

CIRCULATES EVERYWHERE IN CANADA

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

THE CANADIAN GROCER

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

Office of Publication 10 Front Street East, Toronto.

VOL. XXI.

MONTREAL, TORONTO, WINNIPEG, JUNE 14, 1907.

NO. 24.



KEEN'S OXFORD BLUE

The use of Keen's Oxford Blue has become a habit with every careful housewife. It does finer work and no injury or blemish to the most delicate fabric. That's why you should recommend it.

For sale by every jobber

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

From One End of Canada to the Other
the demand for

Edwardsburg "Silver Gloss" Starch

is increasing. The housekeepers have tried and proved its superiority over all other brands of Canadian or Imported Laundry Starches. The dealer has also realized that it pays him to sell that which is in demand and buys

Edwardsburg "Silver Gloss" Starch

EDWARDSBURG STARCH CO., Limited

ESTABLISHED 1858

53 Front St. East
TORONTO, Ont.

Works,
CARDINAL, Ont.

St. James Street
MONTREAL, P.Q.

LEA & PERRINS'

WORCESTERSHIRE SAUCE is found wherever meat is eaten, and it behooves all grocers to lay in a stock, especially in view of the heavy demand which always occurs during the summer months, when chops, steaks, and all sorts of cold meats are so extensively eaten. No sauce made possesses the same piquant taste as Lea & Perrins', and epicures the world over realize that fact and ask for "Lea & Perrins' Worcestershire Sauce" at the restaurant, the club, and in their homes.

Crosse & Blackwell are special agents for Lea & Perrins' Sauce, and if you order it with C. & B. goods you will get a cheaper freight rate than if you send in a separate order for it, and this saving, coupled with the fact that we quote the manufacturers' very lowest prices.

CROSSE & BLACKWELL, LTD

SOHO SQUARE, LONDON, ENGLAND.

AGENTS,

C. E. COLSON & SON,

MONTREAL.



SPECIALS WORTH ORDERING

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

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

Push
Progress,
Profits!

“Where there's a will, there's a way.” Where there's constant push **in the right direction**, there's progress. Where there's constant upward progress, there's sure, safe profits. Let **“Quality”** be your watchword!

Stower's Lime Juice never grows musty. 20% stronger than any Lime Juice made, because **concentrated**. Put up in handsomely labelled and capsuled “special” bottles. Pure—absolutely.

Stower's Lime Juice Cordial is all ready to use with a little water. Pure, concentrated Lime Juice and the best loaf sugar—**that's all.**

Stower's
Lime Juice
Lime Juice Cordial.

“Thistle” Brand
Finnan
Haddies.

We have sold them for seventeen years. They are cured, cleaned and packed right at the water side, in one of the most perfectly equipped and cleanest factories of the kind on the Atlantic Coast. **Real Haddock**, without a particle of dirt or slime. The rich, delicate flavor is retained in all its natural freshness.

ARTHUR P. TIPPET & CO., AGENTS,

8 Place Royale,
Montreal,

84 Victoria Street,
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.

BARBADOES, W. I.

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

REGINA.

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

TORONTO.

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

HALIFAX, N.S.

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

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

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

HAMILTON.

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

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

VANCOUVER.

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

MONTREAL

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

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

WINNIPEG.

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

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

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

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

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

LARD
Swift's "Silver Leaf"
Tubs and Pails
Car now on Track.
Anderson, Powis & Co.
Agents

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

(Continued on page 4.)

SEASONABLE SPECIALTIES

Our stock is well assorted with all the lines that will be in demand through the summer months. We can make quick shipment of your orders for

All the well known Brands

Pickles, Sauces, Salad Dressings

Last year the demand for Rowat's Fruit Wines so greatly exceeded our expectations that we were quickly sold out.

This year, while we greatly increased our importation, we find our first shipment is pretty well sold up, but we have more in transit, so we can look after all orders for

Rowat's Fruit Wines

In Lime Juice

Lime Juice Cordial

Lemon Squash

Raspberry Vinegar

Two sizes

Fancy Decanters

to retail at

15 and 25cts. each

They pay you a handsome Profit.

—Better Order Now—

Just now, with the shortage on most lines of Canned Fruits, you will find the snap we are offering of special good value.

Canned Pears, 2s, Light Syrup, \$1.25 per doz.

Don't forget—that while we are quoting low prices on all kinds of Domestic Sardines—we have a very complete stock of

Now's
the time
to sell
them—

Imported Sardines

and our quotations in many instances are below the present cost to import them—

THE EBY, BLAIN CO., LIMITED

WHOLESALE GROCERS, TORONTO

Manufacturers' Agents—Continued.

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

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

EXPORT TRADE DEPARTMENT

Firms Abroad Open for Canadian Business

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

DAVID SCOTT & CO.
Established 1878. 10 North John St.
LIVERPOOL, ENGLAND.
Splendid connections and references. Try us with a ship-
ment 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.

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

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

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

Persons addressing advertisers will
kindly mention having seen their adver-
tisement in The Canadian Grocer.

SHALLCROSS, MACAULAY & CO.
VICTORIA and VANCOUVER, B.C.

GENERAL AGENTS

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

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, corres-
pondence solicited.

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

...ESTABLISHED 1849...

BRADSTREET'S

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

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

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

—OFFICES IN CANADA—

CALGARY, ALTA. HAMILTON, ONT. LONDON, ONT. MONTREAL, QUE.
HALIFAX, N.S. QUEBEC, QUE. ST. JOHN, N.B. TORONTO, ONT.
OTTAWA, ONT. VANCOUVER, B.C. WINNIPEG, MAN.

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



Right in line for the
Spring cleaning.

Best of all Laundry
Starches.

OCEAN MILLS, MONTREAL

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

BASKETS

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

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

The Oakville Basket Co.,
OAKVILLE ONT.

COMMON SENSE

KILLS { Roaches and Bed-Bugs
Rats and Mice

All Dealers and 381 Queen St. W.

TORONTO, ONT.

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

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

“If some big oak comes in contact with a steam shovel, that robs it of soil, undermining its roots, it will suffer, just as the grocer will decline when public confidence is lost through neglect or bad service, *which includes poor goods, and carelessness in extending credits, the latter the counterpart of the big steam shovel.* The moral of this is that to hunt for big game one must have a first-class rifle. Who would think of going after a grizzly bear with a poor shotgun?”

The public is the retail grocers' quarry. Do you work it consistently, methodically, intelligently, perseveringly, fairly? Its possibilities are tremendous because its expansive powers are great. The public grows in great numbers and in resources. *Do you?*”

The application.—If you are after big game—the great consuming public—you *must have first-class goods* to attain success, and that is why you should *sell exclusively goods guaranteed as to quality* by the *Canadian Cannery, Limited.*

Brands:—*Aylmer, Little Chief, Log Cabin, Horseshoe, Auto, Kent, Lynnvalley, Maple Leaf, Lion, Thistle, Grand River and White Rose.*

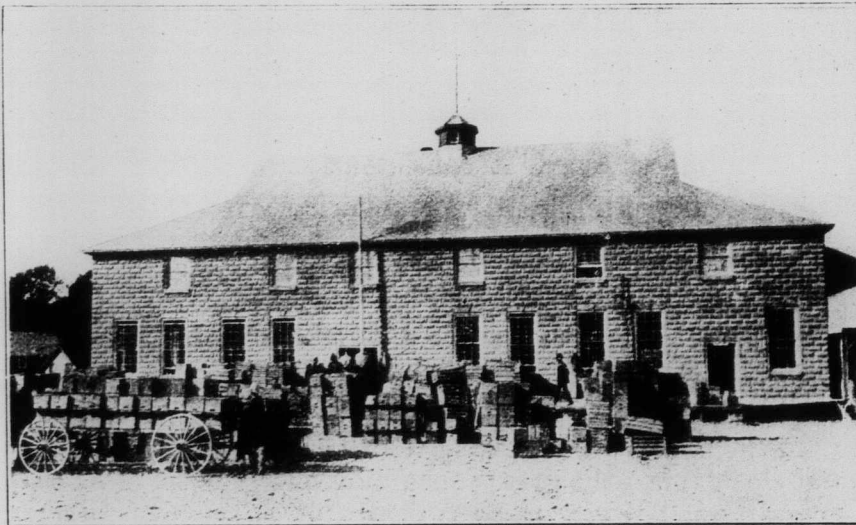
There are more than a few reasons for the preference, so unanimously expressed, by the women of Canada in favor of

OLD HOMESTEAD BRAND

Canned Fruits and Vegetables

The climate, where our products come from, is ideal for the gradual and thorough nourishment of the vegetable kingdom. Too sunny lands and sultry winds mean premature growth and quick decay and nowhere else on the globe are climatic conditions just right for the best fruits and vegetables. Then we better nature's work by eliminating all fruits and vegetables showing the least symptoms of coming taint, and, mind you, the scrutiny of our experts is microscopic in its severity.

Canada's
Ideal
Canning
Factory



Home
of Old
Homestead
Brand

And there you see Canada's best canning factory—in fact, the ideal one. The ultra cleanliness of the place goes without saying. Numerous devices, making for perfection, obtain therein. Extravagant! No sir! We had simply determined to give you the concentrated goodness of fruits and vegetables in cans—a goodness so unapproachable by even the next best brand that the particular women of Canada called **OLD HOMESTEAD BRAND**—“Incomparable.” People who want fruit and vegetable goodness condensed, order **OLD HOMESTEAD BRAND**. Can you supply the demand?

The Old Homestead Canning Co.

PICTON, ONTARIO

**Mr. Grocer! Are You Sure That You Are
Safeguarding Your Profits?**



I am aware of the fact that no Grocer would deliberately endanger his margin of profit; but unless you stock and recommend the famous

**E. D. S. Brand
JAMS and JELLIES**

you are not taking the necessary precautions. **E. D. S. Brand Jams and Jellies** are the wholesomest, purest and best manufactured in Canada. Government inspectors say so. **Ask for the proofs!**

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

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



PUSH YOUR SALES

PEOPLE WHO KNOW like the rich smoothness of flavor so characteristic of Greig's **White Swan Jelly Powders**. It is the exquisite delicacy of flavor (**Greig's Flavor**) combined with the finest powdered sugar and extra refined calfsfoot gelatine that makes the White Swan Jellies so **palatable** and refreshing—wholesome too. All of the fifteen flavors are equally good.

THAT'S WHY IT PAYS TO PUSH YOUR SALES

We **create** the trade for you.

Ask about our special advertising plan.

It's free.

THE ROBERT GREIG COMPANY, LIMITED
WHITE SWAN MILLS TORONTO

GREIG'S White Swan BRAND



National Licorice Co.

Brooklyn, N.Y.

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

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

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

"Gingerbread"

BRAND

Molasses

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

Put up solely by

Dominion Molasses Co.,

LIMITED

Halifax, - Nova Scotia

Agents

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

All
Valencia
Raisins
Packed by

MAHIQUES, DOMENECH & CO.

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

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

"W. Abel" Standard
Quality

4 Cr. Layers

Selected

Fine Off-Stalk

Agents: Rose & Laflamme

Montreal and Toronto

When Buying Californian

Prunes,

Evaporated Fruits,

Seeded Raisins

Loose Muscatels

Etc.

Specify

"Pansy" and "Daphne"

Brand

Brand

Always of the Highest Quality

Packed by Guggenlime & Company,
San Francisco, Cal.

Agents:

Rose & Laflamme, Montreal
MacLaren Imperial Chesse Co., Ltd., Toronto
G. H. Gillespie, London, Ont.
J. H. Dunlop, Moncton, N.B.
E. D. Adams, Halifax, N. S.

“O.K.”
REGISTERED

England's Foremost Fruit Sauce

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

Muscateles, from Malaga	Raisins, from Valencia
Cane Sugar, from West Indies	Mangoes, from West Indies
Oranges, from Seville	Cinger, from Jamaica
Red Peppers, from Zanzibar	Capeiouns, from Zanzibar
Nutmegs, from Penang	Mace, from Penang
Cloves, from Penang	Cinnamon, from Ceylon
Tomato Puree, from Italy	Garlics, 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.

Gesye Mason & Co. Ltd.

MASON'S 'O.K.' SAUCE

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

RETAILS 25 CENTS PER LARGE BOTTLE.

REPRESENTED

BY **McTavish & Worts,**

74 Yonge Street Arcade, Toronto.

GEO. MASON & CO., LTD.,

LONDON, Eng.

Telephone, Main 6285

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

THE CANADIAN GROCER

PINEAPPLES

Singapore canned, packed in the following shape :

1s Whole, 4 doz. cases ; 1½s Whole, 4 doz. cases ; 1½s Sliced, 4 doz. cases ;
1½s Chunks, 4 doz. cases ; 2½s Whole, 2 doz. cases.

The 1s Whole are something new, and can be sold for 10c.

Thomas Kinnear & Co.

Wholesale Grocers **TORONTO and PETERBORO**

*The
"Quality"
Salt*

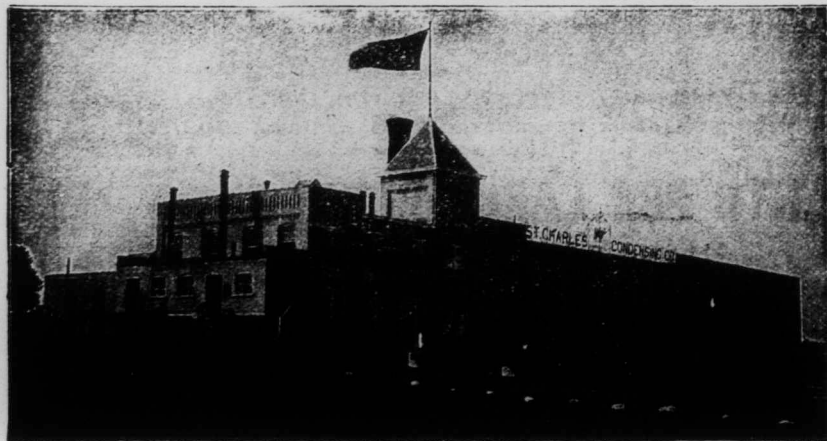
Since "the proof of the pudding is in the eating" we think that Windsor Salt has proved up by facts, by sales, by test. It passed the "comparison" stage long ago—now other salts are proved by "Windsor".

If "other salts" prove up, 50 per cent. that means they are 50 per cent. as pure, white, crystalline as Windsor Salt.

Windsor Salt is the so-called weather gauge—the testing glass—the "prover"—*the one hundred per cent salt.*

Windsor Salt

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



INGERSOLL, CANADA—FACTORY

AN EASY ONE.

Added to our splendid assortment of
GOLD MEDALS.

ST. CHARLES EVAPORATED CREAM

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

St. Charles Condensing Co.

"SALADA'S" Increase

For the first Five (5) Months of this year over the same period of 1906, amounted to

242,808 lbs.

This was in all Branches combined.

In Canada alone our increase for the same period amounted to

158,457 lbs.

Thus, our total increase averages 11,036 lbs each week over the same week of last year.

We believe that this, our, increase alone is more tea than was sold by any other firm in the Dominion in either packet or bulk in the same five months.

Does this not show you conclusively that "SALADA" is in ever increasing demand, that it pleases the public taste and that it will pay you to keep it to the front?

"SALADA," offices at Toronto, Montreal, New York, Chicago, etc.

Phenix Washing Powder

Is selling in greater quantities than we anticipated. Our most sanguine expectations have been surpassed.

It's all in the Quality.

Are You Selling it?

C. A. CHOUILLOU & CO.

Sole Distributing Agents in Canada

14 Place Royale, - MONTREAL



Confidence can always be placed in

STERLING

BRAND

PICKLES CATSUPS and RELISHES

The favorite of every outing party — on every luncheon table.

Wise grocers know it pays to keep well stocked always in this line.

MADE IN CANADA BY

The T. A. LYTTLE CO.

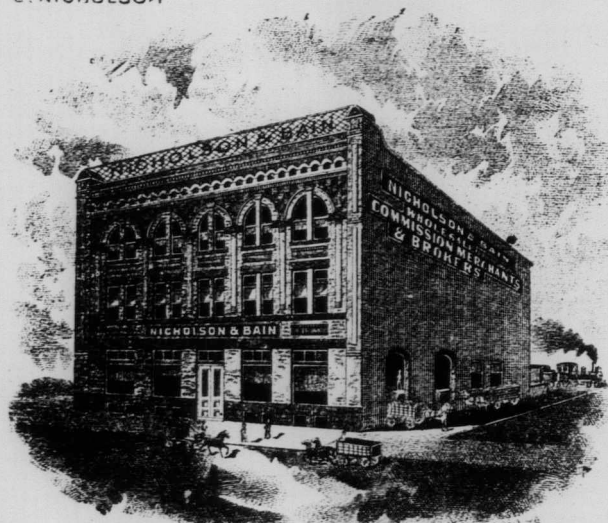
Limited

TORONTO, - CANADA

E. NICHOLSON

CABLE ADDRESS: D H BAIN
NICHOLSON, WINNIPEG

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



BANNATYNE ST. EAST
TRANSFER TRACK.

CALGARY BRANCH NICHOLSON & BAIN



Winnipeg, May 29th, 1907.

TO MANUFACTURERS AND SHIPPERS

DEAR SIRS:

We are seeking to add to our list a few more first-class accounts.

We are in position to give you effective representation through Western Canada, and if you will place your interests in our hands, we will do all we can to promote a steady and growing trade for you.

Our situation and facilities are such that we can practically control sales throughout a large section of the most rapidly growing territory in Canada. We have been in business upwards of a quarter of a century, know the trade thoroughly and have the confidence of the dealers generally.

Please let us hear from you. We have room for more lines, and should like to discuss details with you.

Very truly yours,

NICHOLSON & BAIN,

CALGARY

WINNIPEG

EDMONTON



Your Customers Know It.

¶ Magic Baking Powder insures such delightful results in baking that housewives most everywhere use it.

¶ The purity and wholesomeness of the ingredients that enter into its making have made it Canada's Standard Baking Powder.

Magic Baking Powder

is so splendidly advertised and yields such a lasting profit that it is everywhere sold by wide-awake Grocers.

- ¶ It gives undoubted standing to the store that stocks it.
- ¶ If you are not handling it, hadn't you better begin now ?



ESTABLISHED 1852.

Food products that are produced in clean factories are best.



The Finest
Family Polish
on the Market.

BLACK JACK

AT YOUR JOBBERS'

Wines Liquors Alimentary Products

L. FONTANEL

General Agent and Importer

REPRESENTING:

Pernot's Biscuits Marge Vermicelli and Macaroni
Guigoni's Olive Oils Poulain's Cocoa
 Jacquemin French Mustard

Will be pleased to quote lowest prices on all Alimentary Products from France, Spain and Italy

207 St. James St. - Montreal

Branches: Winnipeg, Vancouver, Victoria

Established Over 50 Years

DARLING & BRADY

Manufacturers of
The Well Known

CLIMAX SOAP

A HIGH CLASS HOUSEHOLD SOAP

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

NO PREMIUMS

PRICES RIGHT

SAMPLES AND PRICES
ON APPLICATION

96 St. Charles
Borromeo Street,

- Montreal

**QUAKER
CANNED
GOODS**

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

"FOR TEA, YOU CAN'T BEAT LIPTON'S"

When ever anyone says "**Lipton**," what do you think of? Teas, don't you?

Coffees, Jams, Pickles, Jellies and general provisions, and then you have a vague picture of a vast business concern located in London, England, with branch tentacles reaching all over the world.

Just drive this indistinct picture out of your mind. Put this new one in its place.

In Toronto at 75 Front Street, East, is now located the Canadian office of **Thomas J. Lipton**, for the purpose of bringing all Canada into closer touch with the concern through this branch, which in scope and completeness, fully equals the London main office.

Everything with the **Lipton** signature, from Jellies to Teas, needs no promises from us.

It's good. It always was good. It always will be good.

But **Lipton's Teas** stand out above all the rest.

They're the same to the **Tea** world as **Koh-I-Noors** are to the world of diamonds.

Every ounce of **Lipton's Tea** is packed in a sealed airtight tin and remains fresh and strong until its flavor is brewed out.

Keep the new establishment in mind, and

LIPTON'S TEAS

in stock

Over 1,000,000 packages sold weekly

THE CANADIAN GROCER

PRINCE OF WALES SPICES

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

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

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

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

COST IS GREATER BUT THE VALUE IS THERE

S. H. EWING & SONS

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

TORONTO BRANCH, 29 CHURCH STREET
Telephone Main 3171

Wholesale Grocers and Jobbers

When estimating your requirements
get our prices on following lines:

Raw and Refined

Walnuts

Raisins

Sugars

Almonds

Currants

Molasses

Filberts

Shelled Nuts

Either for import orders or from spot consignments

D. RATTRAY & SONS Limited

QUEBEC

Montreal

OTTAWA

KOPS ALE AND STOUT

ENGLISH BREWED, NON-INTOXICATING TABLE BEERS

FOR DINNER, SUPPER OR WHENEVER THIRSTY

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

Try also Kops Delicious Non-Alcoholic Wines and Cordials.

AGENTS:

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

KENNETH H. MUNRO, Coristine Bldgs., Montreal

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

KYLE & HOOPER, Front St. East, Toronto

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

KOPS BREWERY,

- FULHAM, LONDON, S.W.

CANNED GOODS for Fall

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

Tartan BRAND

SIGN OF PURITY

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

For further Particulars Phone 596. Free to buyers.

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

BALFOUR, SMYE & CO.

Wholesale Grocers, - - HAMILTON

9 Good Lines to Sell



STARCH—Rich and glossy

BORAX—A household necessity

AMMONIA POWDER—A great cleanser

“ **BAKING SODA**—Absolutely pure

“ **COFFEE**—Our own special brand

“ **EXTRACTS**—Triple strength

“ **CORN STARCH**—Tasty and nourishing

“ **JELLY POWDER**—Retail 6 for 25c.

We are prepared to make it worth your while to do so—

Let us send you samples and prices.

Snowdon, Forbes & Co.

449 St. Paul Street

MONTREAL

“It is the Leader in Breakfast Foods”

one of Toronto's leading family grocers wrote to his jobber, in re-ordering

Orange Meat

The only breakfast food that can truly be said to satisfy young and old—Its careful preparation from finest selected wheat, leaves no room for complaint—

Just now your customers will find it delicious with early fruits—

Ask your jobber—

CEREALS, Limited

KINGSTON, ONT.



Don't Knock Your Business

by delivering your groceries in any old box on wheels. You want a good, first-class, dependable waggon—that's the kind we build—a waggon that will advertise your business. We have interesting news for you.

WRITE TO-DAY

H. G. Abbott & Co. London, Ont.

Redpath

IS

CANADA'S STANDARD

FOR

REFINED SUGAR

Manufactured by

THE CANADA SUGAR REFINING CO.

LIMITED

Montreal

TO MANUFACTURERS !

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

We are still open for a few more good lines.

The Standard Brokerage Co., Limited

ARTHUR NELSON, Manager.

144 Water Street

VANCOUVER, B.C.

St. George's Baking Powder



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

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

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

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

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

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

DO YOU CONSIGN?

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

Best Results Obtained

Enquiries Solicited

Cable Address: BOYD, TRINIDAD

Prompt Returns

All Codes Used

LONDON AND NEW YORK: FRAME & CO.

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 WHOLESALERS
THOS. SYMINGTON & CO. EDINBURGH



Just Tear Off the Coupon

and you have within reach an endless variety of valuable articles (not trashy premiums) but goods of A-1 quality.

"The Fairbank Plan" method of rewarding the clerks for their co-operation in selling the great Fairbank Specialties:

- Gold Dust Washing Powder**
- Fairy Soap**
- Copco Soap**
- Fairbank's Glycerine-Tar Soap**
- Fairbank's Scouring Soap**
- Fairbank's Sanitary Soap**

is based first of all on *quality*. We want the first article received to be an incentive to work for more — and we know that we must give good value to accomplish this result — which is just what we are doing.

"The Fairbank Plan" premium list contains an assortment of goods of real value that we defy any one to excel — because The Fairbank Company realizes that "the man behind the counter" is an important factor in developing and extending the trade on their products. We believe in rewarding effort, and we know the retail clerks of this country have done much for us.

Send for a copy of "The Fairbank Plan" premium list and find out all about it

The N. K. Fairbank Company
Montreal, Canada

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

Chase & Sanborn,
The Importers, Montreal



The
Factory
where
the Best
Canned Goods
in
Canada
are put up---

Get them on
your
shelves

The Essex Canning and Preserving Co.

