. Nishimura, head of the firm.

R. W. Waters, general merchant, of Norwood, Ont., one of The Grocer's enthusiastic subscribers, was a caller at the Toronto office last Friday while in the city on a business trip.

W. Halford, of S. T. Nishimura & Co., Montreal, has returned from a successful business trip to New York, Detroit and other American cities. He reports conditions as being considerably better than they were a couple of months ago.

# LEA & PERRINS' SAUCE

THE  
GREATEST  
GLOBE TROTTER  
OF THE  
CENTURY



WELL  
KNOWN AND  
APPRECIATED  
THROUGHOUT  
THE WORLD

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

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

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

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

# DIAMOND BRAND MAPLE SYRUP

The Acme of Perfection.

## Twin Block Pure Maple Sugar

The Kind That Satisfies.

## Maple Cream Hearts

The People's Favorite.

## Wild Strawberry and Raspberry Jam

Pure and Delicious.

## Pickles and Ketchup

Of Superior Quality.

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## SUGARS and CANNERS

LIMITED

Montreal, Que.

# FRUITS, VEGETABLES AND FISH

California Oranges in Heavy Demand—Potatoes Easier, Imported Vegetables Firm—Mild weather Slightly Affects the Fish Market.

There has been a decided improvement in the volume of business being transacted in fruits. The change from cold to warm weather has stiffened the demand. Prices of nearly all lines are firm to higher, with advances already made in certain lines. Navel oranges are practically monopolizing the orange market at present. The quality of the navels arriving is excellent. Prices have been advanced 10 and 15c. California lemons are steady under a good demand. The market for bananas is beginning to open up and dealers are preparing for increased business. There is still talk of a crop shortage and it is highly probable that prices will advance. Pineapples are firmer.

Considerable business continues to be transacted in vegetables. Potatoes are plentiful again, the heavy offerings being responsible for an easier feeling and a decline in prices. Beets are off the market, or, at least, very difficult to obtain. Turnips are getting scarce, as are also onions. Imported vegetables are arriving in heavier quantities. People seem to be buying better. Florida celery is a little lower. Boston lettuce, spinach and cucumbers are in good demand. Strawberries are arriving freely. Rhubarb and radish are being quoted this week.

The fish market continues in a healthy condition and business keeps well up to the previous level. The mild weather has but slightly weakened the consumptive demand. There are fears of a decided shortage before the Lenten season is over. Halibut has been moving very freely. Fresh haddock is replacing frozen haddock and is being secured in Boston. Prices remain unchanged.

## MONTREAL.

**GREEN FRUITS**—There is a fairly good demand for green fruits this week. All lines of oranges are in good demand. Strawberries and grape fruit are also selling well. Navel and Florida oranges have declined considerably in price. Kumquats are off the market. Pineapples are a shade firmer. Other lines are unchanged. Bitter oranges are almost done.

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

**VEGETABLES**—There is a fair amount of business doing this week.

Boston hothouse lettuce, spinach, cauliflower, flowers, parsley and cucumbers are in good demand. Other lines are not quite so active, although there is a fair general demand. California celery has declined slightly in price, while spinach has dropped considerably also. Canadian onions are a little firmer. Other lines are unchanged in price.

Parsley, per doz. bunches.....	0 35
American parsley, large bunches, doz.....	1 00
Sage, per doz.....	0 60
Savory, per doz.....	0 60
Cabbage, bbl.....	0 75
Turnips, bag.....	0 65
Celery, doz.....	0 25
California celery, crate.....	6 00
Water cress, large bun. hes, per doz.....	0 70
Spinach, bbl.....	2 75
Green peppers, crate.....	3 50
Boston hot-house cucumbers, doz.....	2 50
Potatoes, per bag.....	1 00
Sweet Potatoes basket.....	3 15
Beets bag.....	0 75
Carrots, bag.....	0 65
Tomatoes, Florida, crate.....	4 00
Tomatoes, hot house, per lb.....	0 35
Spanish onions, small crates.....	0 75
"    large crates.....	2 25
Canadian onions, lb.....	0 01 1/2
Boston lettuce, hot house, per doz.....	0 85
Radishes, doz.....	0 60
Bermuda parsley, crate.....	3 00
Mushrooms, per lb.....	0 75
Horse radish, per lb.....	0 12
Peas, green, basket.....	7 00
Egg plant, doz.....	2 00
California cauliflowers, per crate.....	6 50
New cabbage, crate.....	3 25

**FISH**—The fish market continues steady, and all lines are selling well. Prepared boneless cod and salt herring are in very good demand. Other lines are moving well. Frozen haddock is off the market, and is being replaced by fresh haddock, which is being received from Boston. There have been no changes in prices.

## Fresh and Frozen Fish.

Haddock, per lb.....	0 44	0 45
Halibut, per lb.....	0 03	0 08
Mackerel, ".....	0 07	0 08
Dore, ".....	0 07	0 07
Grass pike, lb.....	0 04	0 05
Steak cod, lb.....	0 04	0 05
Whitefish, lb.....	0 07	0 08
B. C. salmon, lb.....	0 08	0 09
Qualla Salmon, lb.....	0 07	0 07
No. 1 Smelts, lb.....	0 07	
Sea herring, bbl.....	1 50	1 60
No. 1 salt eels, lb.....	0 07	0 08
Smoked and Salted—		
Lake trout.....	0 09	0 09
Haddies, box-s, per lb.....	0 08	
Kipped Herring, 50 lb box.....	1 10	
Smoked herring, per small box.....	0 10	
Yarmouth Bloaters, per box.....	1 10	
Prepared and dried—		
Skinless cod, 100 lb. cases.....	5 25	
Boneless cod, 20 lb. boxes.....	0 07	0 09
Boneless fish, 20-lb. boxes, blocks.....	0 05	0 05
Boneless fish, 25-lb., boxes, per lb.....	0 01	
Oysters and Lobsters—		
Standards, bulk, per imp. gal.....	1 40	
Selects, bulk, gal.....	1 60	
Paper pails, 100, pint size.....	1 10	
"    100, quart size.....	1 50	
Live lobsters, lb.....	0 20	
Pickled fish—		
No. 1 Labrador herring, per bbl.....	5 50	5 75
"    "    per half bbl.....	3 00	3 25
No. 1 Nova Scotia, per bbl.....	5 00	
"    "    per half bbl.....	2 75	
No. 1 Haddock, bbl.....	6 00	
No. 1 Mackerel, 20-lb. kits.....	1 75	
Green cod, per bbl.....	5 00	
Medium "    "    ".....	8 00	
Large "    "    ".....	8 50	
Labrador Salmon, 1/2-bbls.....	8 50	

## TORONTO.

**GREEN FRUITS**—A healthy feeling prevails in nearly all lines of fruits. The mild weather has quickened the consumptive demand and caused good sales. For the present prices are firm and high-

# "Florida Celery"

The Trade is asking for Chase's pack, knowing it is best. We have it.

Our arrivals of California, Valencia, Golden Flower, Rose, Clover and Tiger Brands are in fine shape. Know that we can guarantee satisfaction. Let us have your orders.