8 WELLINGTON STREET EAST - - - TORONTO

A Canning Factory for \$30

That sounds strange, but it's true.
The Modern Canner is the individual fruit-growers' factory.
It will can fruit or vegetables quickly, easily and cheaply, allowing no waste, but large profits.
Three sizes—1,000, 2,000 and 4,000 tins in 10 hours. Prices \$30, \$60 and \$90.

Write for Descriptive Booklet.

Modern Canner Co.,
Canadian Branch, St. Jacobs, Ont.

TENTS

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

All sizes and styles in stock. Immediate delivery

Special Discount to the Trade.

Write for Catalogue.

The Gourock Ropework Export Co., Limited
28 St. Peter Street, Montreal

A Reputable Grocer

values his business too highly to stock inferior foods, and you can depend upon it that he is a great deal too shrewd to stock an inferior leather-des-troying shoe polish since the virtues of



2 in 1

are so widely known. **2 in 1** satisfies your customers because it is an excellent leather preservative. It's a trade-builder you ought to know more about.

When ordering, please mention The Canadian Grocer.

The F. F. Dalley Co.
LIMITED
Hamilton, Canada. Buffalo, U.S.A.

THE CANADIAN GROCER

VINEGAR

WHITE WINE, CIDER AND ENGLISH MALT
BULK AND BOTTLED

THE DAVIDSON & HAY, LIMITED
Wholesale Grocers, TORONTO

When a particularly
good customer asks for

a particularly good 10c. soap — you
are doing yourself and your customer
a particularly good turn if you recom-
mend

"ROYAL CROWN"

Witch-Hazel Toilet Soap

Your good customer is sure to come
back for more. Write for prices.

The ROYAL CROWN Limited,
Winnipeg, Man.

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

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

McLEAN'S
"WHITE MOSS"
COCOANUT



Are You Selling It?



Capstan Brand Pure Tomato Catsup

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

We guarantee it to give perfect
satisfaction.

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

It 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 Distribut-
ing Agents

123 Bannatyne
Avenue East

WINNIPEG, MAN.

Before buying

SALT

Write us for quotations and we
can save you money

Mason & Hickey

108 Princess Street, WINNIPEG, Man.

HOT FOOD WITHOUT FIRE

For the PROSPECTOR
 For the WAGON FREIGHTER
 For the CAMPER
 For the CANOEIST
 For the YACHTSMAN
 For the HUNTER
 For the HOSTESS

CANNED SOUPS CANNED PORK and BEANS

of the choicest quality on the market, put up in tins which are

Self-Heating

The latest idea in prepared foods. Our travellers have full particulars. If they don't call, order a sample case by mail.

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

To Manufacturers' Agents

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

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

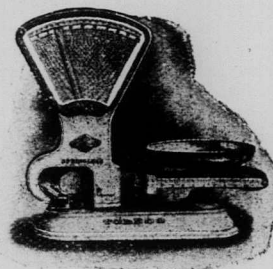
Address, BUSINESS MANAGER,
CANADIAN GROCER,
Montreal and Toronto.

Mr. Grocer! Can You Afford to Throw Away Money?

The man who knows the virtues of

TOLEDO COMPUTING SCALES

without owning them is actually throwing money away. Toledo Scales will save you dollars every week, please your customers better and pay for themselves in short order.



**THE TOLEDO COMPUTING SCALE CO.
Hamilton, Ont.**



VINEGAR PERFECTION

To do one thing well is to ensure SUCCESS.
To sell one perfect vinegar is to win trade.

OUR PURE MALT VINEGAR

is as perfect a vinegar as it is possible to produce, and the feeling of solid satisfaction comes to those who handle it.

It's a good thing when there's satisfaction on both sides of the counter. What about a trial lot?

WHITE, COTTLE & CO. Warner Road, Camberwell, LONDON, ENGLAND

It Will Save Money for You



This cut shows the Savoy Awning, Toronto, after four years wear. It covers fifty feet frontage.

We make every description—from the smallest up to seventy-five feet on one roller. Our special gear operates a seventy-foot awning with a twenty-pound pull.

Durability, Ease of Operation and Reasonable Price.

You cannot afford to erect an Awning before consulting us. It will pay you to do so.

Wm. Bartlett & Son

20 Adelaide St. West, Toronto



Sell The Best

That's the idea that wins—that will make you successful—that will bind your customers to you.

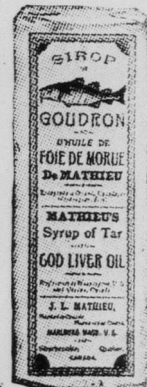
Don't offer any substitute, but sell

Mathieu's Nervine Powders

Everywhere they are known as the best and safest remedy for headaches and all nerve pains (18 powders in every 25c. package).

Don't let your holding of Mathieu's Syrup of Tar and Cod Liver Oil run out just because it is not winter. Many people use it all the year round.

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



Crystal Granulated Sugar

Will Preserve Fruit Equally as well as any other sugar in the world.

Do not be misled by absurd statements to the contrary, which are circulated for selfish purposes only.

MANUFACTURED BY

The Wallaceburg Sugar Co.
LIMITED

WALLACEBURG, - ONT.

Western Representatives—Mason & Hickey, Winnipeg

For Bang Up

RED RED SALMON

BUY VICEROY

Price \$1.75 per Dozen

We Guarantee Every Tin.

Mathewson's Sons

WHOLESALE GROCERS

202 McGill Street

P.O. Box 2360

MONTREAL



Pure Food is Essential
to Good Health

Grocers Buy

**Wagstaffe's Fine
Old English**

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

Wagstaffe, Limited

PURE FRUIT PRESERVERS
HAMILTON, ONT.

Agents:

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

ICE CASTLE

KIPPERED HERRING

Plain and in Tomato Sauce

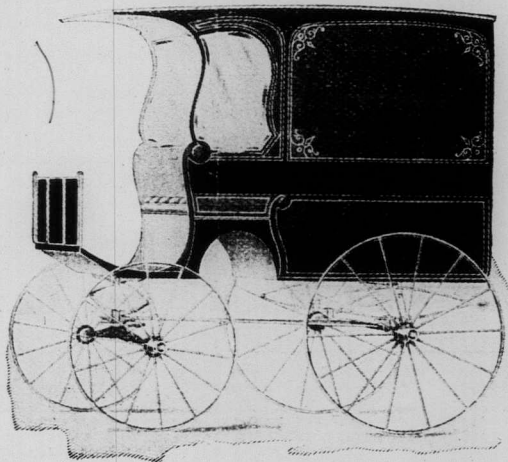
NEW PACK GOODS

These fish are caught in the waters of the famous Baie des Chaleurs, where some of the finest fish in the world are caught. The fish are cured and packed the same day as caught, insuring nothing but a nice, fresh flavor.

These are the only **New Pack Goods** on the market, and every grocer should order a supply at once.

J. W. Windsor, - Montreal

**The Waggon Tells Its Own
Story.**



The grocer who tries to make a success of business without a good waggon is seriously handicapping himself. **EWART'S** waggons are easily the best on the market.

Write for prices

Phone 1188

J. A. EWART, 257-9 Queen St. E.
TORONTO

New Season's JAPANS

Finest Early Pickings

Now Arriving

WARREN BROS. & CO., Limited

TORONTO

An article such as this
always does you credit

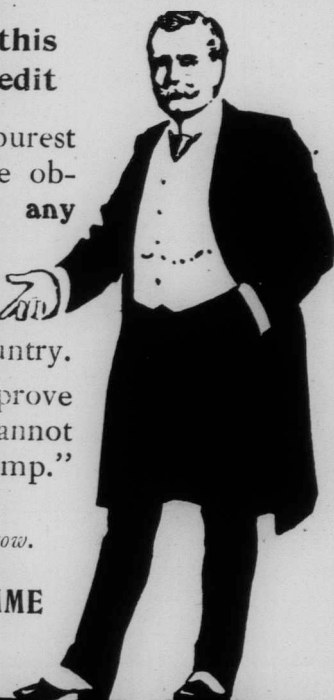
'CAMP' COFFEE is the purest
and most reliable coffee ob-
tainable **anywhere at any**
price. That's why it
has made a grand name
for itself both here and
and in the Mother Country.

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

Manufactured by
R. Paterson & Sons, Glasgow.

Agents: ROSE & LAFLAMME
MONTREAL.

'CAMP' COFFEE



Buy only
RIVERDALE BRAND

Canned Goods.

WHY?

The Lakeside Canning Co.
WELLINGTON, LIMITED - ONTARIO

BECAUSE

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

They are manufactured by the
most modern machinery and process.

They have given excellent satisfaction in
the past.

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

Remember to order

RIVERDALE BRAND

The Lakeside Canning Co.
WELLINGTON LIMITED - ONTARIO

HOME AT LAST

"HOME SWEET HOME" CEYLON TEA

Sold in 1-lb. and 1/2-lb. lead packages.

If you want something to bring joy and gladness into your home, use

"HOME SWEET HOME" TEA

WILLIAM GALBRAITH & SON

SOLE AGENTS

Wholesale Grocers

80 AND 82 ST. PETER ST.,

MONTREAL

Remember we control Canada's Pride Canned Goods in the City and District of Montreal.

EFFECTIVE ADVERTISING
HOW TO PRODUCE IT

Brief Talks Given
Occasionally by
T. Johnson Stewart.

"Rent, stock, salaries, heat, light and advertising. Properly speaking, these are all expenses—operating expenses. All are expected to net a profit and are charged off accordingly. Well, think of your advertising in the same way. It's the one item you can charge off entirely. Think about it."—Presbey's Little Book.

Worth thinking about, Mr. Grocer, every word of it. And yet, I wonder how many merchants think about their advertising in just that way. Some men hand over an ad to their local press with that air of martyrdom a woman assumes when visiting the dentist. A visit to the dentist may be a necessary evil; but it should be a wise precaution. I've known a grocer to keep an ad bottled up in his system until it became fit for nothing under the sun unless one could call it a romantic method of getting rid of money. It was too old and out of joint, as far as the needs of his business were concerned, before he summoned up sufficient courage to pay the price. That grocer knew that he should advertise. But he looked on all advertising as a necessary evil—a means espoused by the devil and his children for robbing the cash drawer of poor grocers.

"Selling goods without advertising, like shaving without soap, is a slow and ragged business."

Advertising is a necessary investment. The merchant who would dream of developing a big business without employing help, would be considered a fit subject for the exercise of a peculiar governmental paternalism. The dealer who refused to light up his store and make it as attractive as possible would not be playing the great game of business with a winning hand. And in the light of business experience, during the last decade, the merchant who does not advertise is inviting commercial disaster every day of his life.

The advertiser who quits advertising because of one failure meets the same fate as the fellow who quit eating when attacked by dyspepsia."

Years ago, when grandad played truant so that the fair village teacher might keep him in and talk to him like a master when the other boys had gone, it was just possible for a merchant in a small city to make money without advertising. Conditions are changed. The economic housewife does not deal with McTavish because her people dealt with the McTavishes for the last three hundred years. The economic housewife is just about as curious as Eve ever was. The new grocer opens up and sends his announcement to the press. There are no flourishes about it. It's just a plain, straightforward, common sense statement regarding his values—

the quality and the wholesomeness of his goods and—if there are more selling facts in that pronouncement than yours you can depend upon it that her economic ladyship will note them and act accordingly.

"It's a poor business man who will not advertise and the longer he will not the poorer he gets."

will be. The same is true of advertising. Make your ads just as attractive as you know how and place them in the best newspaper or newspapers in your town. That is the only fit location for a trade-bringing ad.

"Getting business, like getting an heiress, is pretty much alike in that there is generally lively competition."

Few ads have reached us lately which lend themselves to reproduction. Mr. Hyndman, of Smith's Falls, sent in a very effective ad about six inches wide and three deep. The ad is very nicely set up and in some respects it is stronger than the one we reproduce. Price

17c - WEDNESDAY - 17c

SALE NO. 4

Now it is Cups and Saucers

On Wednesday, February 21st, we will place on sale

400 Japanese Cups and Saucers

We are not going to say what they are worth, we will leave you to judge that. They will be shown in windows of our Main and Branch Stores, but will not be sold until Wednesday morning at 8.30 a.m.

400 Japanese Cups and Saucers 17c each

We will also offer for sale,

100 Japanese Cups and Saucers 20c each

Remember the date, Wednesday, Feb. 21st, at 8.30 a.m.

FOR SALE AT BOTH STORES

WE PROVE OUR ADS.

THE NOTED TEA STORE AND CHINA PALACE

J. A. McCREA & SON

WYNDHAM STREET AND ELORA ROAD

Look upon your advertising appropriation, however small it may be, as an investment pure and simple. It is really immaterial whether you believe in advertising or no; the fact remains that it is a business lever which no shrewd man can afford to ignore. You must rent a store before you can carry on a reputable grocery business. The more attractive the store, in location and appearance, the better your business

talks all through it and the copy is good and strong.

"A merchant advertising without method, like the runner in a blindfold race, generally gets his bumps."

We reproduce McCrea & Son's ad this week for the purpose of emphasizing this fact. You will note that this

is one of a series of ads, two of which we have already reproduced. There is an individuality about these ads which is worth while. Even without the name and address, the people of Guelph would know this ad to be McCrea & Son's. Method in advertising is almost essential. And conformity of advertising always pays—especially when the copy is strong and straightforward, as the copy of these merchants nearly always is.

* * *

You grocers are certainly a bashful lot. Send along your ads or I'll have to make a raid on our press clipping bureau and—well, there'll be something doing.

COST OF DOING BUSINESS

Scottish Trader.

One of the most dangerous competitors to go up against is the ignorant competitor; the man who doesn't know what it costs to do business, and who sells goods on a basis which is certain to be productive, in the end, of financial ruin.

To illustrate the point, the story is told of a certain mill failure up in the northwest wheat country. The mill was well located, and good wheat, combined with honest and careful milling, had given the product not only a big local sale, but a reputation of great value on the eastern market. And it was selling its flour at 60 cents a barrel under what any other mill in its vicinity could sell without losing money. Jobbers who handled the flour of the first mentioned mill took its prices as standard and assumed that other mills must be making a gigantic profit, on the theory that the first mill would certainly not sell at a loss. But the miller was selling his flour below cost of production, and didn't know it. He was demoralising the market by his ignorance of the cost of flour production. In course of time he failed. It couldn't have been otherwise.

The retail merchant has to go up against this class of ignorant competition even more often than does the manufacturer. When a man gets into manufacturing, he generally knows enough about the business to keep close track of the cost account, but scores of people jump into merchandising who never knew that there are other things entering into the cost of the article besides what is shown on the invoice.

There are various ways of demoralizing markets. One is by slashing prices on staples. Another is by selling adulterated goods as the real article. But of all methods, the most dangerous, because the most uncombattable, is the ignorant competitor, who doesn't know the cost of doing business, and sells goods at prices which in the very nature of things cannot yield any net proceeds at the end of the year.

WON ONLY GOLD MEDAL.

Messrs. Thomas Symington & Co., Edinburgh, have been awarded the only gold medal at New Zealand exhibition for their coffee essence.

MAKING A JOB

How two Canadian grocery clerks made good in the Old Land.

By R. J. E. McCrea, Guelph.

James Elliott was tired of selling groceries; in plain words, he had begun to think that clerking wasn't big enough for him, so he decided to hunt another job. But situations that year seemed scarce; that is, the kind of work he wanted was scarce, so he had to manufacture a place himself.

Using his firm's paper he wrote the "57 variety" people, asking them if they were going to show at the Winnipeg pure food show. Told them he was an experienced display man and a regular "driver" at selling. Offered to engage girls and guaranteed to deliver the goods for a profitable exhibit at Winnipeg. However, he received a letter from the polite, quiet man who manages H. P. Eckardt's, to the effect that Heinz did not intend to show at Winnipeg, regretting, etc.

Shock No. 1.

Letter No. 2 went to Armour, Limited, Toronto, asking for a letter of introduction to Armour, Chicago. It came all right, and was sent along, with a similar letter to No. 1 to Armour, Chicago, asking for the position of manager at the Irish show.

Chicago referred him to their London offices, advising him to call there in person. "Call at London, England, in person! When? Well, cattle ships are plentiful, I guess I'll go."

Securing a letter from O. Horsby, a noted horseman, of Guelph, he started for Montreal. He met many grocery clerks there, among them a Mr. Bob Millan, a swell window dresser. Striking a friendship, Jim asked Bob to come across and try for a "team" job at the Dublin show.

Together they secured work on a cattle ship, and after a nightmare of sick, evil-smelling cattle, sicker men and rolling billows, they reached Liverpool.

Going at once to London, they looked up Armour, Limited.

"Well, so you chaps think you could run an exhibit at Dublin," remarked the manager. "Why, pshaw, I'd sooner put one of our own men in. He knows the goods and country better."

"Why, sir! that's wrong," returned Jim. "Bob here is a splendid display man—can put up an original booth that will astonish everyone. I've sold beef extract for ten years, (it's true, behind a counter), and as for knowing the country, why, the country will soon know us, once we start. I'll guarantee, on our own expense, to put up the exhibit, and if we can't sell 25 cases in Dublin the first week, we'll hand the whole thing over to you."

"Well, that sounds fair enough—fire ahead."

They did.

"Well, Bob, it's now up to you," cried Jim, "to fix up the 'eye-opener,' and I'll sell the goods and engage some demonstrators, for it will be necessary to stock the town to meet the demand."

Bob Millan went right to Dublin, engaged a carpenter, and after securing a

large space at the exhibition, set to work.

His idea was to show in miniature the making of Armour's extract of beef, from the time of killing to the labeling.

At great pains and considerable expense he erected from photographs a model slaughter house—perfect cleanliness—an extract factory, a packing room, a labeling and shipping department, and fenced in a little wintry palm garden to serve beef extract in. When finished, it was one of the most interesting and showy exhibits on the grounds.

Jim set out and worked Dublin like an Irishman—persuasive as J. W. Charles a regular Mr. Adams for blarney—and seller like unto Mr. Eckardt himself. Fifty cases were sold—five pretty girls engaged, and all was ready.

The show opened with a rush—the Armour factories worked, roared and belched forth perfumed smoke—the managers hustled—smiled—and told how good and pure the goods were, and the girls smiled and did as much as most demonstrators do.

A success, did I hear you say? Well, I guess it was. And Jim and Bob are not back yet. They're arranging for and managing pure food shows all over the country.

Moral.—If you can't find a job, make one.

"COMMERCIALS' " BARROWS.

Scottish Trader.

A decision has been arrived at in connection with the action of the police at Moffat in enforcing, on the instructions of the chief constable, the law regarding the infringement by commercial travelers of the Burgh Police Act in obstructing streets by leaving wheelbarrows containing their sample cases at shop doors longer than necessary for loading or unloading goods.

The magistrates on Tuesday night held a conference on the subject the result of which was that a majority of the three magistrates, Provost Knight dissenting, resolved to recommend that the police do not prosecute provided commercials are bona fide, and that they remove their barrows when necessary. It was agreed to intimate the decision to the chief constable.

Thos. A. Breen, of Breen & Kennedy, Chicago, is in Montreal at present. Mr. Breen reports trade in that part of the world as being first class. Out there, there does not seem to be such trouble with the railroads as there is in the Canadian west, although west of Chicago it seems it is not very easy to secure prompt transportation of merchandise.

During the flour dergone the fish grade fl bulk of what w and Tw High-garded by the tion, co latter v per cent years, and the ony, th high-gra erican \$ patent. For fi now rec cent.; t from th America Winter any qua either spring v ing arri the latt and mo ter whe Mani are bec and it will, to America mand d gether cash tr was qu suited t purpose ing a l same.

NE A co Montreal and Ca the nar eral bu all kind eals,—t syrup, : make c other n carryin porator l Jack Keyes, Blair, and the quarter

The s sion Co Junctio constru

**FLOUR TRADE OF
NEWFOUNDLAND**

Better grades wanted and Canadian
product in demand.

By E. D. Arnaud, St. John's.

During the past fifteen or twenty years the flour trade of Newfoundland has undergone a very great change. Formerly the fisheries were supplied with low-grade flours from the United States, the bulk of the flour then imported being what was known as New York Supers and Twos.

High-grade flour was at that time regarded as a luxury, and was only used by the wealthier classes of the population, consequently the imports of the latter would only represent about ten per cent. of the total imports. Of late years, mainly owing to good fisheries and the general prosperity of the colony, the flour most in demand is now high-grade, Manitoba Patent and American Spring Wheat Patent and second patent.

For fishery supplies the lowest grade now required is winter wheat 90 per cent.; the bulk of this flour is imported from the United States, say two-thirds American and one-third Ontario wheat. Winter wheat patents are not wanted in any quantity, the demand now being for either Manitoba patent or American spring wheat patent, the consumers having arrived at the conclusion that with the latter flours they get better results, and more bread than from the soft winter wheats.

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

NEW CANNING COMPANY.

A company has been incorporated at Montreal under the name of "Sugars and Cannery," their intention being, as the name indicates, to carry on a general business of canning and preserving all kinds of fruits, vegetables and cereals,—to buy, sell and manufacture syrup, sugars and confectionery, and to make cans, packages, boxes and such other material as may be necessary for carrying on their business. The incorporators are Thomas A. Hubley, Edgar L. Jackson, John Watson, Thomas A. Keyes, John W. Sykes and John W. Blair. The capital stock is \$250,000 and the company will make their headquarters in Quebec.

NEW PACKING HOUSE.

The Van Bever Packing and Provision Co., whose new plant at Toronto Junction has for some time been under construction, have now moved into their

permanent quarters at the corner of Keele street and St. Clair avenue. The most up-to-date equipment has been installed and the plant is in full running operation. The president and managing director is L. C. Van Bever, and for the position of sales manager the company have secured A. Chidley, who, until recently, was in charge of the wholesale business of a Canadian firm with a branch factory in Buffalo, N.Y. Mr. Chidley is well known in Toronto, and his many friends here will be glad to hear this news of him.

The company is handling all lines of packing house products, and intend gradually to branch out, until eventually their salesmen will cover the whole of Canada.

NEW DELIVERY FOR TORONTO.

A company with the title of the Toronto Cartage, Limited, has been formed in Toronto. Its object is to carry on a general warehouse storage and delivery business, catering especially to the fruit jobbers and commission men. W. B. Stringer is president, J. J. McCabe general manager, A. S. Lown secretary, and A. H. Wright and Alex. Waddell provisional directors; capital, \$40,000, in 800 shares of \$50 each. The aim of the company is, by providing the wholesalers with a reliable delivery service on which they can depend, gradually to absorb the city delivery work of all these firms and eventually to acquire all their business of this sort. That there is ample room in Toronto for an independent service of this sort is evidenced by the frequent complaints of unsatisfactory delivery made by customers living on the outskirts of the city. People whose houses are nearest to their wholesaler are usually given the preference over their more distant neighbors and, naturally enough, take exception to such a distinction.

NOTES.

Joseph Walker, grocer, of London, has sold out.

Leonidas Rivet, grocer, of Montreal, has dissolved.

L. Tobias, general store, Ville Marie, has sold out.

B. J. Moag, grocer, of Arnprior, has been burned out.

John A. Trestain, general store, of Wardsville, has sold out.

W. H. Sanborn, of London, grocer, is giving up his business.

Mrs. A. Martin, grocer, of Ottawa, has disposed of her business.

R. Curle, of Redvers, general store, has had his stock damaged by fire.

McRae and Norris, grocers, of Carleton Place, have been succeeded by S. Smith.

Holmes Bros., general store, Devlin, has been succeeded by R. J. Holmes & Son.

Bain & Co., general store, Hazleliffe, have been succeeded by Robb, Nichols & Co.

Thomas A. Stinson, grocer, etc., of Bayfield, is advertising his business for sale.

J. S. Wood, general store, of Ranfurly, has sold his stock to A. C. Whitman.

The assets of Arthur Gandette, general store, St. Marie Salomee, have been sold.

McInnes Bros., of Islay, Alberta, general store, have been succeeded by Mooney & Co.

The stock of L. H. Carriere, grocer, of Coteau Station, Quebec, has been damaged by fire.

Carpenter Bros., general store, of Lachute, have dissolved, and Mrs. Silas H. Carpenter, has registered.

J. F. Cairns, of Saskatoon, had part of his store burnt up a few days ago, but carries partial insurance.

Jno. W. Pembleton, general store, Belle River, is removing to South Woodslee, about July 1st, 1907.

It is said that the fall wheat and clover around Kingston is generally killed, and that the hay crop promises poorly.