McWILLIAM  
**Mc. AND E.**  
EVERIST

25-27 Church St., TORONTO

Judgment for

# "Golden Flower"

on 3 counts  
**Quality—Cost—Profit**

Remarks by those who know

The Quality is high and regular  
The Cost is minimum  
The Retailers' Profit is large

TRY 'EM  
McWILLIAM & EVERIST  
HAVE 'EM

The Redlands Golden  
Orange Association  
Redlands - California

er in some lines. California navels have advanced 10c and 15c as a result of the brisk demand for navels, which is found in the market. Lemons have an upward tendency and are beginning to move more freely. Bananas are picking up, prices being slightly higher and the demand much better. Grape fruit and Almerias are unchanged. Cranberries are still moving.

Oranges, Naval, new	2 85	3 35
"    Valencias	3 75	5 50
"    Bahamas	1 75	2 00
Oranges, bitter	2 25	2 40
Lemons, California, 210, 300, 360, 420	3 00	3 25
"    Messina, new crop	2 50	2 75
Grape fruit, 54's 80's, 96's	5 50	6 00
Apples, No. 1 winter fruit	2 50	3 50
"    No. 2	2 00	2 50
Bananas, Jamaica firsts, per bunch	1 75	2 00
Bananas, jumbo bunches	2 00	2 25
Cranberries per bbl	9 00	10 50
Almeria grapes, per keg	5 50	7 00
Tangerines	3 00	4 00

VEGETABLES—Business has been quite satisfactory. Potatoes have an easier feeling, a decline of 5c being noticeable. The offerings are heavy at present. Onions are very scarce. It is almost impossible to obtain any beets. Turnips are short and higher at 50c. Good quality imported vegetables are arriving in bigger quantities. Florida celery is plentiful and a shade easier. Strawberries are of excellent quality. Rhubarb is on the market this week and is being quoted at \$1.50 per dozen. Boston lettuce is 5c higher. New radishes are selling well.

New Brunswick Delawares, per bag	1 00	1 05
Potatoes, Canadian, per bag	1 00	1 05
Sweet Potatoes (Jersey), per bbl.	3 00	4 00
Onions, Spanish, per case	2 40	2 50
"    per bag	1 20	1 50
"    green, per doz	0 20	0 25
Beets, per bag	0 90	0 95
Cabbage, per ton	15 00	15 00
Carrots, Canadian, per bag	0 60	0 70
Carrots, new, per doz. bunches	1 00	1 00
Turnips, per bag	0 45	0 50
Parsnips, per bag	0 80	0 90
Parsley, per doz.	0 70	0 70
Celery, Florida, per crate	3 75	4 00
Celery, Canadian, per doz.	0 35	0 40
Lettuce, imported	1 10	1 10
Cucumbers imported, per doz.	2 50	2 50
Tomatoes, imported, per crate	4 50	4 50
Strawberries, per box	0 65	0 65
Mushrooms, per lb.	5 00	5 00
Pineapples, per crate	1 50	1 50
Rhubarb per doz	1 50	1 50
Radishes per doz.	0 50	0 50

FISH—Business has not been quite so heavy as a result of the mild weather. Good orders, however, are being received. Prices continue steady all round. There are fears of a general shortage in supplies before the Lenten season is over. Halibut is getting short, the run on it having been particularly heavy lately. Herring are a little slow. Cod and mackerel are moving well. Finnan Haddie is a little off in quality. Oysters are coming in for their share of the trade.

Perch, large, per lb.	0 07	0 08
Blue pickerel, per lb.	0 06	0 08
White fish, Georgian Bay, per lb.	0 12	0 12
Whitefish, winter caught, per lb.	0 08	0 09
Red haddock, frozen, per lb.	0 66	0 07
Island herring	1 00	1 10
Herring, Labrador	3 00	5 25
"    kippered, per box	1 00	1 25
"    Digby, per bundle	0 85	0 85
Herring, medium, per lb.	0 07	0 08
"    Jumbo, per lb.	0 10	0 10
British Columbia salmon, per lb.	0 12	0 12
Salmon, per lb.	0 09	0 09
Trout, fresh, per lb.	0 09	0 09
Salmon, per basket	1 00	1 00
Labrador herring, fresh, per 1'0	2 40	2 40
Halibut, fresh caught	0 09	0 09
Shredded cod, per lb.	0 08	0 08
Shredded cod per doz.	0 90	0 90
Clay fish cakes, case	2 40	2 40
Scallops, per case	4 80	4 80
Crabs, per case	0 20	0 35
Shrimps, small white, per lb.	0 07	0 07
Mackerel mediums, each	0 12	0 12
"    large	0 25	0 25
Finnan Haddie, per lb.	0 09	0 09
"    per lb.	0 14	0 14
"    per lb.	1 10	1 10
"    per gal.	1 85	1 85
Oysters, in shell, per 100	1 50	1 50

## CALIFORNIA CELERY

2 fancy cars from a late section arrived to-day, quality fine. Large crates 5, 6 and 7 doz.

## LEMONS

### HOME GUARD BRAND LEAD THE MARKET

A shipment of 1000 boxes arrived this week—Waxy in appearance, handsomely packed, moderate priced.

### PINEAPPLES, TOMATOES, BANANAS and Early Vegetables.

## WHITE & CO., Limited

Toronto and Hamilton

The Wholesale Fruit People.

## The Unusuality

of "St. Nicholas" is they're always the same,

"THE CHOICEST OF THE BEST."

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

## FANCY RIPE

# BANANAS

### Fancy Sound Almeria Grapes

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

Send your orders to

## HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

**SHIP TO US**

We pay the highest market price 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

**JOHN E. CASSIDY**

Highest Quality Oysters

WHOLESALE

986 St. Catherine St. W., Montreal

Telephone Uptown 2119

**Look Here!****Some Interesting Prices**

Large Bright Frozen Herring, per 100.	\$1.40
Bloaters, Box of 50	.60
Canned Mackerel, talls, per case	4.00
" " flats, "	4.30
No. 1 Labrador Herring	4.50
No. 1 Nfd. "	4.25
Cod Oil, a gallon	.40

Send us your order.

**J. & R. McLEA**

WHOLESALE FISH

23 COMMON ST., - MONTREAL

Highest price paid for

**DRIED APPLES****O. E. ROBINSON & CO.**

Established 1886

Ingersoll - Ontario

WOULD YOU LIKE OUR WEEKLY CIRCULAR

**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.

**Snaps for cash this week** Labrador Herring in barrels \$2.00 per bbl. cash. Marmalade Oranges, 240 size, \$2.00 per box cash. Fancy Messina Lemons, 300 size, \$2.50 per box.

**THE DAWSON COMMISSION CO., - TORONTO****TO CONNECT MONTREAL WITH G.T.P.****Board of Trade Petitions Government to Build Branch Line.**

That Montreal has been neglected by the Government in the matter of giving the city a connection with the National Transcontinental Railway was the feeling expressed at a meeting of the Board of Trade of that city held on Monday. One hundred were in attendance and every one of them was in some way interested in the speedy building of a short branch line connecting the metropolis of Canada with the country's national railway. Some present were of the opinion that the delay was largely due to the inactivity of the members of Parliament representing Montreal, and many agreed that Canada's first city was unceremoniously being side-tracked much to the detriment of trade interests in Montreal. The members decided to petition the Government at once showing them:

"That Montreal, the commercial metropolis and national port of the Dominion, the head of ocean navigation, and, to a very large extent, the eastern terminal of the Canadian Pacific and Grand Trunk Railway Companies, has all the advantages required to become a great railway and industrial centre.

"That it is in the interest of Canada at large, and the district of Montreal in particular, that a branch line should be constructed between the main line of the National Transcontinental Railway and the city of Montreal by the most direct route.

"That the management of the Grand Trunk Pacific Railway has declared that that company can not commence the construction of the branch line to Montreal until its main line is practically completed.

"That the construction of the branch line will greatly benefit the business community of Montreal and the neighboring district, and will further develop an immense tract of valuable territory between the main line of the National Transcontinental Railway and the northern part of the Montreal district.

"That the provision of the branch line would, with the Grand Trunk bridge at Montreal, connect the two sections of the National Transcontinental Railway now divided by the St. Lawrence river, and therefore that the construction of said branch line should be proceeded with forthwith."

Then the petition continues:

"Wherefore your petitioners do humbly pray your honorable house to adopt, during this session of Parliament, legislation providing for the construction forthwith by the Dominion Government, of a branch line affording direct connection between Montreal and the National Transcontinental Railway, said branch to start

at a suitable point on the main line and to follow on a south-easterly direction, the shortest practicable route to Montreal, the conditions of the construction of such branch line to be those specified in the Acts respecting the National Transcontinental Railway for the construction of the eastern division thereof."

These "reasons why" should appeal to the Government as being nothing less than absolute truth, and it is to be hoped that the memorial will have its desired effect in hastening legislation

urgently required in the interests of not only Montreal, but of the whole of Canada, because of the unique position of the largest city as a distributing centre and the commercial metropolis of the Dominion.

**MONTREAL INCORPORATIONS.**

In the latest issue of the Canada Gazette announcement is made of the incorporation of two firms who will do business on a large scale in Montreal, these are: Ram Lal's Pure Tea Co., and Matthews, Fortier & Monette, Limited. The incorporators in the first-mentioned company are Charles Henry Roomsmale-Cocq, E. M. Woods, O. P. Hannington, G. Redman and A. E. McFall. They are permitted to carry on business as tea and coffee importers and blenders, and as manufacturers of baking powder, essences, and kindred lines. The authorized capital of the concern is \$100,000.

The other firm's incorporators are W. E. Matthews, A. E. Matthews, R. G. Code, E. F. Burritt and C. T. Moffat, all of Ottawa. The authorized capital is \$75,000, and their charter allows the firm to deal in all food products and delicacies, such as butter, eggs, cheese, cereals.

**WORTHY SPECIAL NUMBER.**

The special spring number of the Maritime Merchant, which has just come to hand, should ably sustain the high reputation already enjoyed by this excellent journal. Two hundred and forty-five pages, printed on callendared paper, well illustrated, and with a very appropriate cover, make up a very attractive number. The departments usually devoted to the various lines of trade are enlarged and a considerable amount of reading matter and illustrations relative to local industry add to the general interest. The excellent typography in the issue is worthy of note and a large amount of advertising is an evidence of the publication's value as a publicity medium.

**NEW CANNERY IN CHILLIWACK, B.C.**

British Columbia is rapidly coming into her own as a recognized fruit producing province of the Dominion. A company is now being organized in Chilliwack, to build and operate a fruit cannery. The plant will have a capacity of 20,000 cases and an evaporating plant will also be operated. The intention is to have the factory ready to take care of this year's fruit. The company is being organized as the Chilliwack Canning and Preserving Company, with headquarters in that town.

**"WHITMAN'S"**  
**"ABERDEEN AWA"**  
**CANNED FINNAN**  
**HADDIE**

Absolutely the Finest quality of Nova Scotia Haddock,  
 put up in a model canning factory.

*Special Prices to the Trade*

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



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



**"Brunswick Brand"**

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

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

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



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

**SARDINES** are fighting shy of their  
 old haunts on the French and  
 Portuguese coasts.

The best are now caught off Nor-  
 way and the leading brand packed  
 is

**"King Oscar"**  
**Sardines**

If you want the finest fish, ab-  
 solutely pure Government Stan-  
 dard olive oil, demand "King  
 Oscar" brand from your jobber.

**J. W. Bickle & Greening**  
 (J. A. HENDERSON)  
**Canadian Agents, HAMILTON**

## N. B. MARKETS ADVANCING

**Sugar, Molasses, Cornmeal, Pork and Beef Going Up—Demand Heavy for Fish for Lent—Other Grocery News.**

Special Correspondence to The Canadian Grocer.

St. John, N.B., March 24.

Sugar advanced another 10 cents a hundred on Thursday last, making a total advance since Jan. 1 of 40 cents a hundred on barrels and 70 cents on Austrian granulated, in bags. Bag sugar was being quoted very low which accounts for the big increase in the quotations. Molasses is advancing. Some small quantities of new stock have arrived and are being quoted at 30 cents a gallon for prompt delivery. Larger shipments are expected this week. For future delivery the price is a little higher as the market is unsettled and the jobbers are not anxious to book orders for any quantity at the present price. The advance in sugars is affecting the price of molasses as the planters feel they can get more money by holding off for a while and they are watching the sugar market closely.

Cornmeal, in bags, has advanced 15 cents a hundred during the past fortnight. Lard is advancing; pure lard being held at a 4-cent advance with the price for compound unchanged but firm. Pork is up 25 cents a barrel and beef is quoted 50 cents a barrel higher.

The egg market has gone off, the price now ranging around 19, 20 and 21 cents. Large shipments are coming in from the country and a still further drop is anticipated.

Butter is scarce and high. Creamery is retailing as high as 38 cents a pound and tubs of good dairy butter are proportionately high.

Produce prices in Carleton County have dropped considerably. Last week potatoes were being sold at \$1.20, while hay declined to \$7 and \$8. Oats hold fairly firm at 40 to 42 cents.

The Lenten demand for fresh fish has been very heavy. Good catches of halibut are being made in the bay and some nice new stock is offered for sale. A quantity of Bay of Fundy cod has also been received, and from the present indications it seems safe to conclude that before long there will be a marked decrease in importations of fresh fish from the American market.

Alderman Thomas H. Bullock, manager of the Imperial Oil Company, has

announced his intention of opposing Mayor Sears for the mayoralty chair in the civic elections to be held in April.

### AN ENGLISH VISITOR.

J. Fullerton, of Rowat's Pickles, is in Canada from England, on a periodical visit. Mr. Fullerton speaking to The Canadian Grocer, stated that conditions in England were improving week by week. The financial upheaval which unsettled trade conditions on this side was keenly felt in the Old Country. The cotton industries were much affected from the middle of December on, but things are much better now. The thousands of unemployed residing in the iron and steel manufacturing centres are gradually securing employment. Prospects are good for excellent spring trade.

Mr. Fullerton will visit several Canadian cities while here, in the interests of the famous English pickle house.

### HINTS TO BUYERS.

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

Special attention is drawn to the ad. of Ridgeway's Collecting Agency, Montreal, in this issue, the oldest concern in its line in Canada. Makes prompt collections all over the world, and immediate satisfactory remittances. Correspondence as to terms, etc., invited.—Advt.