McMurray, Saunders & Co., general store, Lennoxville, have dissolved, and Robert McMurray and Chas. L. Hall have registered.

The Spanish crop of olives last year was about two-thirds of a good ordinary one, and the prices 25 per cent. higher than those of the year before.

J. Lariviere has purchased the business of the Collins Scale Company, Montreal, and will in future conduct it from the new stand, corner St. Paul and Berri streets.

Wilkin & Hicks have discontinued their general store business at High Bluff. We are in a position definitely to state that their reason for quitting was not that they endeavored to run the business on the same basis.

The Truro Real Estate Mart are advertising under "Business Chances" in this issue what they claim is an exceptionally good chance for an enterprising merchant to start a departmental store, in the bustling town of Truro, Nova Scotia.

Chausse, Guertin & Co., manufacturers of grocers' specialties, have removed from 17 St. Therese street, to 322 Notre Dame street, Montreal. The growing business of the firm requires larger premises and the move was made necessary for this reason.

The Royal Biscuit Company's manufacturing establishment at Ste. Anne de la Perade, Quebec, and the residence of the proprietors, Messrs. Boulanger, was totally destroyed by fire at six o'clock on June 4th last. The loss was \$20,000, and insurance \$6,000.

J. A. Herreboudt has opened a Canadian office at 22 Lemoine street, Montreal, for Chocolats Meurisse. These chocolates are made in Antwerp. Medals and diplomas have been awarded these goods on many occasions. The Grand Prix was captured at the Liege exhibition. Mr. Herreboudt is taking orders for direct importation.

THE CANADIAN GROCER

Established 1886

The
MACLEAN PUBLISHING CO.
Limited.

JOHN BAYNE MACLEAN - - - - - *President*

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island, Newfoundland and abroad.

OFFICES

- CANADA—**
MONTREAL - - - - - 232 McGill Street
 Telephone Main 1255
TORONTO - - - - - 10 Front Street East
 Telephone Main 2701
WINNIPEG - - - - - 511 Union Bank Bldg
 Telephone 3726
 F. R. Munro
VANCOUVER - - - - - Geo. S. B. Perry
ST. JOHN, N.B. - - - - - 7 Market Wharf
 J. Hunter White
- UNITED STATES—**
CHICAGO, ILL - - - - - 1001 Teutonic Bldg.
 J. Roland Kay
- GREAT BRITAIN—**
LONDON - - - - - 88 Fleet Street, E. C.
 Telephone Central 12960
 J. Meredith McKim
MANCHESTER - - - - - 92 Market Street
 H. S. Ashburner
- FRANCE—**
PARIS - Agence Havas, 8 Place de la Bourse
- SWITZERLAND—**
ZURICH - - - - - Louis Wolf
 Orell Fussli & Co.
 Subscription, Canada and United States, \$2.00
 Great Britain, 8s. 6d. Elsewhere 12s.
 Published every Friday.
 Cable Address { Adscript, London.
 Adscript, Canada.

TO KEEP OUT POOR TEA.

The Department of Customs has decided to make itself felt in the pure food propaganda, and to that end new regulations have been adopted which will require the official testing at Ottawa of the great bulk of the teas coming into the country.

Heretofore, teas under 10 cents in value, had to be submitted by sample to the expert tea testing staff at Ottawa.

It is pretty well known that teas which have been refused entry to the United States have been shipped into Canada, not because our standards are lower than theirs, but the dealers in these dregs of the tea industry, unable to circumvent the American customs, have not been above invoicing their wares at a fictitious value in order that it might escape inspection by the Canadian officials. Considerable quantities of it have escaped inspection and gone into consumption in this country.

The new regulations require that samples of all tea up to 20 cents in value shall be sent to Ottawa for expert examination. This import valuation will cover by far the greater portion of the tea consumed in Canada, and the teas entered at higher values will be closely

scrutinized, and if there is any doubt about these they will have to be sampled, so that any attempt to enter by fictitious valuation tea so poor as to be unfit for use would appear to be doomed to failure.

There is an impression in the trade that the sampling plan will delay business about a week. That is not the case. The Minister is very particular that there shall be as little delay as possible. Samples from such centres as Hamilton, Toronto and Montreal can be mailed to Ottawa and the reply of the department be in the hands of the importer within three days. To centres at greater distances the reply will be telegraphed. To further avoid delays, importers will be permitted to warehouse their teas pending the departmental report, and should it be unsatisfactory the customs officials will have power to recover the tea. The text of the new regulations has not yet been issued.

THE CLERK WINS.

Miss Ada Fairbairn, Embro, writes in reply to the "Which wins?" editorial in last week's issue:

"My father being a subscriber for The Canadian Grocer, I take great pleasure in reading it. In looking through last week's edition I noticed the item "Which wins?" I figure out that the hired man has the best of the bargain by \$375. Am I right?"

"Yours truly,
"ADA FAIRBAIRN."

Her figuring, however, appears to us defective, rather, perhaps, her reading of the problem. The employer offered \$500 for the first year, with an increase of \$100 a year, which would mean \$900 for the fifth year, or a total for the five years of \$3,500. The young man offered to start at \$500, with an increase of \$25 every six months. That would be (and this is the point on which the question turns), \$250 for the first six months, \$275 for the second six months, \$300 for the third six months, and so on, giving \$475 for the tenth or last six months, and making a total of \$3,625. The young man, therefore, makes \$125 by his apparently unpromising offer.

It is very gratifying, however, to know that Miss Fairbairn is a reader of The Grocer. Herein we humbly submit she sets a luminous example to many daughters in the grocery trade.

WARM WEATHER IN THE WEST.

A fortnight of warm weather with seasonable rains throughout the western provinces has already had the effect of restoring confidence. Reliable crop reports secured by the railway officials in

Winnipeg from their agents throughout the three wheat growing provinces indicate that in spite of unfavorable weather this spring the wheat acreage is practically the same as last year, while the acreage of coarse grains shows a very substantial increase. It seems likely that high prices will be paid for wheat next fall and experienced farmers are confident that with favorable weather during June, July and August, a good crop is assured. The ground was never in more favorable condition than this year to receive the seed, and if weather conditions continue favorable there is no reason for special anxiety.

In the meantime there is a heavy movement eastward of last season's delayed crop, and as exceptionally high prices are being realized, the effect is already being felt throughout the west. Country collections are improving and obligations are being discharged.

Unfortunately there is a disposition among some farmers to hold their wheat for still higher prices. This tendency should be discouraged as much as possible by the dealers to whom these farmers are indebted for heavy store bills. Dealers should insist on getting their money now, for they have surely done enough when they have carried their customers' accounts all winter. The merchant is a man of influence in the community and he can do a great deal to help in this matter. It is important that the wheat should be moved as quickly as possible in order to enable the railways to handle the 1907 crop next fall.

FISH.

The Department of Railways and Canals is taking up the matter of a more amicable co-operation between the fishermen of the Maritime Provinces and the fish-consumers of Ontario. In view of the fact that New York state, by means of cold storage on the railways, has built up, within the last few years, a very satisfactory trade in fish, there seems to be no reason why the Canadian Maritime Provinces, whose product is acknowledged to be superior, should not be able to secure a valuable market in Ontario, extending, eventually, as far as Manitoba.

If the Department of Marine and Fisheries could be induced to send an expert to the fish consuming centres of western Ontario and by this method ascertain the capacity of the market in that section and the general possibilities for the development of trade, a remunerative and reciprocally beneficial trade could be established, the limitations of which it would be difficult to prophesy.



With little will t hard and C is up and e tion. be at get a' ployes friend Give ture. horse The put u Cerea to pu think. list. pose. up ba or fib

Sala break ple's ages c way t tea is very is a us ho which now u it the that has w for th should though if we cheer story I am train golder

Jim week, up a coat. regret replied quart in the was t der t' manu measu McD Co., v He k and n advan Whi 77½c. tomat What earth firm corn who few d

FROM GROCER CORRESPONDENTS

KINGSTON.

With the retail grocer there is very little time between acts. He thinks he will take a few days off, but finds it hard to do. The fruits from Florida and California need looking after. He is up to his neck in pineapples just now and every apple has had to have attention. The oranges and lemons need to be attended to. Hard proposition to get away in June, July or August; but get away he must, and so must his employes, and not forgetting the best friend of the grocer, the delivery horse. Give him a few weeks or months pasture. It will pay you. You get a new horse when he comes back.

The latest food fad is Wheat Berries, put up in neat 10c. packages by the Cereal Co., of Peterboro. It is similar to puffed rice, but more palatable, I think. This makes 179. foods on the list. What next? Banana chips, I suppose. It is a wonder Eddy doesn't put up basswood pies or spruce mince meat or fibre cookies.

Salada tea men are actually house-breaking, running up and opening people's doors and throwing 2-ounce packages of tea at the inmates. It is a good way to emphasize the fact that Salada tea is good tea. The tea is certainly a very good draw, but, methinks, there is a lot in a name. Would P. C. tell us how and where he got "Salada" which brought to him such fame. It is now up to him to build a yacht and call it the "Salada" and get after that cup that Sir Thomas couldn't get. Salada has won many china cups, why not try for the silver trophy? I am no sailor, should I be asked to join the crew, although I have made many a sale. But if we came in ahead I could cheer and cheer and cheer, and perhaps write a story without a tale. Well, well, here I am in the position of the man on the train with the whisk looking for the golden tip.

Jim the grocer went to Montreal last week, and on the way down a man got up and was struggling to get his overcoat. Our Jim helped him with it, and regretted he hadn't a whisk. The man replied, "It is all right, I haven't a quarter." Jim colored up and got black in the face, just like a porter. The man was the notorious Joe Haycock, of binder twine fame. Joe is bound to make manufacturers give good weight and measure.

McDonald, of the St. Thomas Broom Co., was on the train and talked brooms. He knows how to handle the subject and made sweeping statements about advances, etc.

While grocers were quietly paying 77½c. for peas, 85c. for corn, \$1.07½ for tomatoes, a great noise was heard. What explosion was that? Was it an earthquake? No, not quite. A leading firm of canners sent a few carloads of corn and peas to Geo. Robertson & Co., who sold them off like hot cakes in a few days, at, peas 60c., corn 70c. Gee

whiz, what a stir it created. Some of the retailers were glad, and some loaded up were mad, and the wholesale trade were not pleased. B. W. R. left town shortly after, I think he is in Toronto.

Amall loaf of bread in Montreal for 5c., weighs 12 to 14 ounces; in Kingston 5c. loaf weighs 24 ounces. How is that? And the quality of the Kingston bread is better if I'm a judge.

A man who does a large business with coupons told a friend that when he took stock he had over \$4,000 worth of china, glass and silverware.

"Add this," said he, "to unsalable stock and bad debts, and where do I come in? I tell you," he said, "we are working for the masses. There is no money in trade when you have to give presents with your goods. Sorry I ever started."

This seems to be the verdict of everyone, yet the retailer allows the china-man to talk him into the gift system and you can't advise him. He goes into the trap and after a while there is a click and he looks through the wire cage, but don't see any way of escape. No, he is a prisoner. Retailer, take warning; give good value and you will be ahead in the long run.

Jas. Kinney has opened up a grocery on the corner of Pine street, and expects to make things hum.

John Murphy, brother of the famous Larry, cheese exporter, has opened up a grocery on the corner of Bay and Bagot streets, and expects his share of the trade.

Now the excitement of Cobalt and Larder Lake is beginning to subside. The promoters are offering new claims at 2c. and a promise of selling the same in a few months for 20c. What rot! What methods to extract hard-earned cash from the masses who believe all they read! Is it not a case of getting money under false pretense? Has the Minister of Justice no jurisdiction in the matter? Why don't he probe and make a few examples if fraud can be proved and save the people whom he is sworn to protect? He has a duty to perform and he should do it or get out and let some one else act. Some strong-minded people are led into taking up shares in mining stock by the well-worded advertisements and cunning ways adopted by promoters, who are becoming millionaires by their deep-laid plans. A merchant here said he bought shares in coal, silver, iron and gold mines for the last thirty years and never realized one cent on his investments. Well, let us watch and pray.

LONDON.

The prices of all grades of butcher's meat have been advanced an average of three cents per pound, which is the biggest advance in several years. The fact that there have been few cattle

shipped from the west to Toronto this year is given as the principal reason for the sudden and marked advance, and the big raise in Chicago is also thought to be reflected in local conditions, although there can have been no direct effect.

In the immediate vicinity of London the butchers have had to pay much advanced prices for all grades and classes of meat because of the scarcity of fodder and the consequent greater appreciation of all live stock held. For the usual 15c. cuts of steak 18c. is now charged, and round steak, which until recently was sold at 12½c., now brings 14c.

Retail grocers in the southern part of the city—at least some of them—are offering five per cent. discount for cash purchases, which has set their competitors by the ears, the result being that officers of the association have been called on to adjust matters.

A special committee of the Retail Grocers' Association has prepared a plan of an area within which to confine the push cart men, the idea being to keep these vendors from the vicinity of retail stores. The matter will be taken up by the license committee of the city council to-morrow night, when the grocers' committee will be present.

The Retail Grocers' Association picnic committee is considering the advisability of inviting the grocers of Woodstock and Galt to join in their excursion to Toronto next month.

Harry Ranahan, president of the Retail Grocers' Association, was waited on recently by a deputation from the association who, on behalf of that body, presented him with a wedding gift in the shape of a handsome easy chair.

TORONTO.

The Wednesday half-holiday is being pretty generally observed, but there is still room in the ranks of the rest club.

The Retail Grocers' Association is expecting a big turn-out at their moonlight next Monday evening. The steamer Cayuga is the latest addition to the fleet of the Niagara Navigation Co., and an excellent evening's entertainment is promised.

David Bell, Yonge St., secretary of the Retail Grocers' Association, and pleasantly known as "Davey" when the association meets, is enlarging his business premises. For years he has conducted the largest business in Toronto in proportion to the size of his store. He has secured the adjoining store, his own being on the corner, and as soon as the front has been reconstructed and painted the partition will be removed. Mr. Bell has a strictly high-class trade; carries the best grades of goods, and his profits are on a like basis. Price-cutting, or any kind of competition other than good goods and good service, is entirely foreign to his method of conducting business. Mr. Bell's present store is about 18x40 feet and the new addition is a little smaller.

Hardy Bros. have taken over the Im-

THE CANADIAN GROCER

perial grocery at Parliament and Gerard Sts., and are conducting there a strictly cash business. Both young men, Horace and Charles, are experienced in business and they have the vim to make things go. Each Friday they issue several thousand hand bills giving special prices for Saturday. They make a specialty of butter and eggs and by good buying are able to attract a lot of business under that head and always sell at a fair margin of profit, too. Last Saturday they started with 500 pounds of butter and by 7 p.m. it was all gone.

John Pettigrew, who has conducted a grocery business on Queen St. at Brock Ave. for 16 years, has for some years carried on a profitable venture in potted plants. Being on a corner and having a wide boulevard, he uses it to set out a large display of potted plants of the ordinary garden variety. He secures the services of an expert gardener to do the selling and the venture continues several weeks each spring.

The grocers' section of the Toronto Retail Merchants' Association made a visit in strength to the factory of the

the well known Battle Creek health foods.

C.O.F. Convention.

Chatham this week has been en fete, particularly King Street, where the entire business portion of the thoroughfare from one end to another was aglow with flags. The occasion was the provincial convention of the Catholic Order of Foresters, and the enterprising merchants of the Maple City surpassed themselves in their decorations in honor of the visitors, of whom there were several hundred from various parts of the province.

A New Industry.

Chatham is to have a new industry, the ratepayers last week having, by the very decided vote of 1,271 to 91 pronounced in favor of granting the Wolverine Brass Co., of Grand Rapids, Mich., certain concessions, including a \$20,000 loan to induce them to locate here. The by-law was strongly backed by both the Board of Trade and the local Retail Merchants' Association, and the combination proved a winner. Between rain and mud, the day was decidedly unfavorable, but the workers were out in force, and, as usual when

quantity of their beets this year measured up to a certain standard, he would build a factory here next year.

Mr. Anderson's Accident.

Mr. Anderson, the energetic secretary of the grocers' section of the local R. M. A., narrowly escaped a serious accident Tuesday evening. He was driving down King Street to attend the R. M. A. meeting when his horse took fright and bolted. The horse and rig collided with a telegraph pole with such force as to move the latter an inch or more and badly damaged the rig. Mr. Anderson was badly shaken up, but was able to walk home.

Much regret was expressed by his fellow members of the R. M. A. at Mr. Anderson's accident. He has been one of the most faithful and zealous members of that organization, and a meeting without him seems to lack something of completeness.

Retailers Meet.

Owing to Mr. Anderson's accident, no report was presented at the retailers' meeting Tuesday evening, upon the Wednesday market day project. The committee, of which Mr. Anderson is head, have the matter well in hand.



Grocers' Section, Toronto Retail Merchants Association, at Cowan Chocolate Factory.

Cowan Chocolate Co. recently. They were very hospitably received and after "seeing the works" from mainspring to minute hand were entertained at a pleasant luncheon. Before leaving a record of the event was taken by camera and the accompanying illustration shows the engraver's copy of the record.

CHATHAM.

Joseph Barassin, head clerk in Harry A. Andrews' grocery, who has been quite ill for some time past, is now improving.

Ingram Taylor, formerly connected with the grocery business here, left last week for Edmonton, Alta.

Geo. S. Heyward, local representative of the Queen City Oil Co., and wholesale tea merchant, has opened an office on Fifth Street.

V. J. Bosworth, the William Street grocer, is making a leading specialty of

work was to be done, the grocers were in the forefront.

No Sugar Factory Yet.

For some time past Chairman Westman of the civic industrial committee has been in communication with Capt. Davidson, beet sugar magnate, with reference to the location of a sugar factory in Chatham. Capt. Davidson will be remembered as the capitalist who, on account of an assessment dispute a few years ago, removed his factory from Dresden, Ont., to Janesville, Wis. He has several times expressed himself favorably regarding Chatham as a location, and it was at one time expected that the factory would be located here this season.

Ald. Westman says, however, that in his last letter Capt. Davidson stated that he had the farmers of Kent on a sort of probation. If the quality and

however, and developments may be looked for in the near future. The board of trade are acting conjointly with the R. M. A. in endeavoring to secure excursion rates to Chatham from outside points on Wednesdays and Saturdays. The various railways have been communicated with. To counteract the effect of the cheap Thursday excursions to Detroit, the lines have been asked to run similar excursions on Wednesdays and Saturdays from Detroit to Chatham.

There was an informal discussion regarding the Thursday half holiday during the summer. The feeling of the meeting was, however, rather opposed to the project. One member declared that during the summer months the afternoon was the best part of the day for business; adding that the half day off spoiled the morning as well. Objection was also made that farmers,

coming all close novation that, by better r

Chairm committ the busi ers—30 v up by th licitor probably ening's c

It was committ the remi as a me that day

Secret with the cently, t tions of tically e

Severa credit re tion had quent de tion dec of collec

Wa At a Board of gess wa body, an to the McNairni ken, A.

The bo aid of th Aug. 6, vassing f cussed, a est effort town alo

W Despite who has there wil tion this up at th tion awht was that thing. T however, kind may son, on C

Brantfo looking g ments for years nov Hamilton ing and t cities wil ternizing tation co Barnes, a Foulds. comed an grocers a to both p will be t being rou our chair hustler w to make i advising t tons sewer furious. A be Messrs celebrated been secur expense an

coming to town and finding the stores all closed, didn't take kindly to the innovation. The consensus of opinion was that, by closing earlier in the evening, better results would be obtained.

Chairman Austin, of the civic finance committee, reported that the subject of the business assessment of local retailers—30 vs. 35 per cent.—would be taken up by that committee with the city solicitor on Thursday. A report will probably be brought in at Monday evening's council meeting.

It was also reported that the property committee, to whom had been referred the remitting of Wednesday market fees as a means of encouraging marketing on that day, had as yet made no report.

Secretary Winterstein reported that with the formation of a drug section recently, the organization of all the sections of the local R. M. A. was practically complete.

Several members stated that the credit reporting system of the association had worked well in bringing delinquent debtors to time, and the association decided to order a further supply of collection books.

Wallaceburg Board of Trade.

At a meeting of the Wallaceburg Board of Trade last week, T. C. Burgess was elected treasurer of that body, and the following were appointed to the executive: Dr. Mitchell, Wm. McNairnie, S. D. Crothers, A. J. Hawken, A. E. O'Flynn, Capt. Scott.

The board intend to make a grant in aid of the Firemen's Demonstration on Aug. 6, 7, and 8. The matter of canvassing for new industries was also discussed, and it is understood that earnest efforts are to be made to boom the town along this line.

Won't Celebrate the First.

Despite the efforts of Wm. Anderson, who has always strongly advocated it, there will be no Dominion Day celebration this year. The matter was brought up at the Retail Merchants' Association awhile ago, but the general opinion was that it was too late to do anything. There is a strong probability, however, that a celebration of some kind may take place later in the season, on Civic Holiday or Labor Day.

HAMILTON.

Brantford sent down four of her best looking grocers to complete arrangements for their annual picnic. For some years now Brantford has been joining Hamilton grocers in their annual outing and this year the grocers of both cities will have the opportunity of fraternizing at Niagara Falls. The deputation consisted of the president, Mr. Barnes, and Messrs. Harp Bros. and Foulds. They were right cordially welcomed and entertained by the Hamilton grocers and arrangements satisfactory to both parties were made. The picnic will be the best ever, as the details being rounded up go to show that in our chairman, Mr. Main, we have a hustler who is leaving nothing undone to make it a jolly outing. Grocers are advising their customers to get the buttons sewed on tight as the fun will be furious. Among other attractions will be Messrs. Burjau and Doleman, the celebrated German comedians, who have been secured for the day at considerable expense and who will give their side-

splitting selections in the park for the benefit of all.

There is considerable friction between the wholesale and retail trade here in regard to the retailing of goods to consumers. When city travelers are asked by their firms to call on others than the legitimate trade it must be humiliating to them. Any small restaurant or lunch counter with a pie in the window seems to be considered on the same footing as a grocery store. I can't see count, weigh, measure and gauge under and let the best groceries support them.

A little word here about receiving goods. I don't believe one grocer out of ten looks after this end of his business as closely as he should. Let us count, weigh, measure and gauge everything we buy. It is time well spent and gives the dealer who does it more prestige with the jobber because they prefer to sell goods to a man who is looking closely after every detail of his business.

INGERSOLL.

Farmers and others who are engaged in the growing of tomatoes on a large scale are beginning to take a serious view of the situation caused by the unseasonable weather, and it is probably none too early for consumers of this popular canned vegetable to give some thought to the crop outlook. On making enquiries your correspondent was informed that it was the intention of the Ingersoll Canning Co. to transplant about three hundred thousand tomato plants this season. The constant cold and wet weather has materially interfered with the work of transplanting the plants and up to the present time but very little of it has been done. The Ingersoll Company has a very large acreage in Elgin county for the growing of tomatoes. The soil is particularly adapted for this vegetable and in former years splendid crops have been realized. Your correspondent was also informed that the present season was several weeks late and the prospects at the present time are not all encouraging, although every effort will be put forth to rush the work as soon as the weather conditions are more propitious. It is the intention of the company to increase the number of their employes this fall. With favorable weather from now on it is felt that a good crop of tomatoes should be had and in this event the Ingersoll factory will give employment to at least fifty hands during the busy season.

The death of a former highly respected resident, in the person of Mrs. Slawson, relict of the late C. H. Slawson, occurred at Spokane, Wash., last week. The remains were accompanied to Ingersoll by C. S. Slawson, son of the deceased, and the funeral took place from St. James' church on Tuesday afternoon to the Ingersoll rural cemetery.

Many farmers, who were interviewed by your correspondent, stated that the fall wheat was being damaged to a serious extent by a grub that has attacked the roots. Otherwise the wheat has wintered very well in the sections surrounding Ingersoll, but it is feared that the grub pest will have a very serious effect. The farmers also state that the hay crop will be far below that of previous years. This is due to the backward weather. It is the opinion of

many farmers that the month of May governs the hay crop. They argue that if the weather is warm, with only occasional rains, that the hay obtains a growth then which it does not during any other month.

Generosity is a characteristic of the Ingersoll merchants, and they are invariably loyal to all movements under local auspices. This fact has been emphasized by their attitude during the past couple of weeks. As already mentioned, a monster Orange celebration will be held here on the 12th of July, and on Dominion Day the Ingersoll Gun Club will hold a big trap shooting tournament. Committees from the Gun Club and the Orange Lodge have made their rounds of the merchants soliciting prizes for these two events, and they met with splendid success.

On Tuesday George A. Mountain, of Ottawa, chief engineer of the Board of Railway Commissioners, and A. George Blair, law clerk, were in town taking evidence in connection with the proposed spur line to the factory of the Ingersoll Packing Co. At a recent session of the Railway Commission in Toronto the Commission ordered that an engineer's report be prepared and submitted. Several witnesses were heard and both sides of the matter full into.

Eggs continue to be one of the most valuable products on the local market. The supply is far below that of previous years, for which, as in many other cases, the unseasonable weather is being held responsible. It has been a long time since the people of this town were compelled to pay sixteen cents per dozen for eggs at this season of the year, but this is the ruling figure and the purchaser has the alternative of taking them at this price or leaving them, for the sellers have the advantage of a limited supply on their side and a refusal one minute will mean a ready sale in another. The price has kept up so well that many people are inclined to the belief that it will show very little, if any, decline. It is at this particular season that eggs are usually the cheapest, but the hens do not appear to be thriving as previously, and if the weather continues cool, it is believed that there will be very little falling off in the price. Another feature that will no doubt enhance the value of eggs is the fact that but little success has been had thus far in raising chickens. The weather has been anything but favorable for young chicks, which will mean that many egg producers will have to rely almost entirely on their old hens for their winter's supply, as pullets raised after this date are not at all likely to commence laying before the middle of the winter or early spring. Viewed from a most optimistic standpoint the situation is indeed one of complications. In addition to a shortage of eggs during the fall and winter there is also the prospect of a shortage of poultry and the attendant higher prices.

While this is essentially a dairying section, and one of the most famous of this fair Dominion, the great proportion of the milk supply is directed to the cheese factories and the factory of the St. Charles Condensing Company, in this town. Comparatively few of the farmers do their own butter-making, as they find it more profitable to take their milk to the cheese factories. Much of the butter that is consumed here is im-

THE CANADIAN GROCER

ported from districts where cheese factories are not so plentiful as in this territory. During recent years the demand has steadily increased for creamery butter, and the average consumer willingly pays a higher price for it than the dairy product.

The St. Charles Condensing Company, which has here one of the finest equipped factories to be found in Canada, is considering the advisability of locating another plant somewhere in western Ontario and a number of towns are already making a bid for the proposed industry.

The business has grown to such an extent that the local plant is unable to handle it. Woodstock and Tillsonburg have been giving much serious thought to securing the proposed industry, while St. Marys and Listowel are also on the alert. The last mentioned towns sent deputations here, both of which were headed by the mayor of the town, and the plant was thoroughly inspected. Both deputations were delighted with the fine factory, its splendid equipment and the convincing evidence of the large volume of business.

GALT.

The grocery and retail trade in general in Galt continues very quiet. The Horse Show which was held on the last three days of last week brightened things up considerably. The show, which is one of the best in Canada, was bigger and better than ever before. It is estimated that there was in the neighborhood of 1,500 visitors in town during the days of the show. The windows of a number of the retail merchants were appropriately decorated for the occasion. A half holiday was observed during one of the days of the show.

Geo. Mutch, who is opening a grocery store on Bruce Street, is about ready to begin business. The new store, which is about completed, is very modern and with his many friends Mr. Mutch should meet with success.

The grocery store of Patrick Radigan which has been undergoing extensive improvements, presents a very creditable appearance, and adds greatly to the appearance of Main Street.

The grocers in Galt were greatly elated at the fine weather of Friday and Saturday last, and had pictured in their minds a view of their windows piled with strawberries and other early fruits. But with Monday came April weather again, and the vision of strawberry windows vanished.

The weekly half holiday agitation has vanished, and the clerks have buried their hopes of a weekly outing during one day of the summer months. The premature demise of the scheme was owing to the contrary stand taken by two or three of the leading merchants. That this beneficial idea should be dropped is surely a mistake. It is quite possible that the druggists and jewelers may declare a weekly half holiday, irrespective of the action of the other merchants.

Hollands & McAuley, who recently opened a grocery store on South Water Street, are rapidly forging to the front and already this store has an enviable reputation.

"It looks as if we were not going to have Canadian-grown strawberries before the end of June this year," said Hugh Walker, of the firm of Deans & Walker, to your correspondent to-day. "In many previous years we have had Canadian strawberries on sale as early as June 6th, and they were of excellent quality, too. However, it appears that we will not grow wealthy over our transactions in fruit this year." Mr. Walker has strawberries on sale, imported from the south, and which retail at 25 cents per box.

The market on Saturday was largely attended. The farmers have about completed their seeding operations. Butter, 25c per lb.; eggs, 17c dozen; onions, radishes, etc., 5c bunch; chickens, 60c each; potatoes, \$1.20 per bag. A number of farmers were questioned regarding the effect the backward weather would have on the crops in general. Those interviewed one and all stated that while the weather was undoubtedly very backward, there was no cause for alarm, and that from present indications the crops would be fully equal to those of previous years. It would appear from the above statement that the rumors regarding light crops are to be believed with caution.

PETERBOROUGH.

The farmers' excursion left the city Wednesday morning for Guelph Experimental Farm and there was a big crowd on board the special train. Many city men, including merchants and their clerks, accompanied them.

The Retail Merchants' Association is up in arms again. This time it is because the police have been instructed to enforce what is known as the Bonfire By-law. It provides that no merchant can leave packing boxes, or waste material of any kind, in the lanes or in their back yards. This morning the president of the association was before the magistrate, charged with leaving some boxes in the yard at the rear of his store. The case was enlarged for eight days. What the merchants are indignant about is that they cannot leave an ordinary packing box in their back yard. They claim that the mayor and police are altogether too officious and are going too far. It was only a few weeks ago that several merchants were fined for blocking the walks; then the sign by-law came up, and now the bonfire by-law. The mayor claims the Canadian Fire Insurance Underwriters' Association forces him to put the by-law into force. The merchants answer this with the statement that the Canadian Fire Insurance Underwriters have nothing to do with it. The insurance men do not pay more than a couple of thousand dollars a year for losses by fires in this city and they take out about \$100,000 a year in premiums. It is time, the merchants think, that the council took a hand in the matter and dictated to the insurance companies. If the city carried the fire risks instead of the Underwriters' Association, the president claims the insurance men would soon come down off their high horse. It is likely the retail merchants will hold a meeting before the case against the president comes up again.

On Saturday morning the chief of police and three of his men made a raid on the market and seized all the butter that thirteen women were offering for

sale. For some time past there have been complaints of short weight in butter and the police undertook to find out what grounds the citizens had. The result was that of the thirteen women who appeared in police court, only two had full weight in their prints. Two or three were only half an ounce short, while eight were from one to two ounces short per pound. These were fined \$2 and costs and their butter given back to them, although most of the farmers' wives took their butter back home. Needless to say, the women were very much excited and the incident caused general comment throughout the entire city. The police and the magistrate did not accuse the ladies of fraud, but the fine was made to encourage them to be more careful, as they stated that they had not weighed their butter. There is far too much carelessness on behalf of the farmers of this district and the householders in the city have been paying the top prices for a whole lot of things they do not get.

A Hard By-law.

C. B. Routley, President of the Retail Merchants' Association, who was charged in the police court Monday with having a number of packing boxes in his yard, contrary to the by-law, in conversation with a Grocer correspondent, said:

"Mayor McWilliams, since coming into office, has shown his hand in a way which seems very unfriendly to the merchants of Peterborough. The claim is that the insurance companies demand that the merchants shall not keep packing boxes in their yards, and our city fathers agree to protect these corporations in their contention so that our city is thus the agent agreeing to protect the companies who make thousands of dollars every year out of Peterborough. They say: 'We like your money but on any risk we want \$90 out of every \$100 paid to us.'

"I venture to say there is collected in Peterborough one hundred thousand dollars a year for insurance, and that the companies combined do not have losses aggregating fifteen thousand.

"I, for one, think it would not be a bad idea for our city to do its own insuring; then we would not be dictated to by a company of capitalists. The companies have a right to give the city of Peterborough a lower rate, considering the small losses during the past 25 years. I believe that it would be a good thing to keep the money in the city. I also think that the reductions we receive in our water rates would not hold a patch to the enormous dividends or rebate that we would get, providing the city undertook to protect its citizens in this matter. It is high time that our city fathers took a stand and demanded a lower rate, and not put up with the dictation of rich corporations. As long as the companies can make objections to this, that, and the other thing, and have our officials carry out their ideas it is all right, but for goodness' sake don't ask them to give back any of the money they collect in this city."

A. Boeckh, Montreal manager of United Factories, Limited, was in Toronto for a few days on business with the company.

BLA

H. P. E

H. P.

week from his family again in the time first to among the first movement might was pleasant ardt, in Grocer r most into The flow Arabs ar the booth which ser on as it In the co tables ar French r Tunis on the mark tables of was like June wea pean sec French, up-to-dat

Return and his thence w Athens, c The capit scribed a cities of ings are streets ar kept, and those of

"There sale secti Mr. Eckan is carried nearly all

The ne: stantinop in the wor and most Eckardt's the filth pariah do habits of barking

tion even From th Turk the Odessa, th The first the strait: be one of the world. shores ris height, an are the su the villas ambassado mutiny of visible at vessel on his family vessel held off Germar teresting s

BLACK SEA AND RETURN.

H. P. Eckardt Back From Holiday in Southern Europe.

H. P. Eckardt, Toronto, returned last week from his annual trip abroad with his family. This year he sojourned again in the Mediterranean, most of the time in southern Europe. He went first to Palermo and spent a month among the lemon groves of Sicily. The first move was into Africa, and a fortnight was passed very interestingly and pleasantly at Tunis, which Mr. Eckardt, in conversation with a Canadian Grocer representative, described as the most interesting city he had ever visited. The flowing white robes of the native Arabs are a picturesque feature, and in the booths which line the narrow paths, which serve as streets, trade is carried on as it was thousands of years ago. In the country adjacent to Tunis vegetables are extensively grown for the French market. They are brought to Tunis on camels, and on February 1st, in the market there, Mr. Eckardt saw vegetables of every variety. The weather was like what is normally known as June weather in Canada. In the European section of the city, which is French, there are modern stores and up-to-date hotels.

Returning to Palermo, Mr. Eckardt and his family took ship for Smyrna, thence with little delay going on the Athens, calling on the way at Crete. The capital of Greece Mr. Eckardt described as one of the most modern cities of Europe. The principal buildings are handsome and of stone, the streets are wide, well paved and well kept, and the stores are quite equal to those of America.

"There doesn't seem to be any wholesale section in those cities," remarked Mr. Eckardt. "I don't know how trade is carried on unless the retailers are nearly all direct buyers."

The next point of contact was Constantinople. "The most beautiful city in the world to approach and the dirtiest and most unpleasant to be in," was Mr. Eckardt's opinion of it. In addition to the filth there were the numberless pariah dogs, sacred to the unsanitary habits of the Turks, whose howlings and barkings made sleep out of the question even in the best European hotels.

From the unspeakable capital of the Turk the route was laid by steamer to Odessa, the principal seaport of Russia. The first hour and a half lay through the straits of the Bosphorus, said to be one of the finest bits of scenery in the world. Both Asian and European shores rise gently to a considerable height, and set amid the green foliage are the summer palaces of princes and the villas of wealthy Turks and foreign ambassadors. The scars of the naval mutiny of two years ago were still visible at Odessa. The captain of the vessel on which were Mr. Eckardt and his family had commanded the German vessel held in Odessa at the time to take off German refugees, and he told an interesting story of the remarkable mu-

tiny. Mr. Eckardt was impressed by Odessa principally because he was surprised by its modernness. The people seemed prosperous and were well dressed. A trip was made to Nicolaiaf, farther up the river, and now the grain port of southern Russia, a business which Odessa lost on account of labor troubles. There women work in the holds of the grain vessels, trimming the cargoes, work which men cannot be got to do.

Mr. Eckardt returned almost directly to Naples and went thence to the Italian lake country for a fortnight. He returned home via Paris and London.

JOHN WALDIE DEAD.

John Waldie, a leader in the lumbering industry, died suddenly at his home in Toronto Wednesday. For many years Mr. Waldie was a large general merchant at Burlington, and it was there he laid the foundation of his fortune.

CANNOT PROSECUTE SALMON SHIPPERS.

Montreal civic authorities have decided that no action can be taken against the parties who shipped several thousand tins of putrid salmon to that city.

A city attorney visited Toronto to see if sufficient evidence was obtainable to issue a warrant, but on returning reported there was no evidence that fish had been shipped in bad faith. A certain amount had been good, and bad faith could not be proved.

Chief Detective Carpenter reports detectives were unable to get evidence justifying issuing a warrant. City Attorney Ethier says that consequently it is impossible the law department can proceed. He says that July 1 the new federal law comes into effect, which will give inspectors the right to prevent shipping such dangerous food in future.

READY TO FIGHT.

There are some malicious persons who, in their anxiety to sell other shoe polish, have falsely stated that "2 in 1" shoe polish injures leather.

The proprietors of "2 in 1" will be pleased to have any person who has positive proof that the above statement has been made, communicate with the F. F. Dalley Co., of Hamilton, Canada, or their solicitors, Scott & Robertson, Federal Life Bldg., Hamilton.

The proprietors intend to enter suit against all persons who resort to unbusinesslike tactics in trying to belittle the virtues of "2 in 1" shoe polish.

LIVE-FOR-EVER BRUSHES.

A traveler sends this story and vouchers for it:

In a large eastern city a gentleman recently had the pleasure of having his attention called in a very striking way to the superiority of goods of Canadian manufacture. Happening to be in a boot-shining parlor, the customer was informed by the young man who was wielding the brushes that the pair of brushes with which he had just shined the boots so nicely had been used constantly by him for ever seven years. "I shine about nine thousand pairs of

boots a year," said the bootblack, "and this pair of brushes have, therefore, done over sixty-three thousand pairs for me. Moreover," he said, "the fellow who was here before me had the brushes three or four years before I took the job." The customer's curiosity was aroused and, looking at the brushes, he was delighted to find on each handle the name of a Canadian manufacturer. It is putting it mildly to say that the gentleman in question walked down street with a stronger faith than ever in Canadian goods.

DOUBLE EXPRESS CHARGES.

To the editor of The Canadian Grocer—Did you ever get an express parcel and see it plainly marked across tag, or on parcel, prepaid, and driver deliver it to you and want to collect charges over again? The writer desires to call the attention of merchants to this practice, which has been going on for some time unnoticed. It may be the fault of billing clerks at either end, but is a grievance of long standing, and the sooner it is looked into by some officials of Dominion and Canadian Express Companies the better, or some of the Government people will give them more trouble. Once they get your money it is hard and tedious to get a refund. I have had two parcels sent me lately which were plainly marked "prepaid," and the agent at destination wanted to collect again. Of course, drivers can do nothing, only carry out their orders.

TRAVELER.

J. H. CHRISTIE DEAD.

Friends of J. H. Christie, one of the oldest travelers in the grocery business, will be sorry to learn of his death. He passed away in Montreal Wednesday of this week. At the time of his death Mr. Christie was traveling for William Galbraith & Son, Montreal.

GROCER SALESMEN MARRIED.

Norman Wesley Lumbers, sixth and youngest son of James Lumbers, Toronto and a city traveler for his father, was married on Thursday of last week to Miss Gladys Montgomery at the home of the bride's grandparents, 22 Isabella St. The officiating clergyman was Rev. Mr. Gandier, of St. James' Square Presbyterian Church. The young couple have gone on a month's trip to American cities.

W. E. McMurtry, Toronto, of The Eby, Blain Co. salesroom staff, was married June 1st to Miss H. L. Hostrowser, of Toronto. The ceremony was held in the Church of the Redeemer, and was followed by a wedding luncheon at the home of the bride's parents. Mr. and Mrs. McMurtry visited the Eastern States on their honeymoon.

J. M. Brayley, agent for the Kentucky Refining Company, makers of refined oils, Louisville, Ky., has removed to 322 Notre Dame street east. Mr. Brayley is pushing various oils of this company in Montreal and seems to be doing considerable business.

demand for vegetables is also very satisfactory, but as yet it does not appear that there will be a shortage of anything. If any of the three staples run out it will be tomatoes. The Canadian Cannery have issued notice that they will not pack any asparagus this season because of the failure of the crop. This is the first intimation in regard to this season's pack and it is not promising.

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

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

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

FRUITS.		Group No. 1	Group No. 2
Apples, standard, 3's	1 07 1/2	1 05	
" preserved, 3's	1 32 1/2	1 30	
" standard, gal.		2 95	
Blueberries—			
2's, standard	0 95	0 92 1/2	
2's, preserved	1 45	1 42 1/2	
Gals., standard		4 50	
Cherries—			
2's, red, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
Gals., red, pitted		8 90	
" not pitted		7 40	
2's, black, pitted	2 27 1/2	2 25	
2's, " not pitted	1 77 1/2	1 75	
2's, white, pitted	2 42 1/2	2 40	
2's, " not pitted	1 92 1/2	1 90	
Currants—			
2's, red, H.S.	1 82 1/2	1 80	
Gals., red, solid pack		7 40	
Gals., red, standard		5 15	
2's, preserved	2 02 1/2	2 00	
2's, black, H.S.	1 92 1/2	1 90	
2's, preserved	2 15	2 12 1/2	
Gals., black, standard		6 65	
Gals. " solid pack		8 15	
Gooseberries—			
2's, H.S.	2 17 1/2	2 15	
2's, preserved	2 40	2 37 1/2	
Gals., standard		6 50	
Gals., solid pack		8 50	
Lawtonberries—			
2's, H.S.	1 80	1 77 1/2	
2's, preserved	1 97 1/2	1 95	
Gals., standard		5 50	
Peaches—			
1 1/2's, yellow (flats)	1 72 1/2	1 70	
2's, yellow	2 25	2 22 1/2	
2 1/2's, yellow	2 65	2 62 1/2	
3's, yellow	2 42 1/2	2 40	
3's, yellow (whole)	2 42 1/2	2 40	
2's, white	1 77 1/2	1 75	
2 1/2's, white	2 55	2 52 1/2	
3's, white	2 75	2 72 1/2	
3's, pie	1 32 1/2	1 30	
Gal., pie, peeled	4 67 1/2	4 65	
Gal., pie, not peeled	3 72 1/2	3 70	
Pears—			
2's, Flemish Beauty	1 67 1/2	1 65	
2 1/2's, Flemish Beauty	2 02 1/2	2 00	
3's, Flemish Beauty	2 17 1/2	2 15	
2's, Bartlett	1 82 1/2	1 80	
2 1/2's, Bartlett	2 22 1/2	2 20	
3's, Bartlett	2 37 1/2	2 35	
3's, pie, not peeled	1 32 1/2	1 30	
Gal., pie, peeled	4 02 1/2	4 00	
Gal., pie, not peeled	3 42 1/2	3 40	
Pineapple—			
2's, sliced	2 02 1/2	2 00	
2's, graded	2 12 1/2	2 10	
2 1/2's, whole	2 82 1/2	2 80	
Florida 2's, sliced or graded		2 60	
Singapore, 1 1/2's, sliced		1 50	
" 2 1/2's, whole		2 30	
Plums, Damson—			
2's, light syrup	1 20	1 17 1/2	
3's, light syrup	1 72 1/2	1 70	
2's, heavy syrup	1 35	1 32 1/2	
2 1/2's, heavy syrup	1 67 1/2	1 65	
3's, heavy syrup	1 97 1/2	1 95	
Gal., standard	3 37 1/2	3 35	
Plums, Lombard—			
2's, light syrup	1 25	1 22 1/2	
3's, light syrup	1 75	1 72 1/2	
2's, heavy syrup	1 40	1 37 1/2	
2 1/2's, heavy syrup	1 72 1/2	1 70	
3's, heavy syrup	1 97 1/2	1 95	
Gal., standard	3 57 1/2	3 55	
Plums, greengage—			
2's, light syrup	1 30	1 27 1/2	
2's, heavy syrup	1 45	1 42 1/2	
2 1/2's, heavy syrup	1 72 1/2	1 70	
3's, heavy syrup	2 00	1 97 1/2	
Gal., standard	3 87 1/2	3 85	
Plums, egg—			
2's, heavy syrup	1 72 1/2	1 70	
3's, heavy syrup	2 00	1 97 1/2	
2 1/2's, heavy syrup	2 32 1/2	2 30	

Raspberries, Red—		
2's, L. S. (Shafferberries)	1 55	1 52 1/2
2's, H. S.	1 7 1/2	1 75
2's, preserved	1 97 1/2	1 95
Gals., standard		5 65
" solid pack		8 65
Raspberries, Black—		
2's, black, H. S.	1 77 1/2	1 75
2's, preserved	1 92 1/2	1 90
Gals., standard		5 40
" solid pack		8 40
Strawberries—		
2's, heavy syrup		2 50
2's, " preserved	2 17 1/2	2 15
Gals., " standard		6 42 1/2
Gals., " solid pack		9 17 1/2

VEGETABLE			
Asparagus—			
2's, tips, California		3 90	
2's, Canadian	2 80	2 77 1/2	
Beets—			
2's, sliced, sugar and blood red		1 02 1/2	
2's, whole, " "		0 92 1/2	
3's, sliced, " "		1 25	
3's, whole, " "		1 15	
Beans—			
Fancy brands			
2's, golden wax	0 90	0 85	
3's	1 35	1 32 1/2	
Gals. " "	3 92 1/2	3 90	
2's, refugee or valentine (green)		0 90	
Gals. " "		0 85	
2's, crystal wax	0 97 1/2	0 95	
Red kidney, 2's	1 05	1 02	
Lima, 2's	1 30	1 27 1/2	
Corn—			
2's	0 95	0 92 1/2	
Gal., on cob		4 65	
Carrots—			
2's	0 97 1/2	0 95	
3's	1 07 1/2	1 05	
Cabbage—			
3's	0 92 1/2	0 90	
Cauliflower—			
2's	1 47 1/2	1 45	
3's	1 87 1/2	1 85	
Parsnips—			
2's	0 97 1/2	0 95	
3's	1 07 1/2	1 05	
Peas—			
1's, extra fine sifted	1 02 1/2	1 00	
2's, standard	0 87 1/2	0 85	
2's, early June	0 97 1/2	0 95	
2's, sweet wrinkled	1 02 1/2	1 00	
2's extra fine sifted	1 27 1/2	1 25	
Gals., No. 4	3 92 1/2	3 90	
Pumpkins, 3's	0 95	0 92 1/2	
Gal.	3 02 1/2	3 00	
Rhubarb—			
2's, preserved	1 20	1 17 1/2	
3's	1 97 1/2	1 95	
Gal., standard	2 77 1/2	2 75	
Spinach—			
2's	1 45	1 42 1/2	
3's	1 87 1/2	1 85	
Gals.	5 17 1/2	5 17	
Squash—			
2's	1 20	1 17 1/2	
Gal.	3 52 1/2	3 50	
Tomatoes—			
2's	1 00	0 97 1/2	
3's, all kinds	1 20	1 17 1/2	
Gals., all kinds	3 62 1/2	3 60	

SAUCE, ETC.			
Tomato sauce, 1's		0 50	
" 2's		0 80	0 83
" 3's			1 00
Chili sauce same as tomato sauce.			
Catsup, tins, 2's		0 75	0 90
" gal.		4 50	
" jugs		7 70	12 00
FISH.			
Lobster, talls		4 00	
" 1-lb. flats		4 30	
" 1-lb. flats		2 25	
Mackerel		1 10	
" Scotch		1 45	
Salmon, Fraser River Sockeyes—			
1-lb. Talls, per doz.	1 80	1 80	
1-lb. Flat		1 95	
1-lb. "		1 20	
Rivers inlet		1 65	1 70
Northern River Sockeyes		1 65	1 75
Codces, per doz.		1 35	
Humpbacks, "		1 00	1
Sardines, French 1/2's		0 12	0
" "		0 25	
" Portuguese 1/2's		0 08	0 10
" P. & O. 2's		0 25	0 27
" P. & O. 1's		0 35	0 38
" Domestic, 1's		0 03	0 03 1/2
" Mustard, 1/2 size, cases 50 tins, per 100			4 00
Haddies, per doz		1 10	1 00
Kipper herring, domestic		1 20	
" imported		1 35	1 60
Herrings in tomato sauce, domestic		1 00	
" imported		1 30	1 40
MEATS, ETC.			
Beef, corned ls, per doz		1 400	
" 2s		2 5	
" 3s		7 5	
" 1s		17 50	
Per dozen tins.			
Chicken, 1's, boneless		3 00	
Turkey, 1's, "		3 00	
Duck, 1's, "		2 85	

Tongue, 1's, lunch	2 75	3 00
Soup, 2's, giblet		1 95
" 2's, tomato		1 00
" 3's, "		1 45
Pig's feet, 1's, boneless		1 40
" 1 1/2's		2 50

ONTARIO MARKETS.