# Skinless Codfish

NEW STOCK IN 100 LB. CASES

Boneless Cod in 1 and 2 lb. bricks, Boneless Fish in 2 lb. bricks,  
New Finnan Haddies, New Yarmouth Bloaters,  
New Kipperred Herrings.

ALL OTHER KINDS IN SEASON

FRESH FISH A SPECIALTY

Prompt Shipment.  
Mail Orders a Specialty.

Fair Treatment.  
Get Our Prices.

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

P. O. Box 639.  
FIVE  
LONG  
DISTANCE  
TELEPHONES

## LEONARD BROS.

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

MONTREAL

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

**CONDENSED OR "WANT" ADVERTISEMENTS.**

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

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

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

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

**Yearly Contract Rates.**

100 words each insertion, 1 year.....	\$30 00
" " " " 6 months.....	17 00
" " " " 3 months.....	10 00
50 " " " " 1 year.....	17 00
" " " " 6 months.....	10 00
25 " " " " 1 year.....	10 00

**BUSINESS CHANCES.**

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

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

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

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

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

**ARTICLES FOR SALE.**

**CANNED TOMATOES**—\$1.10 per dozen in ten case lots, or upwards. It's an opportunity for you to secure a good leader. Every can sold brings repeat orders. Let us have your order this week. Bradley & Son, St. Catharines, Ont.

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

**NATIONAL Cash Register** for sale; six drawer counter, revolving, almost new. Box 188, CANADIAN GROCER, Toronto. (14)

**WANTED.**

**WANTED**—An engagement in the West by a retail grocer; one who understands the business thoroughly; good stockkeeper, bookkeeper and salesman. Any merchant or clerk wishing a holiday might communicate. Box 192, THE CANADIAN GROCER, Toronto. (12)

**YOUNG man**, capable, experienced general store manager, open for engagement; store management or position in wholesale accepted. Box 198, CANADIAN GROCER, Toronto. (14)

**WANTED**—Agents or travelers on commission with good connection in Toronto, Hamilton, London, Ottawa, St. John, Halifax, Winnipeg and Disasters to push sale of highest grade lemon squash, lime juice cordial, non-intoxicating ginger punch, baking powder, essences, etc.; liberal commission; easily and owing to low prices. Apply Box 201, CANADIAN GROCER, Montreal. (12)

**AGENTS Wanted**—16 x 20 crayon portraits 40 cents, frames 10 cents and up, sheet pictures one cent each. You can make 400% profit or \$36.00 per week. Catalogue and samples free. Frank W. Williams Company, 1208 W. Taylor St., Chicago, Ill. [16]

**BOOKS FOR THE GROCER.**

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

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

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

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

**FOR SALE**

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

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

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

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

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

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

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

**TRAVELERS WANTED.**

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

**WANTED**—Wholesale grocery traveller with connection main line Toronto to Cobalt, North Bay to Soo and Fort William. Only experienced men with connection need apply. State terms. Apply Box 189, CANADIAN GROCER, Toronto. [13]

**MISCELLANEOUS.**

**STORAGE** suitable for out of town manufacturers or brokers, central in Toronto. Office room if required. Address "Storage," THE CANADIAN GROCER, Toronto. (116)

**SITUATIONS WANTED.**

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

**B.C. RETAILERS ORGANIZING.**

British Columbia retailers are following the example of retailers in the other provinces and steps are now being taken to organize in that province a strong association to be known as the British Columbia Retail Merchants' Agency. Offices have been opened in the Court House block, corner Robson and Howe streets, Vancouver, and the work of organization is in charge of Wm. J. Butt, late of Winnipeg, whose portrait The Grocer takes pleasure in reproducing herewith.

Mr. Butt is an energetic business man who has had considerable practical experience in wholesale and retail lines and knows the many difficulties the retailer has to contend with—difficulties which could often be avoided by united effort.

Before moving west, Mr. Butt held a responsible position in the wholesale hardware house of Frothingham & Workman, Montreal. This position he resigned to become chief clerk for Merrick Anderson & Co., in Winnipeg. Later he



WM. J. BUTT

Of Vancouver, Organizer B. C. Retail Merchants' Agency.

was for several years in the retail hardware business on Portage avenue, Winnipeg, being a member of the firm of Lennox & Butt. The Canadian Grocer knows Mr. Butt well and believes he will be successful in building up a strong retail association at the Pacific coast.

The new association now being organized has in view the usual objects of such associations. It aims at curtailing the credit system, at securing for its members accurate information as to the credit of customers and to advance and protect the interests of its members by advocating and watching legislation affecting retailers.

The new movement is meeting with good success in Vancouver and in other parts of the province. A number of successful meetings have been held and the trade are being educated to see the advantages of organization.



## MARKET NEWS FROM NOVA SCOTIA

**Favorable Grocery Business—Retailers Cease Handling Butter—High Prices Restricting Trade—Some Business Changes.**

(Special Correspondence to The Canadian Grocer)

Halifax, N.S., March 24.

The local grocery markets appear to be in a very healthy condition, though business is not quite as brisk as might be expected for the season. It is generally conceded that the high prices restrict trade. For instance, many of the grocers here have given up handling butter owing to the high price. To The Grocer the other day a well-known commission merchant said that his sales of butter to the grocers had fallen off very greatly of late, and that the grocers said it was impossible to handle and make any money out of it. The top, however, seems to be about reached and the jobbers expect that the price will ease off some before very long.

Eggs are now quoted at 21c for fresh laid stock and they will continue to drop from now on. Even at these prices the demand is not very great. The moderate price for eggs all this season has prevented the usual first rush when prices dropped.

Sugar has an upward tendency and during the past few days prices have been advanced ten cents. No cause has been assigned for the increase. The

steamer Dahome, of the P. & B. line, which arrived here on Friday from the West Indies, brought 20,000 bags of raw sugar.

Molasses is very firm here, with a fairly good demand. The price, however, is considered reasonable for the season of the year. Quotations on sugar in Halifax this week are: Cut loaf, in barrels, \$5.25; extra standard granulated, \$4.70; Austrian granulated \$4.60; bright yellow, \$4.50; No. 1 yellow, \$4.20.

The market is well supplied with fruit. Some fine Jamaica oranges arrived during the week and the bananas are of fairly good quality.

During the past season Nova Scotia fruit has been awarded more premiums at the various English shows than in any other previous year. By a co-operation between the Agent-general for Nova Scotia, J. Howard, and the Department of Agriculture in this province, arrangements were completed to send to England a larger amount of choice specimens of fruit than had heretofore been

sent. At the Royal Horticultural Society Show, held in November last, Nova Scotia fruit was awarded a silver gilt medal. At the Crystal Show, held a few days later, a gold medal was awarded, and now at the spring show of the Royal Horticultural Society, another gold medal has been received. In addition, at the fall show, twelve local fruit growers from Nova Scotia, who sent their fruit along with the department exhibit, received medals.

In regard to the March show, at which the gold medal was awarded, exceedingly favorable comments have appeared in the English press.

Alexander Urquhart, of the grocery firm of R. Urquhart & Son is seriously ill at his home on Spring Garden Road.