POINTERS:—
Prunes—Higher.
Sugar—Slow.
Large pines—Scarce.
Butter—Lower.

Toronto, June 13, 1907.

The grocery business is very active and if sugar were moving as usual at this season trade would be bulking large indeed. Wholesalers generally report things brisker than a week ago. Sugar is the only article in which a better movement might be expected. The outgo of canned goods is very satisfactory. All fruits are getting into very small compass and not a few jobbers are out of many lines. Vegetables are in good demand. The new crop must now be late. There is plenty of corn and peas but it is not expected that many tomatoes will be carried over. The first line on the new pack arrived this week with an intimation from the Canadian Cannery that they would not be able to pack any asparagus this year because the crop was practically a failure.

The raw sugar market continues weak, but a decline in refined is not anticipated.

The very strong position of new crop prunes at the coast has encouraged jobbers here to advance spot prices. At present quotations are somewhat irregular, but stocks are small and a general advance in all sizes is anticipated. Largest sizes are practically cleaned up now.

In all lines of groceries prices are strong. Collections are reported satisfactory.

TEA — Prices continue firm, but trade is dull, both jobbers and retailers buying only from hand to mouth.

COFFEE — Willett & Gray, New York, in their latest weekly report say:

"The large increase in the world's visible for the month of May, although daily foreshadowed by the receipts, naturally made an impression on the mind of the coffee world. It is claimed that the current crop is not only fully as large as our previous estimates but that it is also coming to market in proportion, as holders are not keeping back supplies more than they can possibly avoid. But the large yield and free movement of the present Santos crop have had the effect with the Government to increase its purchases, and while the impression formerly was that the total quantity the Government would take of this crop would not exceed seven million bags, we ascertain that the purchases will be continued up to even 8,000,000 bags or more."

SUGAR — The New York market for raws has been weak but European beet remains about steady. Supplies have accumulated with the New York refiners because of the longshoremen's strike and

NEW BRUNSWICK GROCERY NEWS

Eastern View of Sugar Situation—Fish Industry—Woodenware Factory Burned
—Potato Situation in the Province—Fire in a Candy Factory.

(By Canadian Grocer Special Correspondents.)

St. John, N.B., June 10, 1907.

Business continues very good in all lines. Prices hold firm and there has been an advance in several lines during the past week.

Sugars—An advance is looked for shortly. The prices of sugars on this side of the Atlantic have for some time been much lower than in the European markets, which has been due to the low prices at which Cuban sugars have been selling. The production of this season's crop in Cuba is about to a close as there are now only seven centrals making sugar out of a total number of one hundred and eighty. It is estimated that New York or Paris will have to buy between 300,000 and 400,000 tons of beet or Java sugars, for which, of course, they will have to pay the ruling prices in those markets, consequently it is simply a question of time when prices on this side of the Atlantic must rule considerably higher than at present. For their immediate wants the New York refiners are well supplied, and are holding off from buying, and squeezing prices down on any lots that are forced on their markets for sale. It is expected that in a short time the situation on this side of the Atlantic will be very much improved in the interests of sellers.

Flour and Meals—Prices in Ontario advanced fifteen cents during the week. Some of the dealers are looking for an advance in Manitobas, while others are inclined to think the present prices will rule for a time at least. Cornmeal is now at the highest figure it has been in some time, and bags are sold at \$1.40. Oatmeal is higher in the primary market, but dealers here are well supplied and it is being sold at a figure lower than is being asked at the mills.

Fish—The merchants are getting their first lots of new cod. The market is holding firm and old fish are pretty well cleaned up. Smoked herring are much firmer. In harbor fishing, the run of gaspereaux is nearly over. The total catch is considerably below the average but the prices received have been higher than for several seasons, so that things will just about balance all round. Shad and salmon are being taken in limited quantities.

Other lines—New cheese is holding steady at about 13½ cents. In evaporated apples, stock is moving freely and the market is firmer. Prunes and raisins are somewhat higher and there has also been a slight advance in beans. The supply of onions is limited to Egyptian in bags, and the market is very firm.

Hall & Fairweather are making quite extensive alterations in their premises on Ward street. The offices are being

remodeled, an additional private office being built. A hot water heating system is being put in and an electric elevator installed.

J. Hunter White, who has been in England on a combined business and pleasure trip, sails for home on the 11th.

Alderman John W. Vanwart and Donaldson Hunt, who have been spending a few days fishing at Bonney River, have returned home. They secured one hundred and twenty-nine trout.

W. R. Potter, manager of the Supply Co., at Canning, N.S., and Arthur Burgess, manager of the Trading Co. at the same place, were in the city last week on a business trip.

A disastrous fire occurred at Hampton, Friday, when all the buildings, except a small one occupied as an office, belonging to the Canada Woodenware Company, together with their extensive manufacturing plant, finished stock and lumber in the dry house, etc., were destroyed. The company's loss will be about \$30,000, and some 35 hands are thrown out of employment.

The new manufacturing industry was just entering upon its second year's enterprise and orders were coming in which bid fair to keep a large staff busy in working up a successful business. Pails, tubs and other forms of woodenware were turned out. The company carried \$18,000 insurance.

A fire which broke out in the premises of the White Candy Company, on Union street, Friday night, did about \$2,500 damage. The blaze started on the fourth floor in the manufacturing department and kept the firemen busy for about an hour.

Thomas White, president of the company, and Mrs. White, are in Montreal on their way to Scotland, and Thomas F. White, manager of the business, is on his way home from England.

The fire came at a very bad time, as the factory has been working night and day to fill orders. The rush has been almost as bad as the Christmas season. Repairs are being made.

W. Alexander Porter has secured the agency here for Noxie Kola, a bottled beverage put up by F. B. Perkins, of Waterloo, Quebec, and he received a carload last week for which he is meeting with a ready sale. A team for demonstration purposes will be sent here in a few days.

From all over the province come reports of the scarcity of potatoes and the consequent high prices. A correspondent at Hopwell Hill, Albert county, says: "It is something unusual for the residents of this farming section to be paying \$1 a bushel, which is the price now being given for coppers, other varieties bringing as high as 90 cents. The merchants here have been importing Island potatoes from Moncton, and have been told by the dealers there that they will not be able to guarantee any after next week, there being considerable danger of a potato famine."

A Hartland correspondent writes:—"Throughout Carleton and Victoria counties the potato industry has sprung into amazing proportions. Last year the two counties raised five times as many potatoes as any previous year. This season the acreage is ten times that of last year. Forty thousand dollars worth of superphosphate has been sold in this village this spring. The sales reached to about \$4,000 last year. Many farmers have planted from 25 to 40 acres. Last season showed an average profit of about \$50 an acre."

Quite a curiosity, in the shape of an egg, was seen a few days ago in Hawker's drug store, Prince William street. A case of eggs had been received for use at the soda fountain and on the top was one which was thought too small to give to a customer and the boy was told to break it and give it to the cat. Upon breaking the shell he found a perfect yolk and inside it another egg, about as large as a canary's egg, perfectly formed, with a shell on it.

T. Rankine & Sons, biscuit manufacturers, have granted the Saturday half-holiday to their employes during the months of June, July and August.

W. Hawksley Merritt, who for many years has been in the retail grocery business here, as a member of the firm of Puddington & Merritt, left recently with his family for British Columbia, where he will locate.

FRUITS and VEGETABLES

We are in touch with leading shippers and can supply the best at closest prices.

J. R. CLOGG & CO.,

82 ST. ANTOINE ST., - MONTREAL

MANITOBA MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Thursday, June 13, 1907.)

Ideal growing weather has prevailed for three or four weeks now, and in spite of the late opening of the summer season the prospects for a "bumper" crop are now considered excellent. Farmers have been so busy seeding that the eastward shipments of last season's wheat have not been so heavy as was looked for but the movement will be very large from this time on.

Advance in prunes and white beans and continued firmness of the rolled oats market are the features this week. Owing to the advance in wheat "meat of wheat," a breakfast food manufactured in the west, has been advanced in price.

CANNED GOODS — Several lines of canned fruits are in scant supply. Quotations continue as follows:

FRUITS.		
	Group No. 1	Group No. 2 & 3
Apples—		
3's standard, per doz.	1 29 1/2	1 27
gallons, per doz.	3 47 1/2	3 45
Cherries—		
2's, red pitted, per doz. case	2 41 1/2	2 39
Currants—		
2's, red, heavy syrup, per doz.	1 96 1/2	1 94
2's black	2 61 1/2	2 04
Gooseberries—		
2's, heavy syrup	2 31 1/2	2 29
Lawtonberries—		
2's heavy syrup	1 94	1 91
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 Damson, l.s.	1 34	1 31 1/2
2's Lombard, l.s.	1 39	1 37 1/2
2's Greengage, l.s.	1 44	1 41 1/2
2's Egg, heavy syrup	1 86 1/2	1 84
Raspberries—		
2's red, light syrup	1 69	1 66 1/2
2's black, heavy syrup	1 91 1/2	1 89
Pineapples, whole, 2 lb., per case		3 75
" sliced, 2 "		4 5 1/2
" grated, 2 "		4 40
VEGETABLES.		
Beans—		
golden wax, "	1 98	1 93
refugee, "	1 98	1 98
crystal wax, "	2 18	2 13
Corn—		
2's	2 13	2 08
Peas—		
(No. 4) 2's	1 98	1 93
(No. 3) 2's	2 18	2 13
(No. 2) 2's sweet wrinkle	2 28	2 23
(No. 1) 2's extra fine sifted	2 78	2 73
Succotash—		
2's	2 63	2 58
Beets—		
whole, "	2 08	
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 doz.		2 89
Tomatoes—		
per case	2 79	2 74
Beans, golden wax	1 98	1 93
refugee	1 98	1 93
MEATS.		
Pork and beans 1's, per doz.	1 25	
" 2's, "	1 90	
" 3's, "	2 60	
Clark's 1 lb. plain, per case	2 25	
" 2 " " "	1 80	
" 3 " " "	2 25	
" 1 " tomato sauce, per case	2 25	
" 2 " " "	1 80	
" 3 " " "	2 25	
" 1 " Chili " "	2 25	
" 2 " " "	1 90	
" 3 " " "	2 25	
Soups, per doz.	1 25	
Canned chicken (Man. Can. Co.) per doz	3 25	
" turkey	3 25	
" chicken, per doz	3 30	
" turkey	3 30	
duck	3 30	

Corned beef	2's per case	2 75
" "	1's	2 50
Man. Can. Co. 2's per doz.		1 35
Roast beef (Man. Can. Co.) 2's, per case		9 50
" "	1's	1 35
(Clark's) 1's, per doz.		2 75
" "	2's	2 55
Potted meats, 2's, per doz.		0 55
Veal loaf 1 lb., per doz.		1 25
Ham loaf 1/2 lb., "		2 50
" 1 lb., "		1 25
Chicken loaf 1/2 lb., "		1 85
" 1 lb., "		3 50
Lunch tongue 1's, "		3 65
Sliced smoked beef 1-lb. tins, per doz.		1 80
" "	1-lb. tins, "	3 10
" "	1-lb. glass, "	3 35
Chipped " 1-lb. tins, "		1 45
" "	1-lb. tins, "	2 50
Sliced bacon, 1-lb. tins, "		3 05
" "	1-lb. tins, "	3 10
Corned beef 1-lb. tins, per doz.		5 55
" 2-lb. "		3 75

SUGAR — Prices are as follows since the decline noted in last issue:

Montreal granulated, in bbls.	5 20
" " in sacks.	5 15
" yellow, in bbls.	4 80
" " in sacks.	4 65
Wallaceburg, in bbls.	5 10
Berlin, granulated in bbls	5 05
" " in sacks.	5 00
Icing sugar in bbls.	5 05
" " in boxes.	5 80
" " in small quantities.	6 07
Powdered sugar, in bbls.	6 49
" " in small quantities.	5 60
" " in small quantities.	5 80
" " in small quantities.	5 85
Lump, hard, in bbls.	6 15
" " in 1-bbls.	6 15
" " in 100-lb cases.	6 16

SYRUPS AND MOLASSES — No change since the advance in corn syrups noted last week. We quote:

Syrup "Crown Brand," 2-lb tins, per 2 doz. case	2 35
" " 5-lb tins, per 1 "	2 75
" " 10-lb tins, per 1 "	2 55
" " 20-lb tins, per 1 "	2 60
" " 1 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 10
" " 5 " " "	3 60
" " 20 " " "	3 30
" " 10 " " "	3 20
Barbadoes molasses in 1-bbls, per gal.	0 40
New Orleans molasses in 1-bbls, per lb.	0 03 1/2
Porto Rico molasses in 1-bbls., per lb.	0 04 1/2
Blackstrap, in bbls., per gal.	0 31
" " 1/2 gal. bsts., each.	0 33
" " 1/2 gal. bsts., each.	2 25

COFFEE—

Whole green Rio, per lb.	0 10
roasted " per lb.	0 12 1/2
Ground roasted Rio, per lb.	0 13 1/2
Standard Java in 25-lb. tins, per lb.	0 32
Old Government Java in 25 lb. tins, per lb.	0 32
" Mocha.	0 32
Imperial Java, in 25 lb. tins, per lb.	0 29
Pure mocha	0 25
Maracaibo	0 19
Choice Rio.	0 17
Pure	0 16 1/2
Seal Brand (C & S) in 2-lb tins, per lb.	0 32
" 1-lb.	0 33
Local Blends:—	
Mocha, and Java in 2-lb. tins, per lb.	0 23
" 1-lb.	0 24

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

PICKLES — Local brands are quoted as follows:

Sour—	
1 gal. pail.	70
3 " "	1 87
5 " "	2 75
Crock.	65
Bottles, 18 oz., per doz.	2 00
" 20 " " "	2 25
Chow—	
1 gal. pail.	75
3 " "	1 55
5 " "	3 00
Crocks.	70
Bottles, 18 oz., per doz.	2 00
" 20 " " "	2 25
Sweet—	
1 gal. pails.	80
3 " "	2 15
5 " "	3 25
Crocks.	75
Bottles, 18 oz., per doz.	2 25
" 20 " " "	2 50
Onion—	
1 gal. pail.	90
3 " "	2 40
5 " "	3 75
Crocks.	85
Bottles, 18 oz., per doz.	2 50
" 20 " " "	2 75

STARCH — As noted in last week's issue, there has been a general advance

in corn and laundry starches averaging 1/2-cent per lb.

CHOCOLATE, AND COCOA — As noted in last week's issue, chocolates and cocoas have been generally advanced about one cent per lb.

FOREIGN DRIED FRUITS—Prunes have been advanced. We quote:

Sultana raisins, bulk, per lb.	0 13 1/2	0 13 1/2
cleaned, "	0 14	
1 lb pkgs "	0 16	
Table raisins, Connoisseur clusters per case.	2 60	
extra dessert, "	3 40	
Royal Buckingham, "	4 00	
Imperial Russian, "	5 25	
Connoisseur clusters, 1 lb pkgs, per case (30 pkgs).	3 35	
Connoisseur clusters, boxes (5) lbel.	0 80	
Valencia raisins, f. o. s.	1 75	
selected.	1 85	
layers.	2 10	
Trenor's Valencia raisins, f.o.s, per case.	2 70	
selects "	2 85	
layers "	2 95	
California raisins, muscatels, 2 crown, per lb.	0 10 1/2	
" " " "	0 10 1/2	
" " " "	10 1/2	
choice seeded in 1/2-lb. packages per package	0 10 1/2	
fancy seeded in 1/2-lb. packages per package	0 10 1/2	
choice seeded in 1-lb. packages per package	0 12 1/2	
fancy seeded, 1-lb. packages, per package	3 10	
Prunes 100-120 per lb.	0 05 1/2	
90-100 " "	0 05	
80-90 " "	0 05 1/2	
70-80 " "	0 07	
60-70 " "	0 07 1/2	
50-60 " "	0 08	
40-50 " "	0 09	
Currants, uncleaned, loose pack, per lb.	0 07 1/2	
dry cleaned, Filistras, per lb.	0 07 1/2	
wet cleaned, per lb.	0 07 1/2	
Filistras in 1-lb pkg. dry cleaned, per lb.	0 08 1/2	
Vostizas, uncleaned.	0 05	
Hallowee dates, new per lb.	0 07 1/2	
in packages, per lb.	0 07 1/2	
Figs, cooking, in tapnets, per lb.	0 15 1/2	
in sacks "	0 06	
table, 1 crown "	0 10	
" 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 21 1/2	
Apricots, standard in 25-lb. boxes, per lb.	0 21 1/2	
Peaches, choice, per lb.	0 15	
Peaches.	0 15 1/2	
Pears, choice (halves), per lb.	0 13 1/2	
standard "	0 13	
Plums, choice (dark pitted) per lb.	0 14 1/2	
Nectarines, choice.	0 16	

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

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

Ontario honey, 5-lb. tins per case.	8 75
10-lb.	8 65
California honey 1-lb. glass jars, 2-doz. case.	4 80
" 5-lb. tins, 1-doz. case.	8 40
" 10-lb. " 1-doz.	10 80
" 60-lb. " per lb.	0 11

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

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

NUTS—

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

OATMEAL AND CORNMEAL — Rolled oats have been advanced and prices are now as follows:

Rolled oats, 80 lb sacks, per sack	1 95
" 40 " "	1 00
" 20 " "	0 51 1/2
" 8 " "	0 23 1/2
Granulated oatmeal, per sack	2 50

STAPLE AS GOLD

Grocers are wise to sell more Royal Baking Powder, because in the end it yields a greater profit than the low-priced powders, many of which contain alum, which is injurious to health.

Royal Baking Powder is always worth one hundred cents on the dollar, and no grocer need hesitate to carry a large amount of it in stock.

Royal Baking Powder retains its full strength in all climates all the time.

Varying atmospheres do not lessen its leavening qualities. You have no spoiled stock.

It is absolutely pure and healthful and always sure in results.

It never fails to satisfy the consumer.

It is sold the world over and is as staple as gold.

ROYAL BAKING POWDER CO., NEW YORK

Standard, per sack	2 35
Cornmeal	1 60

EGG CASES—In good demand at following prices.

No. 1 egg case, complete	0 45
No. 1 " without filler	0 37
No. 2 " complete	0 35
No. 2 " without filler	0 21
Egg case fillers (12 sets per case), brown per case	1 70
white,	1 85

ONTARIO GUILD MEETING.

Wholesalers Conclude a Very Pleasant and Profitable Session.

The Wholesale Grocers' Guild closed its two days' session in the Board of Trade rooms, London, on Wednesday evening.

Much of the time was taken up with hearing depositions, perhaps the most important of which was Mr. Moyer, of Toronto, of the Dominion Retail Merchants' Association, who addressed the convention on matters of prime concern to the wholesaler and retailer, pointing out where the former, in his dealings with the producer, can improve the position of those who are his direct customers. Mr. Moyer's views were well received by the convention, the feeling being that everything possible along the lines suggested should be done. It was also decided to endeavor to induce Mr. Moyer to visit London in the near future to address the local Retail Grocers' Association, which is not in affiliation with the Dominion organization. A resolution was adopted asking manufacturers, in making limited selling prices, not to forget to give the retailer living profits.

David Marshall, M.P. for East Elgin, and Mr. Innis, addressed the guild in behalf of the Canadian Cannery, explaining the change in the new law in reference to labeling goods, and their determination to maintain the highest quality of their product.

A strong recommendation was adopted, urging upon the Federal Government the establishment of a "bureau of inland trade and commerce," where matters relating to inland trade and commerce may be considered and dealt with.

The present department of trade and commerce is devoted mostly to matters relating to trade with foreign countries and not sufficient attention is given to the necessities of inland trade in Canada. Matters brought to the attention of this department fifteen months ago by manufacturers, wholesale and retail merchants have not as yet been dealt with.

A very strong committee was appointed to co-operate with committees of manufacturers and retail merchants to take whatever action they may deem necessary to urge the consideration of this matter upon the Government.

The new bill of lading proposed by the railways of Canada, and recently considered by the Railway Commission, came in for much criticism. Chairman Justice Killam has been asked to insist upon changes in harmony with the requirements of shippers.

The evils of the rebate system were given consideration. This is a method adopted by some salesmen of giving to some larger buyers a rebate on the fixed prices adopted by the manufacturers. This places the small buyers at a serious disadvantage, so they are not able to compete. The evils of the method have been fully demonstrated in railway and insurance business across the line, consequently the laws have been enacted making it a criminal offence for any officer to give rebates in any form, or for any merchants to receive rebates from the company or their agents. As the manufacturers, wholesalers and retailers have larger interests and are more in number than the railroads and insurance interests, it is hoped legislation will be adopted by the Government to put a stop to the practice.

A recommendation was adopted that holidays for all wholesale grocers' travelers shall cover two weeks, beginning July 20 and ending August 3.

The president of the Hamilton guild extended a hearty invitation to the provincial guild to hold the next annual meeting in that city. The invitation was accepted.

The election of officers for the ensuing year resulted as follows:

President—T. B. Escott, London, Ont. (re-elected).

First Vice-president—W. G. Craig, Kingston, Ont.

Second Vice-president—W. Gilmour, Brockville, Ont.

Secretary-Treasurer—Jas. Somerville, Hamilton, Ont. (re-elected).

Before the session closed, the visiting delegates passed a resolution of thanks to the London Guild for the pleasant entertainment given them. J. M. Dillon, in the absence of President Sreaton, replied, expressing pleasure at having a visit from so many representative business men of the province.

The drive about the city on Tuesday was much enjoyed despite the disagreeable weather prevailing. The carriages stopped at the residence of Col. A. M. Smith, of A. M. Smith & Co., where refreshments were served. The delegates were loud in their praises of the beauties of the Forest City.

FLOUR MILL FOR McLEOD.

The construction of a 250-barrel flour mill will be commenced at McLeod almost immediately. The cost will be \$50,000. The members of the Society of Equity and shareholders of the new mill have obtained from the town exceptionally favorable concessions, viz.: A building site of nine lots, free water, exemption from all taxation for a period of years and cheap electric power. D. J. Grier will be general manager.

W. M. Langton, of Nanaimo, B.C., was a visitor to Toronto wholesalers during the past week. Mr. Langton sees a wonderful change in Toronto since his last visit of ten years ago.

Expert Bookkeeping

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

Davenport, Pickup & Co.

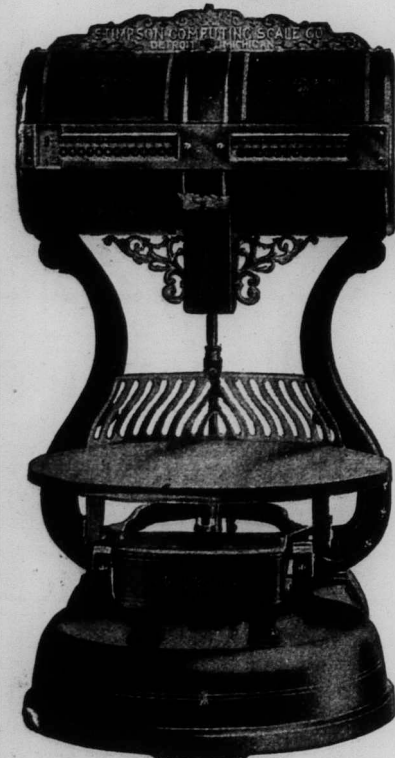
622 McIntyre Block and 422 Ashdown Block

WINNIPEG, MAN.

and at BRANDON, MAN.

Square your accounts

Our New Improved No. 30 Scale



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

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

Price \$120—\$20 cash and \$10 per month.

STIMPSON COMPUTING SCALE CO.

34 ARTHUR STREET
WINNIPEG, MAN.

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



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

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

Write us for Samples and Prices

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

A Boy's Bank Account

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

A Bank Account

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

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

IN ADDITION

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

The MacLean Publishing Company,

10 Front Street East, Toronto

All Your Customers Drink

more during the warm weather than any other season. They may choose Alcoholic or Non-alcoholic. It's always wise and safe to sell Non-alcoholic beverages.

Do You Know

that

Kops Ale and Stout

Valento Wine

are Non-alcoholic, recommended by doctors, thirst-quenching, palatable and nourishing. They make an ideal summer drink. Don't wait till your neighbor stocks them. Get this trade yourself.

Write for samples and particulars.

Kyle & Hooper

Wholesale Agents for Ontario

27 Front St. East - - Toronto

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

meets the most exacting require-
ments of your customers.

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

LARD

BUY THE BEST



MADE BY
FEARMAN
HAMILTON

More Trade and Better

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



Corona
Brand



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

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

A Better Brand than the famous

RYAN BRAND

of provisions may appear some day.

Shrewd Grocers stock our

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

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

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

Pri
below
short
eline
it is
lower
writin
12c.,
are a
lower
Exp
trade
ited.
along
orders
quirec
did li
lately
tioned
and t
large
lar tr
cline
will r
Rec
week
ceived
week,
June
the sl
ceipts
is ab
in fig
7, rec
808 b
period
Exp
boxes
corres
48,400
1906.
14,000
when
boxes
figure
110 b
fice t
hind
But
price,
with
thing
going
busin
Not
shipp
to the
whole
are n
buyer
by a
porte
the C
ly wi
here
and
Ter
recei
impro
mone

Dairy Produce and Provisions

CHEESE AND BUTTER BULLETIN

Prices quoted this week are 5c. to 3c. below those which were the standard a short six days ago. That they will decline still further is quite probable, and it is merely a question of how much lower they will fall. At the time of writing dealers are asking for Ontarios 12c., while ruling figures for Townships are around 11½c. Straight Quebecs are lower still, 11½c. to 11¼c. being asked.

Export business is improving, although trade with the Old Country is still limited. Prices have been too high all along to warrant the placing of many orders, and beyond buying what was required for immediate use English firms did little in the purchasing line. But lately, causing the improvement mentioned, figures dropped, little by little, and there has been some nibbling by large buyers, over and above the regular trade. Allow present prices to decline a little further and good business will result.

Receipts were better last week than week of June 2, 63,604 boxes being received against 48,770 boxes June 2 week, and against 73,834 boxes week of June 8, 1906. It will be noticed that the shortage, comparing last week's receipts with those of the same week 1906, is about 10,000 boxes, as it was shown in figures given a week ago. To June 7, receipts are reported as being 191,808 boxes, against 258,890 boxes for like period 1906.

Exports last week were some 20,000 boxes behind what they were for the corresponding week last year, being but 48,406 boxes against 66,413 boxes in 1906. They showed an increase of over 14,000 boxes over the previous week, when shipments amounted to 34,005 boxes. Total shipments since May 1 figure out 188,930 boxes, against 258,110 boxes for the same time 1906. Notice that shipments are 69,180 boxes behind last season.

Butter, like cheese, is declining in price, and next week will likely bring with it a further drop. It is a good thing for export trade that figures are going down, for up to the present time business transacted has been very small. Not a hundred packages have been shipped, which will give some idea as to the volume of the export trade. The whole trouble lies in the fact that prices are much too high to interest English buyers. The Old Country market is not by any means bare of butter, and importers have not necessarily to turn to the Canadian market, and they certainly will not be interested before prices here go down another cent, or a cent and a half.

Tending to keep up prices, however, receipts are not large, though they are improving. Cheese brings such good money that many creameries are making

no butter at all, devoting their entire time to cheese. And they will continue doing so until cheese prices decline quite a bit. Just look at the receipts. For the past while, they have been each week just about half of what they were for the corresponding week in 1906. Take last week for example. Receipts were 12,908 packages, against 24,016 in 1906. Or look up figures for the week previous. It will be found that receipts were 10,537 packages, against 18,613 packages in 1906. For the season so far receipts are over 30,000 packages behind last year, there having been received,

The deliveries of hogs are always the determining factor in the provision situation but they are especially so now. For some weeks deliveries have been heavy, culminating last week with a total of 40,000, which is the largest number since December. The deliveries directly influence the market in Great Britain, and they form the basis for fixing the price of hogs in Canada. Prices of hogs are again on the ebb and the market in Great Britain is lower and tending further in that direction. If heavy deliveries of hogs continue, both these backward tendencies would be accelerated. The recent very sick condition of the market in England occasioned a reduction of Canadian shipments to almost a minimum. When the market suddenly improved the large packers began immediately to cut again for export. This increased product is now reaching the English market. Danish deliveries are maintained at about 40,000 hogs per week, and American shipments were heavier last week than for some time. The price of hogs at Chicago and Buffalo has declined and the English market now shows the American packer a good profit. The resulting increased supplies of bacon on the English market make for lower prices. Last week there was a decline of 6d., and cable advices this week indicate a further recession of 1s. 6d.

The advance in the price of hogs had already about dissipated the profits promised the Canadian packer by the advance in Great Britain, so that a reduction in the price of hogs here became necessary. Last week's heavy deliveries made the way easy and this week the price is down 25c. The large packers are paying \$6.65 f.o.b. shipping points, and the local men as high as \$6.80. This week deliveries are very light. One large packer told The Canadian Grocer that his receipts the first two days of last week were 2,500, and this week only 100. Packers' opinions regarding future deliveries differ. Some hold that farmers have been holding

between May 1 and June 7, 1907, 56,515 packages, against 86,882 packages for the same period in 1906.

The discrepancy in exports is much more noticeable. This year there has been practically nothing done in an export way, only 52 packages having been shipped since the beginning of the season, against 31,857 last year. Shipments last week were 30 packages, against 10,663 packages same week 1906.

Local trade is very good and dealers are willing to do business at these prices: Townships creamery, 20½c. to 20¾c.; Quebec creamery, 20¼c. to 20½c.; Ontario creamery, 20c.; Ontario dairy, 18c. to 18½c.

THE PROVISION SITUATION

back for higher prices, evidenced by the fact that 50 per cent. of last week's deliveries were over weight, and that the run of hogs will continue at least normal during the summer. Others say that the recent heavy runs have about cleared the country of hogs and that deliveries will be light from this on. The former view predominates. If deliveries are light, packers will compete for hogs and keep prices up; if deliveries are free, prices must come down to afford a profit on exported product.

The domestic market for products is running along about evenly; if there is any change it is, perhaps, on the firm side. While stocks are going out pretty freely, warmer weather would considerably stimulate consumption.

MONTREAL.

PROVISIONS — Lard is firmer and higher, fair business being done. Pork is firm but there have been no price changes since last week.

Lard, pure tierces	0 12½	0 12½
" " 56-lb. tubs	0 12½	0 12½
" " 20-lb. pails, wood	0 12½	0 13
" " cases, 10-lb. tins, 60 lbs. in case	0 12½	0 13
" " 5-lb. "	0 12½	0 13
" " 3-lb. "	0 13	0 13½
Lard, compound tierces, per lb.	0 11	0 10½
" " tubs	0 10½	0 11
" " 20-lb. pails, wood	2 15	2 28
" " 20-lb. pails, tin	2 05	2 18
" " cases, 1 - b. tins, 60 lbs. in case	0 10½	0 11½
" " 5-lb. "	0 10½	0 11½
" " 3-lb. "	0 11	0 11½
Wood, net, tin packages, gross weight—		
Canadian short cut mess pork	22 00	
American short cut clear	21 50	
American fat back	22 50	25 00
Breakfast bacon, per lb	0 15	0 16½
Hams	0 14	0 16
Extra plate beef, per bbl.	15 50	16 50

BUTTER — Butter is slightly easier, and lower prices rule in some lines. Local trade is excellent, but there is not much business being done in an export way. Prices are too high to interest Old Country buyers.

New creamery, choice, boxes	0 21	0 22
" " pound prints	0 12	0 22½
Dairy, tubs	0 13	0 20

CHEESE — An easier feeling has developed in cheese and quotations are lower. Old cheese is being cleaned up

It's High Time the Trade Knew

that high-priced Canned Beans—those high-priced, much-touted brands—haven't a shadow of merit over

Clark's Pork and Beans

and really that they have to hump themselves to be even near as good.

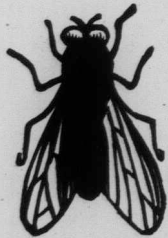
Don't Pay the Difference! Give your customers

Clark's Pork and Beans in Chili Sauce

and they will be more than satisfied.

You can Sell Five Times as Many Clark's

as all other brands put together, so it's quite easy to figure which pays you best.



WILSON'S

FLY PADS

Keep a box where it will be seen by your customers, and my advertising will do the rest.

ARCHDALE WILSON, - HAMILTON

BUTTER, CHEESE, EGGS

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

B. H. POWER

218 ARGYLE STREET, HALIFAX, N.S.

BUTTER and EGGS

—WE ARE—

BUYERS and SELLERS

Correspondence solicited from ONTARIO, MANITOBA and LOWER PROVINCES.

Rutherford, Marshall & Co.

Wholesale Produce Merchants,
TORONTO.

ORDER NOW

Butter Tubs

Boxes and Paper

Best Goods, Prompt Shipment

Prices Right

WALTER WOODS & CO.

Hamilton and Winnipeg

WINDSOR SALT

TABLE, DAIRY and CHEESE SALT
FINE and COARSE SALT

Write for prices

Toronto Salt Works

Agents for

WINDSOR SALT

rapidly. New, large, is not selling very fast, but twins are in good demand.

Cheese, old	0 13 1/2
" new, large	0 13
" twins	0 13

EGGS — Eggs are higher this week and buyers are compelled to pay in some cases as high as 21c. for selects. No. 1 run from 18c. to 19c.

HONEY — Business is quiet and prices quoted are nominal.

White clover comb honey	0 13	0 14
White clover, extracted tins	0 09	0 10 1/2
Buckwheat	0 07	0 08

TORONTO.

PROVISIONS — The market remains pretty firm and demand is active. Heavier consumption, however, is looked for when warm weather arrives. Plate beef is quoted somewhat higher and fresh beef is advanced half a cent. Lamb is easier.

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

BUTTER — Prices are lower again, but the situation is not materially changed. Prices have been adjusted to prevent the accumulation of stocks, so that not much butter is held here. Now, however, grass butter is arriving and the butter can be stored. Despite this, still lower prices are looked for, though receipts for the season are comparatively light.

	Per lb.
Creamery prints	0 20 0 22
Creamery solids	0 19 0 19 1/2
Dairy prints, choice	0 17 0 19
" " ordinary	0 16 0 17
" rolls, large choice	0 16 0 17
" tubs choice	0 17 0 18
" tubs, ordinary	0 16 0 17
Baker's butter	0 15 0 16

CHEESE—There is little old cheese on the market, and the quotation is firm at the top price, 15c. Quotation for new cheese is unchanged.

Old cheese	0 5
New "	0 1 1/2 0 13

EGGS — Prices are lower because the packers are getting filled up at prices that make a record. Consumption, however, is heavier than it ever was at this season.

Eggs	0 18 0 18 1/2
------------	---------------

HONEY — Prices are merely nominal.

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

POULTRY — Trade continues light at unchanged prices.

Live Weight.

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

Dressed weight.

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

WINNIPEG.

BUTTER — Creamery is selling to the retail trade at 28c. per lb. The Manitoba creameries are unable to supply the demand and butter is being brought in from the east. Produce houses are paying country dealers 20c. to 21c. per lb. for dairy butter.

EGGS — Produce houses are paying as high as 17 1/2c. f.o.b. country stations.

LARD — The tierce price is 12 1/2c. per lb. Other packages take the tierce basis:

50-lb. tins, 1c. per lb. over tierce basis, each ...	6 50
20-lb. wood pails, 1c.	2 1/2
6-10 lb. tin pails, 1c. " " per case	8 10
12-5 " " 1c. " "	8 2 1/2
20-3 " " 1c. " "	8 25

CURED MEATS — Revised prices are as follows:

Hams, selected, mild cure, 10 to 14 lbs., per lb.	0 17 1/2
Bacon, " " 5 to 7 "	20 1/2
Backs, " " 8 to 10 "	0 17
Hams, light, 10 to 14 average	0 17
" medium, 14 to 16 average	0 16 1/2
" heavy, 20 to 30 "	0 16 1/2
" skinned, 2 to 30 "	0 17
Picnic hams, 6 to 8 "	0 13
Shoulders, 10 to 14 "	0 12 1/2
Breakfast bacon, clear, bellies, 8 to 10	0 17 1/2
" " clear bellies 10 to 12	0 17 1/2
" " wide 14-16, strips 6-8 lb.	0 16 1/2
Clear backs, bacon, 8 to 10	0 16 1/2
" " 12 to 14	0 16
Spiced rolls, long	0 17
" " short	0 14 1/2

R. J. Brown, grocer, Hamilton, has sold to H. A. Castrucci.

O'Mara's Bacon

My Palmerston Pork Factory has a capacity for handling Five Hundred Hogs per day.

FIFTY PER CENT. OF THESE HOGS ARE

Specially Selected

FOR CANADIAN TRADE

A trial order will prove that-

O'MARA'S BACON

is the BEST that MONEY and EXPERIENCE can PRODUCE.

JOSEPH O'MARA

Manufacturer and Exporter of
BACON, HAMS and LARD

Palmerston, Ont.

The Manitoba Canning Co.

LTD.
Grande Pointe, Man.

Our 1907 Pack of

Lunch Tongues

is now on the market

A DELICIOUS SUMMER DELICACY

ORDER EARLY FROM OUR SELLING AGENTS:

NICHOLSON & BAIN

Winnipeg, Calgary and Edmonton

Money in a Name

When the Proverb Cobbler declared that there was nothing in a name, he evidently forgot the business world entirely. All shrewd grocers know that

Purnell's

Sauces—Pickles—Vinegar

assure profit and reputation—the kind of reputation that corners the paying trade. Your customers are looking for Purnell's Vinegar, Pickles and Sauces. Can you supply the demand?

PURNELL WEBB & CO., Ltd.

Bristol, Eng.

EST. 1750

Apply to Agents for further particulars:

J. W. GORHAM & Co., Jerusalem Warehouse, HALIFAX, N.S.
R. JARDINE, ST. JOHN, N.B.
H. HAZARD, CHARLOTTETOWN, P.E.I.
R. MITCHELL & Co., 26 St Peter St., QUEBEC.
C. S. HARDING, Room 46, Canada Life Building, MONTREAL.
BIOBLE & GREENING, HAMILTON, ONT.
CARMAN ESCOTT Co., 722 Union Bank, WINNIPEG, MAN.
C. E. JARVIS & Co., VANCOUVER, B.C.
KYLE & HOOPER, 27 Front Street East, TORONTO.

A LONG STORY IN FEW WORDS

Reliable



Preferable



Saleable



Profitable

Truro Condensed Milk Co., Limited

TRURO, N.S.

CEREALS AND CONFECTIONERY

Wheat Easier on Better Crop Prospects but Flour Prices Firm — Heavier Demand for Old-fashioned Breakfast Cereals—Confectionery in the Front.

Immediate prospects for the wheat crop have improved and prices are two or three cents lower than a week ago. But June is the growing month, and if crops are ever going to look well now's the time. As things stand now, there will be a large shortage in the coming European crop to add to that in America, but what the shortage on either side may prove to be experts now admit it cannot be estimated until the final harvest, as the season is now so short that only favorable weather during the summer and a late fall can secure the present prospect of the spring wheat crop. Millers in the northwestern states are buying to secure enough of the old crop at present prices to carry them to the new crop. This is significant, as the millers are usually bears in the market. A leading American miller expressed the opinion that if the European crop prospects were as reported last week, \$1.50 wheat would be reached before the coming of the new crop.

The flour market in Canada is holding firm. Buying has subsided, after what some millers regard as the heaviest

purchasing era on record. The mills, however, are busy on contracts.

Trade in cereals is active. Prices for both oat and wheat products are very firm. The millers all report a considerably heavier demand for the old-fashioned staples than in recent years, and attribute it to a discarding of prepared breakfast foods and a return to the

NAP. G. KIROUAC & CO., QUEBEC

Receivers and Shippers of Oats.

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

The GRAY, YOUNG & SPARLING CO., Limited

SALT MANUFACTURERS

Granted the highest awards in competition with other makes.

WINGHAM ESTABLISHED 1871

Keep Posted on Sugar

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

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

BODE'S CHEWING GUM

High Quality and Absolute Cleanliness Guaranteed.

Largely advertised and good profit. Private brands to order.

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

GRAHAM FLOUR

Made from carefully selected wheat.

Send for trial lot

A. A. McFALL

BOLTON, ONT.

DON'T TAKE CHANCES

Since you can stock our famous

ROLLED OATS

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

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

Business Insurance

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

Wrapping Papers, Twines, etc.

from

DOUGLAS & RATCLIFF, Ltd.

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

Douglas & Ratcliffe, Limited

TORONTO and WINNIPEG

SANITAS TOASTED CORN FLAKES

have

"The Flavor that grows in Favor"

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

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

If you are not stocked write us at once.

BATTLE CREEK TOASTED CORN FLAKE CO.

LONDON, ONTARIO

Carman, Escott & Co., Winnipeg, agents from North Bay to Edmonton.

Shallcross, McCauley, Vancouver and Victoria, agents for British Columbia.

F. H. Hodgson, Montreal Agent.

Robt. Jardine, St. John, N.B., Agent for Maritime Provinces.

rolled oats, rolled wheat and oat meal that mother used to eat.

Millers who are long on oats have considerable export trade coming to them. For a time the competition in Great Britain of Old Country mills was very keen, but they have now exhausted their stocks and the Canadian product is in demand. Some Canadian millers have

plenty of oats, bought when the market was 10c. under present levels.

Confectionery.

Every grocer who makes a specialty of confectionery and succeeds with it keeps the confectionery department near the front of his store, where it cannot escape notice. This is true, whether it be a separate department with its own counter and attendant or a handsome plate glass silent salesman with a tempting display of toothsome sweet meats. The reason why more grocers do not make confectionery pay is because they are not clean-cut enough in their ideas. They can't bring themselves to specialize in fact as well as in theory and make the confectionery department stand out as an attractive feature of their business.

MONTREAL.

FLOUR — It is very difficult just now to give prices which meet the figures of all parties quoting. Some mills are higher than others and it is almost impossible to obtain quotations which will suit everyone. Below are given figures which average pretty well. Local trade is fine and there appears to be a good call for export, principally to Great Britain and South Africa.

Winter wheat patents.....	5 00
Straight rollers.....	4 40
Extra.....	4 20
Straight rollers, bags, 90 per cent.....	1 75 2 40
Royal Household.....	5 30
Glenora.....	4 70
Manitoba spring wheat patents.....	5 10 5 30
" strong bakers.....	4 40
Five Roses.....	5 10
Buckwheat flour.....	2 25 2 30

ROLLED OATS — There has been a radical advance in rolled oats, and prices are now higher than they have been for months. It is very difficult to obtain the correct quality of raw oats for manufacturing, while, also affecting prices, deliveries are wretched. Corn meal is higher, too.

Fine oatmeal, bags.....	2 60 2 75
Standard oatmeal, bags.....	2 60 2 75
Granulated.....	2 60 2 75
Golddust cornmeal, 98 lb bags.....	1 70 2 00
White cornmeal.....	1 65 1 75
Rolled oats, 30-lb. bags.....	2 40 2 50
" 30-lb. bags.....	2 30 2 37 1/2
" bbls.....	5 05 5 35

FEED — Market unchanged. Deliveries very poor.

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

The European wheat crop of 1906 was 100,000,000 bushels below that of 1905. Official indications and private reports place the probable crop of 1907 at 10 per cent. below the yield of 1906; in other words a deficit from last year of 30,000,000 quarters.

YOU MANUFACTURERS

of Grocers' Specialties and Confectioners' goods ought to be interested in our price list of Chemicals and Supplies.

**MALT EXTRACT
BUTTER FLAVOR
ICE CREAM POWDER
ESSENCE AND HARMLESS COLORS
YEAF0 BREAD IMPROVER**

You may find our prices lower than you are now paying. Drop us a line and see.

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



QUEEN QUALITY PICKLES

Sweet—Mixed and Chow

Bulk Pickles

Tomato Catsup

Worcester Sauce

Buy and use the best Pickles

TAYLOR & PRINGLE CO., Limited
OWEN SOUND

THE BEST BY ACTUAL TEST

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

McLAUCHLAN'S CREAM SODA BISCUITS

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

McLAUCHLAN & SONS CO., - - OWEN SOUND, ONT.

There's Money===Lots of it

for the Grocer who features

Perfection Cream Sodas

This, combined with the original and lasting goodness of



goes far towards explaining the great sales success of

PERFECTION CREAM SODAS

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

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

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

They certainly do retain their goodness.

The Mooney Biscuit & Candy Company,

LIMITED

STRATFORD, - CANADA



COX'S INSTANT POWDERED GELATINE

A PURE Powdered GELATINE dissolving instantly in HOT WATER. MANUFACTURED and PACKED by Messrs Cox under the control of their scientific staff.

Canadian Agents:

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

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

THE BAKER'S DELIGHT

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

This is the standard maintained in

PURITY FLOUR

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

Best for Bakers' and Household use.

Western Canada Flour Mills Co., LIMITED



Mills at

WINNIPEG, GORDERICH and BRANDON

Toronto Office

Long Distance Phone Main 6060

Phone in your Orders at our expense.

Particular People Like Our Flour

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

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

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

We will have a Demonstration at the Winnipeg Pure Food Show

Order direct or from our nearest agent.

THE WHEAT CITY FLOUR MILLS CO.
BRANDON, MAN. LIMITED

Agent Quebec and Maritime Provinces
O. N. FRECHETTE, 45 Bonsecours Street, MONTREAL

Agent Province of Ontario
ALEX. BUTLER, Board of Trade Building, TORONTO

Agent Alberta and British Columbia
WILL HILL, 1645 9th Avenue West, VANCOUVER, B.C.

Pride of Canada

In every line there is a standard of excellence by which all other makes are judged.

Pure Maple Syrup and Maple Sugar to be a standard **must be pure.**

Pride of Canada Maple Syrup and Maple Sugar is **the** pure article, and is a standard—**the** standard. Others have tried to equal its quality but have failed.

We lead the Market.

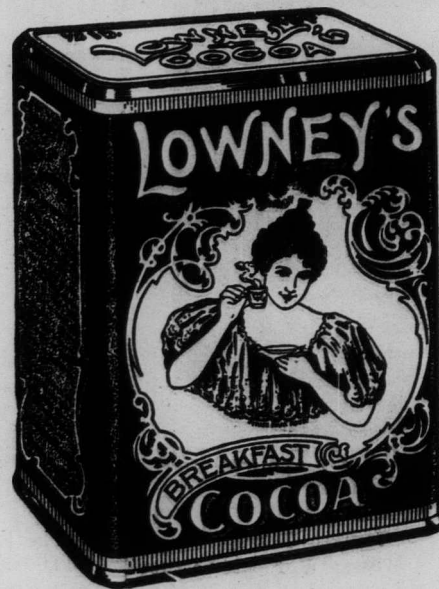
Is it not in your best interests to stock the best?

If you are not handling Pride of Canada write us to-day.

Leave the rest to us.

**The Maple Tree
Producers Association**

Waterloo, Quebec



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

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

Cailler's

GENUINE
SWISS MILK
CHOCOLATE

(Produced in 40g)

If delicate flavor,
richness of milk,
purity of Cocoa Bean,
perfect machinery,
hygienic preparation

can produce a good article,

CAILLER'S SWISS MILK CHOCOLATE

is the Best on Earth—

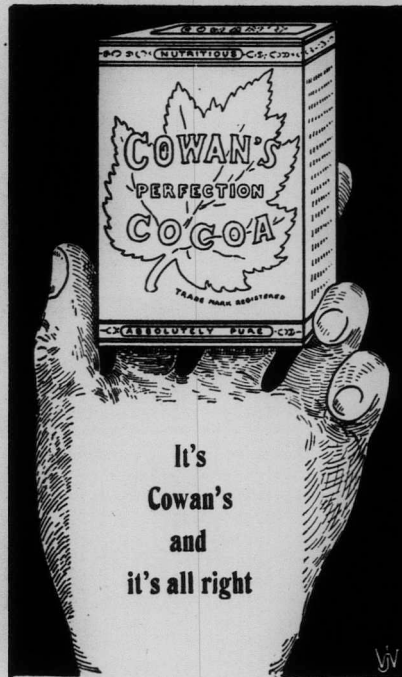
Place a sample order through your
jobber or write direct to—

General Agent for Canada

William H. Dunn, - MONTREAL

394-398 St. Paul Street

"The Maple Leaf Forever"



The national emblem means purity and quality when stamped on Cocoa and Chocolate.

Cowan's Cocoa and Chocolate

is the best marketed. If it's Cowan's it's all right and The Maple Leaf Label distinguishes Cowan's from inferior Brands.