N. A. Nauffts, of the staff of W. H. Schwartz & Sons, spice manufacturers, is leaving for Toronto where he intends engaging in business.

W. A. Cookson has opened a fruit and confectionery store on Spring Garden Road. He is carrying a nice line of fresh goods.

D. Collins, Montreal, has re-opened in the old premises formerly occupied by the Collins Scale Company. He is taking up the business again.

THE LEADING PIPE TOBACCO IS

# T. & B.

ANY GROCER WHO WANTS THE SMOKERS' TRADE OF HIS LOCALITY WILL FIND T. & B. A LINE WELL WORTH HANDLING. T. & B. IS ABSOLUTELY PURE, WELL-FLAVORED AND FRAGRANT.

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

**HAMILTON, CANADA**

**GROCERY FACTS**

**Something About the Goods Handed Over the Counter Every Day.**

Do clerks know enough about the goods they are selling? With a view to giving some useful information about staple goods a column or so of these "Facts About Groceries" will appear regularly.

**Mustard.**

Mustard is manufactured of several strengths or qualities, and from a mixture of different kinds of seed, white and brown, and with or without the addition of other ingredients, such as wheat flour, tumeric, cayenne, etc. Every firm has, of course, its own particular recipes and processes. This white seed, *Sinapis alba*, yields a much larger percentage of flour than the dark brown or black variety, *Sinapis nigra*, and is much cheaper.

Now ground mustard made from dark seed with this oil left in will not keep good long owing to variations in temperature, exposure to air, etc. It soon cakes the powder, turns it rancid, bitter, and unfit for use; hence any kegs, tins or other packages, with discolored paper linings or wrappers showing oil stains within or without, should always be rejected as old or out of condition. The oil is, in fact, a source of great trouble to manufacturers who wish to sell a pure mustard in powder, of good flavor, and one that will keep good.

**Pimento, Jamaica Pepper, or Allspice.**

Is the dried unripe berry of the pimento tree, known as *Eugenia pimento* or *pimento officinalis*. The tree is a fine evergreen, growing twenty to thirty feet high, of the myrtle bloom order, very common in Jamaica, West Indies and South America. Its leaves are of oblong or oval shape, of a deep shiny green color, and about four inches long. It is largely cultivated in plantations called "pimento walks," but grows to perfection, in a wild state, in Jamaica, whence British importations have been mostly derived; hence the name Jamaica pepper. The berries are light and brittle, of roundish form and crowned with the remains of the calyx, generally in the form of a raised, sear-like ring. Each corn contains two dark brown reniform seeds. They are called "Allspice," from the fancy that they have the flavor of cinnamon, cloves and nutmegs combined. The corns are about the same size as huckleberries, and are sometimes adulterated with mustard husks. There are also inferior kinds, such as *pimento acris*.

**What Chicory Is.**

It is the roasted root of *chichorium intybus*, or wild endive, and belongs to the products of China, Holland, France and England. It is roasted in greased pans to prevent sticking. It imparts a dark color and bitter taste to coffee, but adds no nutriment. It has for an adulterant Venetian red wheat flour, red earth, rye, beans, mustard husks, and other things. Chicory itself is not poisonous, but it has too many imitations, then it is not pure coffee by any means.

Walter Baker & Co., Montreal, have reduced the price of their soluble cocoa in 1-lb. tins from 45 cents to 41 cents.

**TOBACCO MEN SEE GOVERNMENT**

**Will Oppose Proposed Excise Duties—Divided on Question of Uniform Stamp.**

The new excise duties on tobacco and cigars and the change to a uniform stamp, proposed in the budget speech recently, have awakened a good deal of interest among cigar and tobacco manufacturers, and several delegations have interviewed the Government regarding the matter.

The last one, composed of a large number of manufacturers from Toronto, Montreal, Quebec and London, met in Ottawa on Saturday last and held a conference on the situation before presenting their views to the Government.

On Monday, the deputation, headed by J. Bruce Payne, of Granby, Que., waited on Hons. Messrs. Templeman and Fielding in regard to the proposed changes.

They asked that the excise duty on cigars be reduced from \$2 to \$1 per thousand, that the customs duty on tobacco be raised from \$3 to \$4, retaining the ad valorem duty of 25 per cent., and that the Government tax all Canadian leaf at 5 cents per pound.

The members of the deputation were rather divided on the proposal to have a uniform black excise stamp on all cigars. The Quebec men favor this, on the ground that it will be favorable to the more extensive use of Canadian leaf and will thus benefit the tobacco raising industry. The Ontario manufacturers are almost unanimous in strongly opposing the union stamp, contending that the Canadian leaf, as turned out at present, is not of a satisfactory quality for cigar making and that the proposed change would be injurious to the manufacturing interests and would not be fair to the consumer.

The ministers after hearing the arguments presented promised to give the matter due consideration before action was taken.

The assets of J. A. Thibodeau, grocer, of Sorel, Que., are to be sold.

Handle

**OLD CHUM  
Cut Plug  
Smoking  
Tobacco**

It's a Trade Bringer

**McDOUGALL'S**

**CLAY PIPES**

THE BEST IN THE WORLD.

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

Established 1887

**JOS. COTE, QUEBEC**

I am offering to the trade for the Spring of 1908 the most complete assortment in Canada of smoking requisites, including: pipes, tobacco pouches, cigars, cigarettes, manufactured tobaccos, domestic and imported; Canadian Leaf Tobacco, (Special prices for car lots). Prices most interesting. Satisfaction guaranteed. You are respectfully requested to await the visit of our travellers before placing your order. All correspondence receives my personal attention.

JOS. COTE, Importer, QUEBEC

N.B. Also agent for the famous Manille Germinal cigars from the Philippine Islands. These cigars are the delight of connoisseurs.

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

**BLACK WATCH**

**The Big Black Plug  
Chewing Tobacco.**

Already a Big Seller

Sold by all the Wholesale Trade



**IT IS TIME  
TO PREPARE FOR SPRING**



If your store equipment is not modern, providing every facility for the quick and easy handling of your business you should instal

**WALKER BIN FIXTURES**

We will submit plans and estimates for the complete furnishing of store interior.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

**The Walker Bin & Store Fixture Co., Limited**  
Designers and Manufacturers of  
Modern Store Fixtures  
**Berlin, Ontario**

Representatives: Manitoba, Stuart Watson & Co., Winnipeg, Man.  
Saskatchewan and Alberta, J. C. Stokes, Regina, Sask.



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

**Ever Lie Awake Nights?**



trying to scheme out some better and easier way of keeping your accounts—some system that would take less time and cut out the mistakes? You can install the

**Allison  
Coupon  
System**

and sleep soundly every night.

**HERE IS HOW THE PLAN WORKS :**

If a man wants credit for \$10.00 and you think he is good for it, give him a \$10.00 Allison Coupon Book, and have him sign the receipt or note form in front of book, which you tear out and keep. Charge him with \$10.00. No trouble. When he buys a dime's worth, tear off a ten-cent coupon, and so on, until the book is used up. Then he pays the \$10.00 and gets another book. No pass-books, no charging, no lost time, no errors, no disputes.

Allison Coupon Books are recognized everywhere as the best.

Let us send you a cancelled sample free. For sale by the jobbing trade everywhere.