The COWAN CO., Limited
TORONTO

CANADA:
No better
Country



MOTT'S:
No better
Chocolate

"MADE IN CANADA"

means more than mere patriotic statement
in the case of

Mott's

"Diamond" and "Elite"
brands of

Chocolate

It means THE BEST in this line—That's
why we use the phrase—Don't you want
THE BEST?

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

SELLING AGENTS:

J. A. Taylor
Montreal

R. S. McIndoo
Toronto

Jos. E. Huxley
Winnipeg

Arthur Nelson
Vancouver

It will Pay

you to stock and push
the sale of the famous

Frame-Food

PREPARATIONS

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

Extraordinarily advantageous
Terms for Pioneer Traders.

Write for Particulars
at once

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

**BUSINESS MEN IN
MUNICIPAL LIFE**

No. 20.

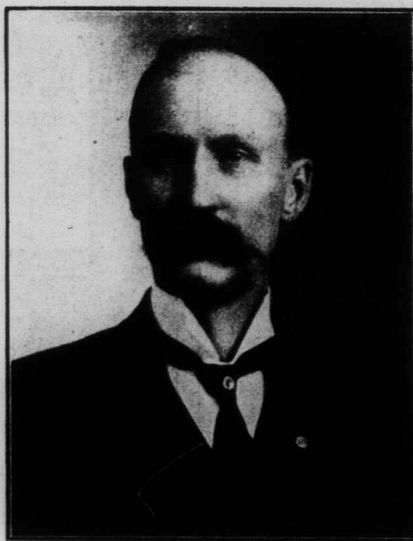
Mayor Lamothe, Mattawa.

Twenty years ago when George L. Lamothe first struck Mattawa, that little town in New Ontario was located in a district not then known as it is today. There was no Cobalt; the beautiful Lake Temiskaming region was practically unknown; the chain of lakes in the north were used more by the Indians, or half-breeds, than by the whites; the tourists had not yet appeared in numbers, and the lumber trade was in its infancy.

Under these circumstances a man throwing in his lot with the few settling in this district incurred a peculiar risk not understood by those seeking careers in the east. To succeed in New Ontario in those days one had necessarily to have faith in its future and the ability to stay right by the job until the future materialized. Some men came and went, others came and stayed. Mr. Lamothe was one of those who stayed, and to-day he is realizing the dreams of twenty years ago.

It is just that long since Mayor Lamothe left the eastern townships in Quebec Province to accept the position of assistant superintendent of the old

L.T.C. Railway Company, which in those days ran to the north. Here he remained until the C.P.R. bought over this line, when he purchased one of the leading Mattawa hotels, the Rosemount house, which he conducted for a few years, eventually selling out to his bro-



MAYOR LAMOTHE, MATTAWA.

ther. He then purchased the Mattawa bakery, a business which was not making good. Mr. Lamothe went to work to build it up, and as a first step he added a grocery department. In fact he made the grocery store the drawing

card for the bakery. He built warehouses and added flour, grain and feed to the business. Thus prepared, he looked for trade—and secured it. The Mattawa bakery is now one of the most modern grocery stores in the town and has a large patronage. Mr. Lamothe personally looks after every detail of the business and is assisted by his son, George, and a competent staff.

His municipal life began some years ago, when he was elected town councillor. So well did his services please the ratepayers that they nominated him for mayor three successive years before he accepted office. Mr. Lamothe holds official position also in several societies, and was a school trustee for years, resigning to occupy the mayor's chair. Assisting him in the council are several merchants, including Robert Small, retail grocer, and Alex. Ross, miller.

Mr. Lamothe is but another example of what any young man can accomplish by hard, stick-ever-at-it work. He has built up a very successful grocery business, and he has the honor and esteem of his fellowmen, as shown by their faith in him in conferring upon him mayoralty honors of one of the finest little towns of the north.

McLEAN PRODUCE CO. MOVED.

The McLean Produce Co., Toronto, have removed from their old location on Colborne St. to 74 and 76 Front St. These premises have been completely overhauled and refitted and offer much improved facilities for the handling of their increasing business.

*If you desire to handle High Class English Specialties,
then order from your wholesaler,*

GILLARD'S PICKLE

A triumph of scientific Pickle making, and the most delicious of any.
AND

GILLARD'S SAUCE

Absolutely the finest quality at a reasonable price.

Sole Proprietors:

**GILLARD & CO.,
LIMITED**

London England

Manufacturers of Sauces and Pickles to



HIS MAJESTY THE KING



H.R.H. THE PRINCE OF WALES

Representatives in Canada:

R. S. McIndoe, Toronto; W. H. Dunn, Montreal; A. Marshall, Vancouver; J. W. Gorham & Co., Halifax; W. S. Clawson & Co., St. John, N.B.

If you have any difficulty in obtaining from wholesalers, write to our representative in your territory.



Rowat's

The best Jobbers in Canada handle

Rowat's Pickles and Olives

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

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

Rowat's

HAVE YOU A LIVE REPRESENTATIVE FOR

Winnipeg and the West ?

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

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

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

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

CARMAN-ESCOTT CO.

(Successors to Jos. Carman)

722 Union Bank Bldg.

WINNIPEG, MAN.

Dealers are requested to write for special free deal.



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

FRUITS, VEGETABLES AND FISH

Potato Stocks Materially Increased—Navel Oranges Still on the Market —
Lemons May Advance—Home Strawberries Late—Fish Active.

FRUIT NEWS

STRAWBERRIES

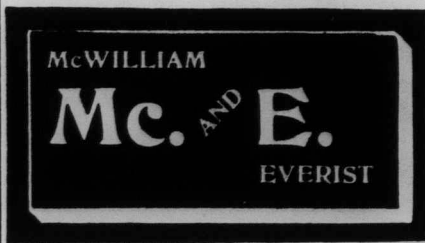
Delaware and Maryland Berries arriving in fine shape, and with warmer weather demand is heavier.

ORANGES

If you want an orange to give you the best satisfaction, buy the California Late Valencia.

PINEAPPLES

Demand last week was very heavy, taking all receipts. Have to arrive this week 2,100 crates, part of which will be Floridas (Chase's pack).



25-27 Church St., TORONTO

The Summit
of Excellence
St. Magnus
Sweet Pickle

(Fruits and Vegetables)

stands alone as the
PATRICIAN ARTICLE

of the Pickle World

Imperial Pints and Half Pints
Glass Stoppers
Fancy Picture Labels

Quotations of

ANDREW WATSON

91 Place d'Youville, - Montreal

Proprietors,

FRED. FISHER & SONS

St. Magnus House,

LONDON, - ENGLAND

With the advent of fair weather, trade throughout Ontario and Quebec is reported generally satisfactory. The potato situation in the former province continues to attract attention from buyers, and although there is little prospect of any easier feeling at present, stocks are much heavier than they were last week. This is probably due to the fact that the farmers, who up to now have been busily occupied with seeding, have been tempted by the high prices to clean up all stock on hand and send them into town, perhaps even sacrificing a portion of those set apart for their own use. The stock received in Toronto last week was probably a third greater than the week before, but dealers expect that the next fortnight will practically see the end of the old crop.

Navel oranges are keeping in the market considerably longer this year than usual. Two reasons are probably responsible. First, the cool weather has facilitated handling, and second, the delivery of the crop has been spasmodic and unnaturally extended owing to frequent breaks in the transportation and the general shortage of cars throughout the season.

The lemon market continues firm, and some inquiries are reported for Verdillias for future shipment. The market is expected to be higher this week in New York. Ontario strawberries are not looked for this year before July 1st. This is somewhat discouraging to those who remember the year when the first Ontario berries were received on May 24th. But in those times the "Canadian summer" was not so much of a misnomer as it is now.

Fresh caught fish continue in steady demand but there is a wide difference between Quebec and Ontario in what constitute those lines for which there is the readiest sale. Montreal will easily sell five tons of haddock where Toronto would have difficulty in disposing of 100 pounds. Vice-versa, Toronto can get rid of the same proportion of trout in inverse ratio to the capacity of Montreal.

MONTREAL.

GREEN FRUITS — Unfavorable weather is keeping back the usual summer boom in the fruit trade. Everywhere dealers are complaining. Bananas are easier this week, prices ranging from \$1.75 to \$2.25, according to quality. Mexican oranges, and Jamaicas in boxes, are no longer quoted. Other oranges are steady. Lemons are slow, cool weather keeping trade down. There is a fair demand for pineapples at quotations given below.

New dates, per lb	0 04 1/2	0 07
Bananas, fine stalk	1 75	
" jumbos	2 25	2 75
Coconuts, per bag	3 50	3 75
Pineapples, crate	3 50	4 25
Apples, bbl	3 00	9 00
Lemons	5 50	3 75
California oranges, navels	3 00	4 50
" late Valentias, box	5 00	5 50
Jamaica oranges, per bbl	4 75	5 50
Valencia oranges, case	3 75	5 75
Strawberries, qua. t.	0 20	0 22
New eggs, per lb	0 08 1/2	0 12
Florida grape fruit, box		7 50
Limes, crates		1 25
California cherries, 10 lb. box	2 75	3 00

VEGETABLES — New vegetables are very scarce, and owing to high prices trade is not nearly so brisk as it usually is at this time of year. It is hoped that arrivals of newly grown stuff will be larger once the really warm weather sets in. Florida tomatoes are higher, as much

YOU ALWAYS GET THE BEST GOODS

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

FRESH

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

Also full lines of Oranges, Lemons and Bananas

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

HUGH WALKER & SON

Established 1861

Guelph, Ont.

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

Write for our quotations

W. S. LOGGIE CO., LIMITED
CHATHAM, N.B.

Packers and Exporters of Canned Lobsters
 —Wholesale only

ALLISON COUPON BOOKS

Eliminate all Occasion for Disputes, because When You Use Them there is nothing to Wrangle About, so far as your Accounts go.



If a Man Wants Credit for \$10.00 and is good for it, give him a \$10.00 Allison Coupon Book and charge him with it. No trouble. If he buys a plug of tobacco for 10c. tear off a ten cent coupon—that's all. No pass books, no charging; no lost time, no errors, and no disputes. Cancelled sample free.

For Sale by Jobbing Grocery and Paper Houses Everywhere

ALLISON COUPON CO.,

Manufacturers
 Indianapolis, Indiana.

SALT

For Butter For Meat Curing.
 For Cheese For General Use.

VERRET, STEWART & CO.
 LIMITED
MONTREAL

Strawberries, as they get nearer home and have a less distance to travel, are consistently improving in quality, and by the end of the month the home berries should be in good supply.

Oranges—

Navel, fancy, 80's, 96's, 112's, 250's, 288's.....	3 50	4 25
126's.....	4 00	4 25
150's.....	4 00	4 50
176's, 200's, 216's.....	4 75	5 00
Valencias, ordinary 420's, per case.....	4 75	5 00
large, 420's, per case.....	5 75	6 00
714's, per box.....	5 50	6 00
Late Valencia Californias, all sizes.....	4 50	5 00
Bloods, 80's, 100's, 150's, 1/2-boxes.....	2 25	3 00
Ovals, 80's, 100's, 150's, 1/2-boxes.....	2 25	2 50
Sorrentos, 20's, 300's.....	3 25	3 75
Grape fruit, Floridas, 46's, 54's, 64's, 80's.....	3 75	4 00
Lemons, No. 1's 300, 360.....	3 75	4 00
" 2's 300, 360.....	3 50	3 75
" Messinas and Sorrentos, 300's.....	4 00	4 50
Pineapples, 24's, per case.....	4 25	4 50
" 30's, ".....	3 75	4 00
" 35's, ".....	3 10	3 75
" 42's, ".....	3 00	3 25
Apples, large red, per box of 12 doz.....	3 15	3 50
Bananas, Jamaica firsts, per bunch.....	1 50	2 25
Bananas, jumbo bunches.....	2 00	2 50
Strawberries, N. Carolina, per qt.....	0 17	0 18
Limes, per crate.....	1 25	

VEGETABLES — Potatoes are again advanced, and this week there are sufficient stocks on hand to make a quotation worth while. Texas tomatoes are being received freely in four-basket crates, and sell at around \$3. Spinach is now moving in more briskly, though a week later than last year. Trade generally is good.

Potatoes, Delawares, per bag.....	1 50	1 55
" Ontario.....	1 35	1 40
Sweet potatoes, per hamper.....	2 75	
New potatoes, per lb.....	0 03	
Onions, green per doz.....	0 15	
" Egyptian, 110-lb. bag.....	3 25	3 50
Cabbage, new Canadian, per case.....	3 50	4 00
Beets, new, per doz. bunches.....	0 85	1 00
Carrots, Canadian, per doz. bunches.....	0 85	1 00
Lettuce, Canadian leaf, per doz. bunches.....	0 35	
Radishes, Roseland, per doz.....	0 25	0 30
Cucumbers, hot house, per doz., fancy Boston.....	1 25	1 75
" per hamper.....	3 00	3 50
Beans, green, per bushel.....	3 10	
Peas, per bush.....	2 50	
Tomatoes, Texas, 4-basket crates.....	3 00	
Parsley, per doz.....	0 25	
Asparagus, per doz.....	1 00	1 25
Fancy Baltimore spinach, per hamper.....	0 90	1 00
Rhubarb, per doz.....	0 40	0 50

FISH — Prices this week are practically unchanged. Trout and whitefish are again most in demand amongst the fresh caught lines. Dealers find it hard to break the public to haddock and cod

in competition with the products of their own lakes and rivers.

Perch, large, per lb.....	0 06	0 0 1/2
Blue pickerel, per lb.....	0 06	0 07
White fish, Georgian Bay, per lb.....	0 10	
Whitefish, winter caught, per lb.....	0 08	0 10
Whitefish, fresh caught, Lake Erie.....	0 11	
Pickerel, winter caught, per lb.....	0 08	0 09
Haddock, fresh caught, per lb.....	0 03	0 07
Herring, per 100 count.....	1 50	
" medium, per lb.....	0 06	0 07
" jumbo, per lb.....	0 09	0 10
Sea salmon, per lb.....	0 18	
Trout, fresh, per lb.....	0 08	0 09 1/2
Ososoc, per basket.....	1 00	1 25
Finnan haddock, per lb.—fresh cured.....	0 19	
Labrador herring, per bbl.....	4 75	
Cod, fresh caught, per lb.....	0 07	0 08
Halibut, fresh caught.....	0 08	
Shredded cod, per lb.....	0 08	
Shredded cod per doz.....	0 90	
Flounders, per lb.....	0 05	
Halifax fish cakes, case.....	2 40	
Live lobsters.....	0 17	0 18

WINNIPEG.

GREEN FRUITS—Quotations are as follows:

Fruit.	
Strawberries, qts., 2 doz. to case, per case.....	5 03
Bananas, car coming every week, per bunch.....	3 25
Fancy navel oranges, 96's, per case.....	3 25
" " 112's.....	3 50
" " 126's.....	4 00
" " 150's.....	4 51
" " M. d. sweets, 150's, 176's, 200's, 210's, 250's.....	4 75
" " California lemons, 300's, 360's, per case.....	7 00
Apples, Fancy No. 1 Ben Davis, per bbl.....	7 00
Vegetables.	
Celery, Florida, per doz., \$1; per case.....	5 00
Tomatoes, 6-basr. crates, per basr., 90c.; per case.....	5 00
Onions, radish, lettuce, per doz.....	0 45
Pieplant (Washington), per box.....	2 25
Asparagus.....	3 00
Cucumbers, per doz.....	2 00
Cabbage, California, per lb., 4c. per lb., per crate.....	0 04
Onions, Australian, per case.....	4 00
" Egyptian Sks., per lb.....	0 04

MEASURE YOUR BERRY BOXES.

Maxwell Smith, the Dominion Fruit Inspector, has made a discovery that will be unpopular among the fruit jobbers. In making his rounds in Vancouver he has found that strawberry boxes, which are supposed to contain 4-5 of an imperial quart, were one-quarter of an inch too shallow, thus defrauding the poor consumer of several berries which were his by right. The order has gone forth that unless all such boxes are stamped with the word "short" in letters half an inch high, the vendor renders himself liable to prosecution for a breach of the Fruit Marks Act. The correct dimensions of a strawberry box are 4 1/4 x 4 1/4 inches and 3 inches deep; the ones to which Mr. Smith takes exception being only 2 3/4 inches deep.

JAPAN TEA REPRESENTATIVE.

Shaw T. Nishimura announces that he has been appointed sole representative of the Japan Consolidated Tea Co., Shidzuoka, Japan. "This largely capitalized new company," he says, "has been recently formed in consequence of keen competition in Japan tea business of the present day. The company has natural advantages in having factories in different districts in the central tea producing province; and with concerted action and every economy in expenses they are in very strong position to meet any demand of the trade at every advantage."

Commenting on the tea crop, Mr. Nishimura quotes a cable of June 5: "The present prospects for second-crop teas are favorable, but activity still continues for first crop at advanced prices."

Teach Your Customers the Fish Habit

Teach them that fish is a healthier diet than meat, and teach them particularly, that of all fish they ought to eat codfish.

Teach Them, Too, To Look For This Trade Mark



when they buy fish in packages. It is a guarantee of purity and quality.

Atlantic Fish Companies Limited, Lunenburg, N.S. A. H. Brittain & Co., Agents for Quebec and Ontario, Montreal.



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

Sugars, Limited - Montreal

Sardines **NEW PACK SARDINES** Sardines

New Pack Brunswick Brand Sardines are now ready for the market.

Remember we guarantee every tin we pack.

We solicit your correspondence. Send for Price List.

Wholesale trade only.

Yours respectfully,

Connors Bros., Limited

Black's Harbour, N. B.

WINDOW TRIM OF BISCUITS

Result of Canadian Grocer's May Competition—No First Prize—Good Second and Third—Choat & Co., Halifax, and J. J. McEwen, Goderich.

Window dressing is not keen in May. At any rate only two competitors put in an appearance for The Canadian Grocer's May competition. They were J. J. McEwen, of Goderich, and C. E. Choat & Co., Halifax. Both windows, as depicted by the photographs, were very good, but neither of them were in the class that heretofore has carried off the first prize. The judges, therefore, awarded 2nd prize to Choat & Co., and 3rd prize to Mr. McEwen. They thought this the wisest course if the standard of the competition was to be maintained.

It is not to be thought that the windows submitted were anything to be sneezed at. The 3rd prize one, that of J. J. McEwen, Goderich, is shown in the accompanying illustration and it speaks for itself as a very artistic and attractive window. It is particularly recommended to the attention of grocers who have a tendency to neglect their biscuit department.

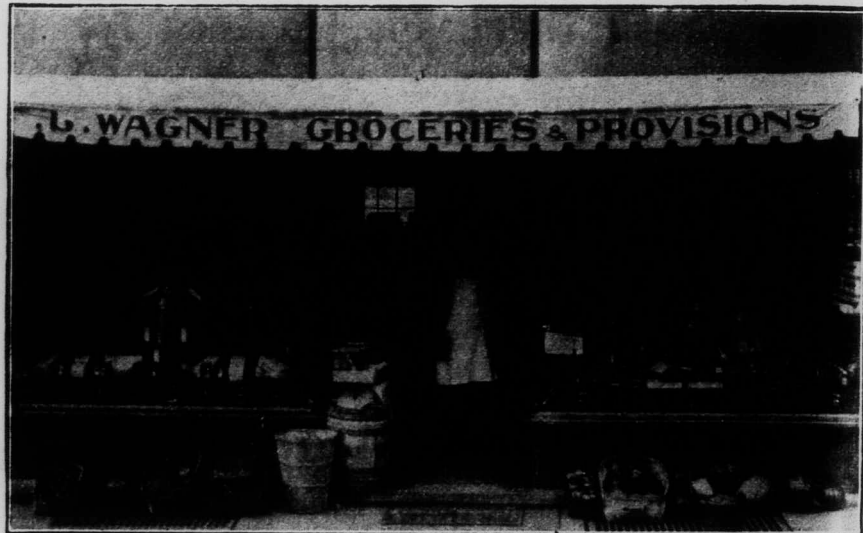
The window was dressed by Cecil Ecklin, who is eighteen years of age and has been clerking only a year.

There are some features to this window which commend it very highly. It is simple, easily put in and easily removed, and a display of biscuits would necessarily have to be left in only a short time. Price tickets are on everything. We venture the statement that this window appreciably increased Mr. McEwen's sales of biscuits. The flow-

pensive. The more the window is examined the better it appears. Choat & Co.'s window will be produced next week.

STOCKING THE STREET.

The accompanying picture shows very handsome store windows, and someone evidently knows how to dress them. The



A Nice Front with a Defacing Fringe.

windows are finished in quarter-cut oak and the firm name is shown in attractive brass letters.

This photo was submitted in The Canadian Grocer monthly competition

which a great many good grocery windows are spoiled. What is the sense of piling a good portion of the stock out on the street? It couldn't be put anywhere where it would deteriorate more rapidly. It makes a store look cheap and in these days, when the public are giving so much attention to pure food and microbes, it must drive away trade. It will pay every grocer to devise some other means of showing goods than putting them on the street.

WINDOW PARTITIONS.

A very advantageous device little used by grocers in their windows is move-

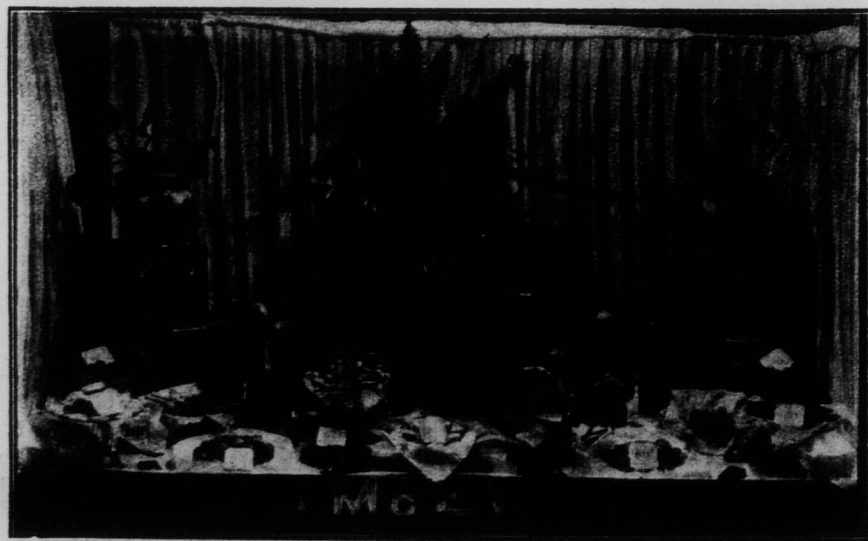
able partitions. Most grocers, in dressing windows, mix things up too much. Large windows would be greatly improved if divisions were made by mirrors or low ornamental lattice work of wood or iron and a distinct line of goods shown in each compartment. Dry-goods men and furnishers adopt this plan very largely to prevent mixing various lines and giving the impression of confusion.

PRIZES FOR NAMES.

\$105 in prize money was recently awarded by a large milling and grain company in Vancouver for the five best names suggested for their various brands of flour. Out of a large number submitted, the following were chosen: 1st, "Royal Standard"; 2nd, "Western Hungarian"; 3rd, "Pacific Gem"; 4th, "Pioneer"; 5th, "Wild Rose."

GROCERY CLERKS' FOOD FAIR.

Treasurer Poirier, of the Montreal Grocery Clerk's Association, reports good progress in the food show which will be held by the association beginning of July in the Montreal Stadium. The members will run in connection with the show a window dressing competition. A model window will be erected in the rink and grocers and clerks will compete for three handsome prizes.



Biscuit Trim Wins Third Prize.

ers and plants are a good idea. Without them the window would look very bare. The curtain at the back to match the floor is also a good line and inex-

and would have drawn a prize had it not been for the display of goods on the sidewalk. We reproduce the photograph to draw attention to the way in

CON
A

Advert
insertion.

Contract
\$1,000 are

Cash re
advertisem
Advertiser
acknowled

Where
cents must

100 wo
" "
50 "
25 "

FOR SA
of the
twenty
CANADIA

JOHN M
156 E
years.

GROCE
groce
stores and
makers, t
hundred.

\$11,

\$5.0

If you w
New,

FIRST-C
ness
Post

FOR SA
Ltd.,
bought
GROCE

A SNAP
teed
cost.
Toronto.

TRURO
open
four t
on account
chance for
business
price is r
W. D. Mc

DRIGHT
D villag
watch for
Company.