Manufactured by

**ALLISON COUPON CO.**

Indianapolis, Indiana.

The EBY-BLAIN CO., Ltd.  
Canadian Agents

**BLACK JACK**

WILL BRING NEW CUSTOMERS TO YOUR STORE



TRY IT

SOLD BY ALL  
JOBBERs

1/4-lb. tins—3 doz. in case

—BUY—

**Star Brand**

**COTTON CLOTHES LINES**

—AND—

**COTTON TWINE**

Cotton Lines are as cheap as Sisal or Manila and much better.

For Sale by All Wholesale Dealers.

SEE THAT YOU GET THEM.

# The Question of Cost

It is not a question of how much it will cost you to buy a Bowser Self-Measuring Oil Tank, but rather how much it is now costing you to be without one.

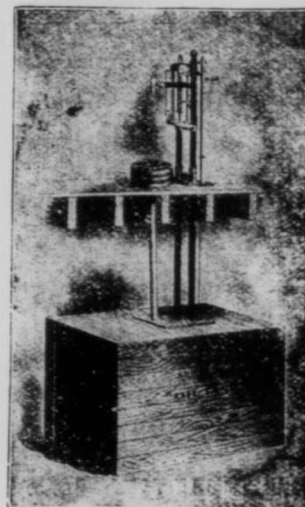
You have lost enough money to pay for a Bowser many times over. Write for Catalog B, which tells you why you have lost money and how to stop it.

## S. F. BOWSER & Co., Limited

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If you have an old Self-Measuring Tank and want a new one, write for our liberal exchange offer.



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SPRAGUE

### CANNING MACHINERY CO.,

CHICAGO, ILL., U.S.A.

Five hundred neatly printed Business Cards, Bill-heads or Dodgers one dollar. Full line of Price Tickets and Window Cards. Samples and price list on application  
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### FIXTURES, COUNTERS AND SHOW CASES

designed and made to suit your business at surprisingly moderate prices. Before fitting up or making alterations, write or phone me.

**J. HOWELL JAMES**  
333 Lippincott Street, TORONTO  
PHONE COLLEGE 2880

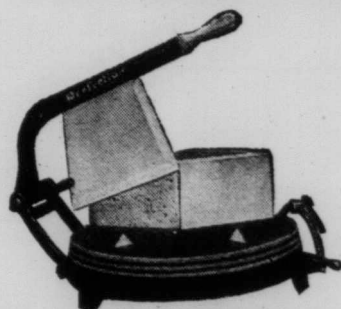
### Ridgeway's Collecting Agency

11 St. Sacramento Street, Montreal

Established 1880

Has the confidence and patronage of the banks and leading merchants such as Forbes Bros., S. J. Carter & Co., John Robertson & Son. Overdue claims collected everywhere, no collection, no charge. Tel. Main 1677.

### The PERFECTION CHEESE CUTTER



It cuts by money's worth; it cuts by pounds and fractions

You have no figuring to do; the cutter does it.

We guarantee your exact profit on every cheese.

Shield for exposed part sent with every cutter.

If your wholesale grocer don't have it, write to us.

Shipped f.o.b. Hamilton, Ont. Send all orders to

**THE AMERICAN COMPUTING CO.,** 18 and 20 Mary St.,  
OF CANADA HAMILTON, Ont.

### General Stores

All general storekeepers handling hardware should subscribe for the one paper in Canada, published in the interests of the Hardware and Metal, Stove and Tinware trades.

### Hardware and Metal

will give you each week full information regarding market changes. It will give you ideas for displaying your goods which enable you to increase the hardware end of your business.

SUBSCRIPTION, \$2.00 PER YEAR

**The MacLean Publishing Co., Limited**

MONTREAL

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WINNIPEG



### Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THE CANADIAN GROCER.

### Do You Know

One of the most worrying things in a merchant's business is his book accounts. Why not use our make of

### COUNTER CHECK BOOKS

and make business a pleasure.

WE MAKE THE MERCHANTS' TAGS

**The Merchants' Counter Check Book Co., Ltd.**

TORONTO - MONTREAL  
Canada

## Sanitary Cans

FOR HAND FILLED GOODS

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

## Sanitary Enamel Lined Cans

FOR COLOR FRUITS AND  
GOODS OF STRONG ACIDITY

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

"THE CAN WITHOUT  
THE CAP HOLE"

"BOTTOM LIKE THE TOP"

Write for Samples

SANITARY CAN COMPANY, LTD.  
NIAGARA FALLS, - ONTARIO

## ACME CANS

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

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

*Send Us Your Order.*

## ACME CAN WORKS

Montreal

## HIGH GRADE EMBOSSED

## CAN LABELS

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

Write for Samples and Prices.

STECHER LITHO. CO.  
ROCHESTER, N.Y.

## Packers' Cans

the Canadian Standard for 20 years.

## Open-Top Cans

for hand packed goods.

## Lacquer-Lined Cans

for acid fruits and highly colored packs.

## Solder-Hemmed Caps

for saving time and solder in the can-  
ning factory.

Solder, Flux and Cannery Supplies

THE

Norton Manufacturing Co.

HAMILTON

**Do you know how cheap Electricity is? Ever think of using it to Grind Coffee? Ask the Manager of the nearest Power House. He will post you on the convenience and economy of Electricity in your business. An**

**“Enterprise” <sup>Electrically Driven</sup> Coffee Mill**



will save your clerk's time, your customers' time, and advertise your store. Write for catalogs describing our various Electric Mills with capacities for granulating from 4 oz. to 9 lbs. of coffee per minute.

The illustration shows our double mill, No. 08712 with motor for direct current; one mill fitted with grinders for granulating, and the other for pulverizing. Each iron hopper holds six pounds of coffee. There are two speeds, fast and slow, which can be instantly changed from one to the other: at fast speed this mill granulates three pounds of coffee per minute. Fitted with 3/4 h.p. motor for direct current, or 1/2 h.p. motor for alternating current. The latter for slow speed only. Can be regulated while running for grinding either fine or coarse.

We will gladly give any information desired about these mills.

**The Enterprise Mfg. Co. of Pa., Philadelphia, U. S. A.**

**CARPET  
TACKS**

**ALL SIZES AND KINDS**

Samples and prices upon request

**THE BAZIN MFG. CO.**

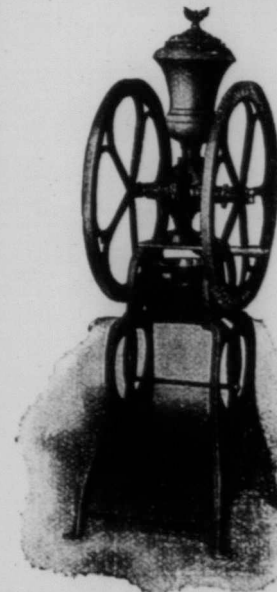
**94 Arago Street**

**QUEBEC**

**COLES' Coffee Mills**

**PULVERIZING AND GRANULATING**

**Points of . .  
Excellence**



Price \$25.00

- 1—Ease in running.
- 2—Rapidity in grinding.
- 3—Perfect uniformity in grinding.
- 4—Cleanliness.
- 5—Patent Pulverizing Grinders. We have the only Mill that will pulverize coffee without heating. Specify whether wanting the Pulverizing Grinders or Granulating Grinders.
- 6—Device for opening grinders. This patent device is intended to let out nails, stones or other obstructions without opening or disturbing the Mill proper and without loss of time or coffee.

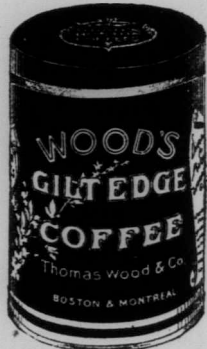
**COLES MANUFACTURING CO.**  
Nos. 1615-1635 North 23rd St. **PHILADELPHIA, PENN., U.S.A.**

AGENTS:

Todhunter Mitchell & Co., Toronto.  
Dearborn & Co., St. John, N.B.

Forbes Bros., Montreal.  
Gorman Eckert & Co., London, Ont.

# Exalted Types



ESTABLISHED 1879

We are familiar with "exalted types of manhood," and it is to such that every community "takes off its hat."

Now, as our goods bear the same relation to the ordinary haphazard variety as the First Citizen does to the Hobo, it is pertinent to affix the adjective "Exalted" to

## WOOD'S COFFEES

They have earned and maintained the highest position "among their fellows."

Canadian Factory and Salesrooms:

No. 428 St. Paul Street - - - MONTREAL

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National Drug Co., Montreal  
Royal Baking Powder Co., New York

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Cowan Co., Toronto.  
Kingery Mfg. Co., Cincinnati.  
MONEY BISCUIT & CANDY CO., Stratford.  
Mott, John P., & Co., Halifax, N.S.  
National Licorice Co., Brooklyn, N.Y.

**Brooms, Brushes and Woodenware.**

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Stevens-Hopner Co., Port Elgin, Ont.  
Woods, Walter, & Co., Hamilton.

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Bloomfield Packing Co., Bloomfield, Ont.  
Burlington Canning Co., Burlington, Ont.  
Canadian Cannery, Hamilton.  
Lea Pickling & Preserving Co., Simcoe.  
Old Homestead Canning Co., Picon.  
Turner, James & Co., Hamilton, Ont.

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Norton Mfg. Co., Hamilton  
Sanitary Can Co., Niagara Falls, Ont.  
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Stecher Litho. Co., Rochester, N.Y.

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**Cheese Cutters**

American Computing Co., Indianapolis

**Cigars, Tobaccos, &c.**

American Tobacco Co., Montreal.  
Cote, Joseph, Quebec, Que.  
Empire Tobacco Co., Montreal.  
McDougall, D., & Co., Glasgow, Scot.  
Tuckett, Geo. E., & Son Co., Hamilton.

**Clutch Nails, Nail Hooks, Strap-  
ping, &c.**

Warrington, J. N., Montreal.

**Cocoas and Chocolates.**

Baker, Walter & Co., Dorchester, Mass.  
Chocolats Mourisse, Montreal  
Cowan Co., Toronto.  
Dunn, Wm. H., Montreal.  
Epps, James, & Co., London, Eng.  
Mott, John P., & Co., Halifax, N.S.  
Nestles Chocolate, Montreal.

**Cocoanut.**

Canadian Cocoanut Co., Montreal.

**Computing Scales.**

Computing Scale Co., Toronto.

**Concentrated Lye.**

Gillett, E. W., Co., Toronto.

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Fussell & Co., London, Eng.  
Truro Condensed Milk Co., Truro, N.S.

**Cotton Seed Products.**

Brayley, J. M., Montreal

**Counter Check Books.**

Carter-Crume Co., Toronto  
Merchants' Counter Check Book Co., Toronto

**Crockery, Glassware and Pottery.**

Campbell's, R. Sons, Hamilton.

**Dairy Produce and Provisions.**

Clark, Wm., Montreal.  
Dawson Commission Co., Toronto.  
Duff & Son, Hamilton, Ont.  
Fearman, F. W., Co., Hamilton.  
Heath, J. A., Winnipeg.  
Ingersoll Packing Co., Ingersoll, Ont.  
Laing Packing & Provision Co., Montreal  
MacLaren Imperial Cheese Co., Toronto  
Nickerson & Hart, Halifax, N.S.  
O'Mara, Joseph, Palmerston.  
Park, Blackwell Co., Toronto.  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm., & Co., Toronto.

**Feathers**

Poulin, P., & Co., Montreal

**Financial Institutions & Insurance**

Bradstreet Co.

**Fish.**

Atlantic Fish Co., Halifax, N.S.  
Bickle, J. W., & Greening, Hamilton.  
Cassidy John E., Montreal  
Connors Bros., Black's Harbor N.B.  
James, F. T., & Co., Toronto  
Leonard Bros., Montreal  
McLea, J. & R., Montreal  
McWilliam & Everist, Toronto.  
Millman, W. H., & Sons, Toronto.  
Windsor, J. W., Montreal.

**Flavouring Extracts.**

Capstan Mfg. Co., Toronto.  
Imperial Extract Co., Toronto.

**Fluid Beef.**

Bovril Limited, Montreal.

**Foreign Importers.**

Scott, David, & Co., Liverpool, Eng.

**Fruits—Dried, Green, and Nuts.**

Belleville Fruit & Vinegar Co., Belleville.  
Davidson & Hay, Toronto.  
Dawson Commission Co., Toronto.  
Gillard, W. H., & Co., Hamilton, Ont.  
Kinnear, Thos., & Co., Toronto.  
Lucas, Steele & Bristol, Hamilton.  
Montreal Fruit Exchange, Montreal.  
McWilliam & Everist, Toronto.  
Nickerson & Hart, Halifax.  
Rattray, D., & Sons, Ltd., Quebec  
Smith, E. D., Winona, Ont.  
Stringer, W. B., & Co., Toronto.  
Tippet, A. F., & Co., Montreal.  
Turner, James, & Co., Hamilton.  
Walker, Hugh, & Son, Guelph.  
White & Co., Toronto.

**Gelatine.**

Cox, J. & G., Edinburgh, Scotland.  
Nicholson & Brock, Toronto.

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Battle Creek Toasted Corn Flakes Co., London, Ont.  
Canadian Shredded Wheat Co., Niagara Falls, Ont.  
Greig, Robert, Co., Toronto.  
Harty, J. B., Pictou, N.S.  
Kironac, Nap. G., & Co., Quebec.  
Nicholson & Bain, Winnipeg.  
Paradis, C. A., Quebec

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Adelstein, P., Montreal  
Balfour, Smye & Co., Hamilton.  
Bell, Thos., & Sons, Montreal  
Boyd Co., Port of Spain, Trinidad  
Ozo Co., Montreal.  
Carter, S. J. & Co., Montreal.  
Casson, John, & Co., Toronto  
Chaput Fils & Cie, Montreal  
Colson, C. E. & Son, Montreal.  
Davidson & Hay, Toronto.  
Eby, Blain Co., Toronto.  
Eckardt, H. P., & Co., Toronto  
Fenwick, Hendry & Co., Kingston, Ont.  
Galbraith, Wm., & Son, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Hudson, Hebert & Cie, Montreal  
Kinnear, T., & Co., Toronto.  
Laporte, Martin & Co., Montreal  
Lucas, Steele & Bristol, Hamilton.  
Mathewson's Sons, Montreal.  
Todhunter, Mitchell & Co., Toronto.  
Turner, James, & Co., Hamilton.  
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**Grocers' Grinding and Packing Machinery.**

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Enterprise Mfg. Co., Philadelphia, Pa.  
Sprague Canning Machinery Co., Chicago

**Infants' Foods.**

Keen, Robinson & Co., London, Eng.

**Jams, Jellies, &c.**

Batger's—Rose & Lafamme, Montreal.  
Goodwillie's—Rose & Lafamme, Montreal  
Lipton, Thomas J.  
Ozo Co., Montreal.  
Smith, E. D., Winona, Ont.  
Sugars & Cannery, Ltd., Montreal  
Upton, Thos., & Co., Hamilton.  
Wagstaffe Limited, Hamilton, Ont.  
Windsor, J. W., Montreal.

**Labels**

Stecher Litho. Co., Rochester, N.Y.

**Lamps, Etc.**

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Adamson, J. T., Montreal.  
Anderson, Powis & Co., Toronto.  
Ashley & Lightcap, Winnipeg.  
Bunnell & Lindsay, Winnipeg  
Charman, Escott Co., Winnipeg, Man.  
Chausse & Cie, Montreal  
Dunn, Wm. H., Montreal and Toronto  
Elson & Whitlock, Moose Jaw, Sask.  
Evans, F. G., & Co., Vancouver, B.C.  
Foley, F. J., & Co., Edmonton, Alta.  
Gorham, J. W., & Co., Halifax, N.S.  
Holmes, W. G., & Co., Calgary, Alta.  
Lambe, W. G. A., & Co., Toronto.  
McFarlane & Field, Hamilton, Ont.  
MacLaren Imperial Cheese Co., Toronto  
McLean, J. J., Moose Jaw, Sask.  
MacNab, T. A., & Co., St. John, Nfld.  
Millman, W. H., & Sons, Toronto.  
Nicholson & Bain, Winnipeg.  
Richards, S. C., Winnipeg  
Rutherford, Marshall & Co., Toronto.  
Ryan, Wm. Co., Toronto.  
Steele, M. B., Winnipeg, Man.  
Strang Bros., Winnipeg, Man.  
Thompson, G. B., Winnipeg, Man.  
Tippet, A. F. & Co., Montreal.  
Warren, G. C., Regina, Sask.  
Watson, Stuart, Winnipeg, Man.  
Watson, Andrew, Montreal.  
Walt, John J., Toronto

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Improved Match Co., Montreal.

**Mince Meat.**

Capstan Mfg. Co., Toronto.  
Clark, Wm., Montreal.  
Fearman, F. W., Co., Montreal  
Lytle, T. A., Co., Toronto.  
Wagstaffe, Limited, Hamilton.  
Wetthey J. H., St. Catharines.

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Binks, Chas. H., & Co., Montreal

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Urain, Rolla L., Co., Ottawa.  
Ontario Office Specialties Co., Toronto

**Oil**

Queen City Oil Co., Toronto

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**Pass Books, &c.**

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Capstan Mfg. Co., Toronto.  
Douglas J. M., & Co., Montreal.  
Lea Pickling & Preserving Co., Simcoe.  
Ozo Co., Montreal.  
Hudson, Hebert & Cie, Montreal  
Paterson's—Rose & Lafamme, Montreal.

**Poison Rat**

Common Sense Mfg. Co., Toronto

**Polishes—Metal.**

Oakey, John, & Son, London, Eng.  
Nickle Plate Stove Polish Co., Chicago

**Polishes—Shoes.**

Dallof, F. F., Co., Ltd., Hamilton, Ont.

**Polishes—Stove.**

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Gray, Young & Sparling, Wingham  
Toronto Salt Works, Toronto.  
Verret, Stewart & Co., Montreal.

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La Cie Des Savon Francais, Montreal.  
St. Croix Soap Mfg. Co., St. Stephen, N.B.  
Welcome Soap Co., St. John, N.B.  
Young-Thomas Soap Co., Regina.

**Soda—Baking.**

Church & Dwight, Montreal.

**Starch.**

Edwardsburg Starch Co., Cardinal, Ont.

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Terminal Warehouse & Cartage Co., Toronto

**Store Fixtures, Show Cases, Etc.**

James J. Howell, Toronto  
Sexton Mfg. Co., Toronto  
Walker Bin & Store Fixture Co., Berlin

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Canada Sugar Refining Co., Montreal.  
Dominion Molasses Co., Halifax, N.S.  
Edwardsburg Starch Co., Cardinal, Ont.  
Girard, P. J., Richmond, Que.  
Imperial Syrup Co., Montreal.  
Lucas, Steele & Bristol, Hamilton.  
Rosa, L. G., Toronto  
Sugars & Cannery Ltd., Montreal  
Tippet, A. P., & Co., Montreal.

**Tacks.**

Bazin Mfg. Co., Quebec, P.Q.

**Teas, Coffees, and Spices.**

Balfour, Smye & Co., Hamilton.  
Brayley & Co., Montreal.  
Ceylon Tea Association  
Chase & Sanborn, Montreal  
Ewing, B. H. & Sons, Montreal.  
Gillard, W. H., & Co., Hamilton.  
Grish, Robt. Co., Toronto.  
Kit Coffee Co., Glasgow, Scotland.  
Lipton, Thomas J., Toronto  
Minto Bros., Toronto.  
Paterson, R., & Sons, Glasgow, Scot.  
Salada Tea Co., Toronto and Montreal  
Symington, T., Edinburgh, Scot.  
Truro Condensed Milk Co., Truro, N.S.  
Turner, James, & Co., Hamilton.  
Warren, G. C., Regina, Sask.  
Wood, Thos., & Co., Montreal.

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Young, W. F., Montreal

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Belleville Fruit and Vinegar Co., Belleville  
Midland Vinegar Co., Birmingham and Toronto

**Washing Compound.**

Gillett, E. W. Co., Toronto.  
Winn & Holland, Montreal.

**Woodenware**

Nelson, H. W., Co., Toronto  
United Factories Ltd., Toronto

**Yeast.**

Gillett, E. W., Co., Toronto.

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Bunnell

Campbe  
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Capstan  
Carter  
Cassidy  
Ceylon  
Chaput  
Chase &  
Chausse  
Clark, V  
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Connors  
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Cote, J  
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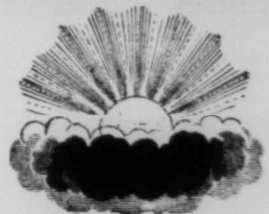
Dalley,  
Davidso  
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Dominio

**"Batger's"**

**Lemon Squash, & Lime Juice Cordial**

When your customers come in and ask for a **Good Summer Drink** sell them **Batger's** Lemon Squash or Lime Juice Cordial—They give the satisfaction that brings repeat orders—**No Sugar Required**, but just add water. Very handy and **economical**. Retail at popular prices and show a splendid profit. Try a case of 2-doz. Pints or Quarts.

**Rose and Laflamme**  
Montreal and Toronto



**"Sun Burst"**  
**"Non-Pareil"**  
**Kentucky Edible Oils** Winter Pressed

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