GROCE
count
able t
ence, sal
GROCE

WANTE
groce
and
GROCE

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.

FOR SALE—Grocery and crockery business in one of the best towns of Western Ontario; established twenty years; about \$3,000. Address Box 145, CANADIAN GROCER

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

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

\$11,000 GENERAL BUSINESS, good country town, eighty cents on invoice. John New.

\$5,000 HARDWARE—Trade of twenty thousand yearly, clean stock, little opposition, good town. John New.

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

FIRST-CLASS Residential Grocery doing large business \$4,000 cash, balance arranged. Particulars, Post Office Box 398, Port Arthur, Ont.

FOR SALE.

FOR SALE—One share in Oshawa Canning Co., Ltd., of Oshawa, purchased at \$100 can be bought for \$50.00. Box 148, CANADIAN GROCER, Toronto. 23

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

TRURO REAL ESTATE MART—Profitable business opening in Truro, N.S. A large double store, four flats, besides basement, will be empty soon on account of business change of owner. Exceptional chance for a departmental store, wholesale or retail business or factory. Correspondence is solicited, price is right. Further information promptly given. W. D. McCallum, Truro, Nova Scotia. [27]

SITUATIONS VACANT.

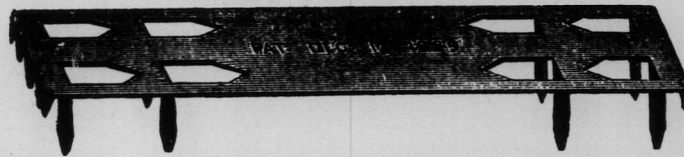
BRIGHT, intelligent boy wanted in every town and village in Canada; good pay, besides a gift of a watch for good work. Apply the MacLean Publishing Company, 10 Front St. E., Toronto.

GROCERY CLERK, thoroughly experienced; old country trained preferred; good window dresser; able to look after advertising; state age, experience, salary expected. Box 151, CANADIAN GROCER. [27]

SITUATIONS WANTED.

WANTED—A position in wholesale liquor and grocery; have had experience in both wholesale and retail trade. Box 149, CANADIAN GROCER, Toronto.

WARMINTON'S CLUTCH NAILS



The best labor-saving device for the Shipping Room. By their use you can make old cases stronger than new. Order a sample lot.

J. N. WARMINTON

43 Scott St., Toronto.

207 St. James St., Montreal.



Our Factory now boasts the most up-to-date equipment for making Catsup

in Canada. We also have one of the best Catsup Cooks on the continent.

Last fall we bought tons and tons of the finest Rose Tomatoes. These have been washed, scalded, peeled and seeded, then have gone through the process of making them into Crest Brand Tomato Catsup. Nothing of the delicious flavor of the ripe tomato has been taken away, and our chef's blending of the spices and condiments has given it an appetizing piquancy that cannot be equalled.

Put up in large 14-oz. screw-top bottle with an exceptionally pretty label, it makes one of the most attractive packages ever put on the market. We guarantee its purity, and the absolute cleanliness of our factory and methods makes its wholesomeness beyond dispute.

Packed in cases of two doz., \$1.00 per doz. f.o.b. Montreal.

**THE OZO CO., LIMITED,
MONTREAL**

- ☞ I will prepay express on an assortment of 500 of my cigars to any new customer during this year.
- ☞ I will leave the account "open" for three months, when you can remit, or if the cigars are not satisfactory you can return unsold portion at my expense and remit for balance.
- ☞ I guarantee that my **Pharaoh** and **Pebble** Cigars will increase any grocer's cigar trade.
- ☞ I bring the goods to your counter, give you time to prove they will "make good." I take all the risk.
- ☞ If you want a better offer let me hear it, as I have not been able to "think it up."

J. BRUCE PAYNE, Limited
GRANBY, = QUEBEC

"The moment a man takes to the pipe he becomes a philosopher."

That's true. The man who smokes is even-tempered, a lover of the square deal, and a good man to have as one's debtor. He pays his bills cheerily and it's a pleasure to do business with him.

An observant grocer writes about

T. & B.

in this strain: "Of all tobaccos I have ever handled **T. & B.** seems to please and delight most of all. That tobacco has made new customers for me by the score. You express the goodness of **T. & B.** very pertinently from the grocer's standpoint, when you say

'Tobacco sells more than Tobacco.'

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

Vegetable

Produce and records. Not only a but all v Parsnips a beets are scarce and fering. T stock and made han

The pot: lieved sinc held conti sale price tailers are some as h Prince Ed potato, the and they figure. W high price er areas t there is a produce.

A repor that a ma tatoes in did not, a potatoes h in the gr they gave planted.

field, notic been distu tion found of the gr to the pot

In Carl New Brun sprung int year the t as many 1 son. This that of la hrs worth has been

land this about \$4,0 have plant acres. La profit of a

Fish—T late this y hind. Up have been rels caught fishermen ing. This industry, of the re

upon secu sufficient r provisions. splendid r of unusua weight fro

The Dor Yarmouth, sailed for

NOVA SCOTIA TRADE NEWS

Vegetables High and Scarce—Potatoes at a Premium—Late Mackerel Season
—All Fruits in Good Supply—The Flour Situation.

(Special correspondences of The Canadian Grocer.)

Halifax N.S., June 10.

Produce of all kinds is very scarce and record prices are being obtained. Not only are potatoes bounding upwards, but all vegetables are following suit. Parsnips are practically cleaned up, no beets are available, turnips are very scarce and only a few carrots are offering. The farmers who held their stock and marketed it late this year made handsome profits.

The potato situation has not been relieved since last report, and the stocks held continue very light. The wholesale price has not changed, but the retailers are asking all kinds of money, some as high as \$1.20 per bushel. In Prince Edward Island, the home of the potato, the price is 60 cents per bushel, and they are hard to buy even at this figure. With the big demand and the high prices the farmers will want larger areas this season. In Cape Breton there is also a very great scarcity of produce.

A report comes from Louisburg, C.B., that a man planted a bushel of seed potatoes in his field the other week. He did not, as is a general custom, cut the potatoes before planting, but put them in the ground whole, as he was told they gave a better yield by being thus planted. A few days ago he visited the field, noticed that his potato patch had been disturbed, and on further examination found that they had been taken out of the ground. He attributes the loss to the potato famine.

In Carleton and Victoria counties in New Brunswick the potato industry has sprung into amazing proportions. Last year the two counties raised five times as many potatoes as any previous season. This year the acreage is ten times that of last year. Forty thousand dollars worth of superphosphate, it is said, has been sold in the village of Hartland this spring. The sales reached to about \$4,000 last year. Many farmers have planted from twenty-five to forty acres. Last season showed an average profit of about \$50 an acre.

Fish—The mackerel season is very late this year, probably three weeks behind. Up to the present very few fish have been taken. Outside of 35 barrels caught in traps off Yarmouth the fishermen have caught practically nothing. This is a serious set-back to the industry, especially as this is the time of the year when the fishermen rely upon securing good catches and making sufficient money to lay in their winter provisions. At some places there is a splendid run of salmon, the fish being of unusually fine quality, ranging in weight from 20 to 40 pounds each.

The Dominion Atlantic steamer from Yarmouth, on Wednesday night last, sailed for Boston with 850 crates of

live lobsters, one of the largest shipments of the season. The close season expired several days ago, but the Federal Government granted three days grace to the fishermen to permit them to ship the fish that had been collected. Salmon are quoted at thirteen cents this week.

Freight Manager Tiffin, of the Intercolonial, Mr. Storey, general freight agent for the P.C.R. here, and P. Mooney, general passenger agent of the Halifax and Southwestern Railway, visited several of the towns on the western shore last week, and held conferences with the large fish exporting firms concerning the shipment of fresh fish in cold storage over the I.C.R. to points in Quebec and Ontario. The Federal Government is interested in the matter, having granted \$25,000 to assist the movement, the object being to divert the traffic in fish to Upper Canada, via Boston, to all rail by the Intercolonial.

Flour—The market is very firm in tone and is likely to continue so. There is a fair demand. The Halifax bakers have not made any change in the price of bread since the advance in flour. Some dealers say that considering the present condition of the wheat market they would not be surprised to see flour go even higher. Corn meal continues very firm.

Feeds—Feeds of all kinds are touching record prices. Hay tops the list in advances, being quoted from \$20 to \$22 per ton, which is from \$6 to \$8 per ton over the quotations prevailing at this

SWEET CAPORAL



CIGARETTES

STANDARD
OF THE
WORLD

Sold by all the Wholesale trade

CLAY PIPES

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

D. McDOUGALL & CO., Glasgow, Scot.

Firm Established in 1887

JOS. COTE

IMPORTER AND WHOLESALE TOBACCONIST

Office and Sample Room: 186-8 St. Paul St., Lower Town
Warehouse: 119 St. Andrew St., Lower Town
Branch 179 St. Joseph St., St. Roch

Ask for the famous brands of Cigars

ST. LOUIS } 5c.
CHAMPLAIN }
EL SERGEANT 10c.

All First-Class Grocers

Handle

OLD CHUM

Cut Plug Smoking Tobacco

It's a Trade Bringer.

time last year. In some of the western sections of Nova Scotia \$22 is asked, while in Prince Edward Island it is selling at \$20, a price unprecedented in that locality.

All other feeds have increased proportionately, though the receipts of bran and middlings have been increased here the past few weeks. In some parts of Cape Breton a hay famine is reported. In consequence of these advances the Halifax livery stable keepers have increased the price of board for horses one dollar per week.

The milk vendors will not reduce the price of milk one cent per quart as has been the custom during the summer season.

Fruits and vegetables.—The market is well supplied with fruit and all seasonable green truck — lettuce, radishes, strawberries, spinach, rhubarb, new cabbage and also some small (new) carrots and parsnips. The bananas offered for sale are only fair, having been chilled by the cold weather. They sell from \$2 to \$2.50. Jamaica oranges are off the market, but there are plenty of navels and valencias, ranging in price from \$3.50 to \$4.

TOBACCO CROP IN ESSEX.

Ernest Bailey, Kingsville, writes under date of June 1st: "Having just returned from going through Essex county, inspecting seed beds of the growers, the prospect looks very bad for a crop this year; the plants are fully four weeks late. I did not see one bed that will be ready to plant before July. If planted then we will have to have a late fall to secure a crop and lots of seed plants will not be ready till about the 15th July.

"I saw numerous growers that have taken off their canvas from their beds and let the plants go, as they are so backward, and have planted corn in their acreage that was for their tobacco. Even if we have a late fall the tobacco crop will be very small.

"The weather at writing is very trying to the young plants and if it does not change very soon there will be no crop at all.

"All of last year's crops have been

bought from the growers and there is only leaf to be bought to-day that is in the hands of the dealers, and at that there will not be more than about 200,000 pounds in western Ontario. I predict that if we have a crop at all the prices will range high, as the acreage expected to be put in will easily be less than half of last year."

IN THE MARITIME PROVINCES.

Frank L. Crossley left recently for the Maritime Provinces as special representative of the MacLean trade newspapers. He will work right through to



F. L. CROSSLEY
Maritime Representative MacLean Publishing Company.

Halifax, calling on all our subscribers and probable subscribers, as well as advertisers and probable advertisers. Any assistance given Mr. Crossley in the way of news notes, pointers in the trade, etc., will be much appreciated and will receive our very best attention. Mr. Crossley is a newspaper man of some experience, having been engaged with the Montreal Daily Witness prior to joining the staff of the MacLean trade newspapers where he has been attached to our Montreal office for some

months. With the natural growth of the Maritime Provinces and the spirit of enterprise and kindness always shown by its business men, we look forward to Mr. Crossley's trip being a pleasant as well as a mutually profitable one.

TAKES NO MORE ALMS

June 10th, 1907.

To the editor, The Canadian Grocer,—As an old subscriber to your journal and a close reader of every feature of it, I was more than pleased to notice in your issue of June 7th an editorial on "Taking Alms." You know "confession is good for the soul," and this editorial brings me to the penitent bench. I may say that you do not spare us retailers in your criticism on the question of soliciting donations and so forth from our jobbers. It hurts, particularly when one feels that he is a criminal in this respect.

I may say that in the past I have, I admit, been guilty of writing my different wholesale houses for contributions to our local township fair. I have decided, however, not to do so again. There may have been some excuse for my doing this as having been on the committee of the organization of the fair, and my fellow-workers knowing that I was a large purchaser from the city jobbers, it was thought that I could materially increase the revenue for prizes

I admire The Grocer for its outspoken criticisms and the manly stand you have taken. Possibly you may offend one or two of your readers, but if they will reflect as I have done they will stop pestering the wholesaler.

Hereafter you may count me out from any begging expedition for our local fair, bazaars, charities or other things.
(Signed)

"AN AWAKENING CONSCIENCE."

A shipment of 200 puncheons and 150 barrels of Horseshoe brand extra fancy molasses has been received by Rose & Laflamme, Montreal, ex. S.S. Salybia, for account of the Boston Molasses Co. They report it as turning out exceptionally fine.

Trade Winners are Profit Bringers

Cigars that will bring you customers must be of the kind that satisfy the smoker—a brand of uniform quality. It does not pay to stock Cigars which are mostly first-class. They must all be A1.

HOGEN MOGEN and ROYAL SPORT CIGARS

are every one of them guaranteed. For years they have held first place in the market, because we have set a high standard and have always lived up to it.

These Brands are Trade Winners and Profit Bringers

The Sherbrooke Cigar Co., - Sherbrooke, Que.



THE SORROWS OF EVE

were accentuated because her Grocer didn't carry

BOECKH'S BROOMS

THE DAUGHTERS OF EVE

eliminate a good deal of worry because they insist on BOECKH'S BROOMS.

The men who study the wants of women stock Boeckh's Brooms. Enough said!

UNITED FACTORIES, Limited
TORONTO - - - CANADA

PROPER BOOKKEEPING OR JAIL

Because he failed through keeping no books, The Canadian Merchants Protective Association have entered proceedings against a man.

The law says:

"Any man who fails and who has not for five years before his failure kept proper books shall be liable to a fine of \$800.00 and one year's imprisonment."

It is cheaper to keep proper books than to pay a fine of \$800.00 and go to jail for a year, isn't it?

Business Systems

bookkeeping is proper bookkeeping—the modern way of doing it.

Business Systems Monthly Account System, especially adapted to retail business, not only keeps your own books straight, but, as well, your customers' accounts any time and all the time.

* * * * *

We would like to tell you more about this, and you don't have to buy unless you want to, either.

Drop us a post card for information.



BUSINESS SYSTEMS LIMITED

85 SPADINA AVENUE TORONTO - - - CANADA

86a

AS A MEANS OF SUCCESS

Are you still using that old antiquated system of book-keeping,—Bound Ledgers, Day Book, etc., which are awkward to handle and never posted to date?

If you are it is surely not because they supply what you want, but because you have never troubled yourself to look for something better. You soon would change your mind if you could see the many advantages and conveniences arising from the use of

The Crain Continuous Systems

The use of this system tends very greatly towards the success of any business. Why? Because it saves time, labor and worry. It is always handy, is compact, and is the best system in use to-day.

You had better investigate this, for you will profit thereby. Drop us a card and ask us for Catalogue "G," which will give you all details.



The Rolla L. Crain Co., Limited Ottawa, Canada

Toronto:
18 Toronto Street

Montreal:
Alliance Building, St. James St.

Winnipeg:
Nanton Block, 430½ Main St.

WALKER BIN

Fixtures are designed for the complete equipment of the modern grocery, securing prompt, efficient and economical service.

GROCERY

Fixtures that display the stock temptingly and invitingly, are a large factor in business-building.

FIXTURES

give character to a business and, if adapted to the requirements of the particular business to be served, save time, labor and expense.

WALKER BIN FIXTURES MEET ALL THE REQUIREMENTS OF THE PARTICULAR GROCER.

Write for Illustrated Catalogue: "Modern Grocery Fixtures."

The Walker Bin & Store Fixture Co.,
BERLIN, ONT. Limited

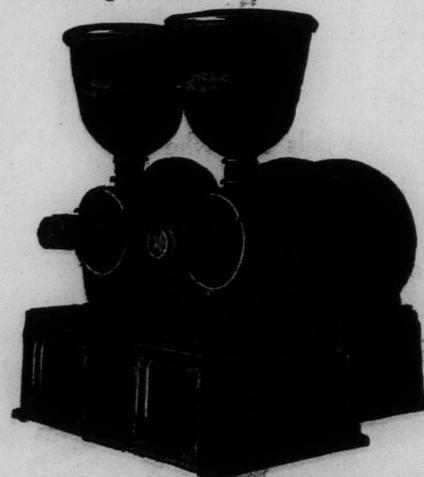
Representatives
Manitoba: Stuart Watson, Winnipeg; Saskatchewan and
Alberta:—J. C. Stokes, Regina, Sask.

COLES Electrically Driven Coffee Mills

Single and Double Grinder

Pulverizing and Granulating

Every Coles Coffee Mill has a Breaker that breaks the Coffee before it enters the grinders, thus reducing wear of grinders and saving current.



Our
Grinders
Wear
Longest

Grinding
Capacity

Granulating 2 lbs.
per minute.

COLES MANUFACTURING CO.
Nos. 1815-1835 North 23rd St. PHILADELPHIA, PENN., U.S.A.

Agents:
Tedhunter, Mitchell & Co., Toronto.
Dearborn & Co., St. John, N.B.

Agents:
Forbes Bros., Montreal.
Gorman Eckert & Co., London, Ont.

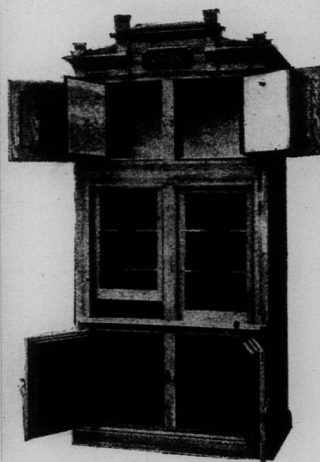
THE SHREWD GROCER

knows that there's just one **Best Laundry Soap** on the market, viz.:

Canadian Castile Soap

a sure and certain trade-builder. Our Castile Soap is a distinctly Olive Oil Soap. You ought to stock it.

The CANADIAN CASTILE SOAP CO., Limited
Berlin, Canada



Still the Best on the Market

Arctic Refrigerator

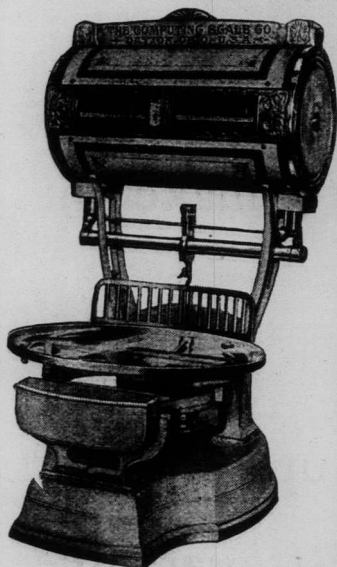
Serviceable, Dry, Low Temperature and Easy-Price.

John Hillock & Co., Ltd.

Toronto

Boston Special

Absolutely Automatic



The Dayton
Over 210,000 Scales sold. Are you one of the users?

All that is necessary to get the value of a piece of merchandise at any price per pound shown on the chart, and at any weight up to and including the full capacity of the scale is to put the merchandise on the platform of the scale.

Plate glass platform. Full jewelled Siberian agate and ball-bearings.

Plain Figures Show Value

No mistakes or errors are possible. Down weight not possible.

Pays for itself

The Computing Scale Co. of Canada, Limited
Toronto, Ont.

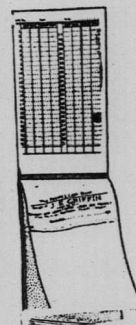
Foolish Economy

There is such a thing. There are men who save dimes to lose dollars. The retailer who worries along without our

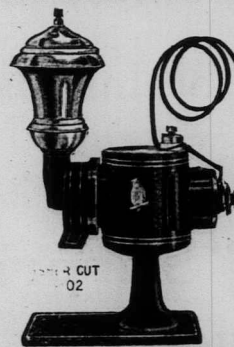
"Duplex" Counter Check Book

is exercising a foolish economy because hundreds of retailers have proven our Check Book to pay 100 per cent. per annum on the investment.

The Carter-Crume Company, Limited
Toronto



ELECTRIC POWER COFFEE MILLS



This small cut illustrates another of the designs we make.

Furnished for direct or alternating current. Fitted with strong brass heavily nicked hopper.

Stands 30 inches high, operates off your lighting line. Most convenient and up-to-date mill on the market.

Granulates 2-lb per minute and cuts fine 1-lb per minute.

Write for Catalog and prices

THE A. D. FISHER CO., LIMITED, - TORONTO

BE SURE TO ATTEND!

The Retail Grocers' Annual Convention for the Province of Ontario

TO BE HELD AT

Hamilton, Tuesday, July 2nd, 1907

COMMENCING AT 10 O'CLOCK A.M.

A day devoted to live subjects of direct interest to the entire Retail Grocery Trade of the Province. Prominent speakers from the Wholesale and Retail Grocers' organizations of the United States and Canada, will be present. **You are invited by the Provincial Officers of the "Grocers' Section" of "The Retail Merchants' Association of Canada."**

M. MOYER, Grocer, Toronto, *Provincial Chairman.*

E. M. TROWERN, *Dominion & Provincial Secretary,*
21 Richmond St. West, TORONTO, ONT.

The Annual Convention of the Ontario Provincial Board of "The Retail Merchants' Association of Canada" will be held at Hamilton on the two following days, viz., July 3rd and 4th, to which you are also invited.



We have put forth every effort to make the best soap that can be made.

There is the best material in it.

There are brains used in its make-up.

That people are satisfied is the best guarantee of its worth. "Surprise" is known and used all over Canada---not in a small way, but universally used.

The St. Croix Soap Mfg. Company

Factory at St. Stephen, N.B.

Branches :—Toronto, Winnipeg, Vancouver, West Indies

Quot
The
responsibl
Grocer, at

Book's Friend-
Size 1, in 3 and
" 10, in 4 doz
" 2, in 6
" 12, in 6
" 2, in 4
Pound tins, 2
12-oz. tins, 2
5-lb. " 1

W.
Diamond—
1-lb. tins, 2 doz
1-lb. tins, 3
1-lb. tins, 4

IMPER
Cases.
4-doz.....
3-doz.....
1-doz.....
3-doz.....
1-doz.....

Ocean Baking
" "
" "
Boral,
Cornsta
Freight



ROYA
Sizes.
Royal—Dime .
" 1 lb.
" 6 oz.
" 1 lb.
" 12 oz.
" 1 lb.
" 3 lb.
" 5 lb.

Barrels—When
cent. discou

CLEVELA
Cleveland's—D
" "
" "
" "
" "
" "

Barrels—When
cent. discou

T. I.
Crown Brand—
1-lb. tins, 2 doz
1-lb. " 2 "
1-lb. " 4 "

ST. GEOR
Trial size, pack
4-oz. "
6-oz. "
8-oz. "
12-oz. "
16-oz. "
32-oz. "
Terms net 30

Keck's Oxford,
in 10-box lo
Gillett's Mamm
Niray's "Cervu
" "
" "

accordies

QUOTATIONS FOR PROPRIETARY ARTICLES

Quotations on staple articles, prepared by our own staff, will be found in the market reports in the centre of the paper. The following are prices of proprietary articles which are supplied by the manufacturers or their agents, who alone are responsible for their accuracy. For charges for inserting quotations in this department apply to Advertising Manager, The Canadian Grocer, at our nearest office.

June 14, 1907.

Baking Powder.

Cook's Friend—	Per doz.	\$3 40
Size 1, in 2 and 4 doz. boxes.....		2 10
" 2, in 4 doz. boxes.....		0 80
" 3, in 6 ".....		0 70
" 5, in 4 ".....		0 45
Pound tins, 2 doz. in case.....		3 00
12-oz. tins, ".....		3 40
5-lb. ".....		14 00

W. H. GILLARD & CO.

Diamond—

1-lb. tins, 2 doz. in case.....	\$3 00
1-lb. tins, 3 ".....	1 25
1-lb. tins, 4 ".....	0 75

IMPERIAL BAKING POWDER.

Cases.	Sizes.	Per doz.
4-doz.....	10c.	\$0 85
3-doz.....	6-oz.	1 75
1-doz.....	12-oz.	3 50
3-doz.....	12-oz.	3 40
1-doz.....	2 1/2 lb.	10 50
1-doz.....	5 lb.	19 75

OCEAN MILLS.

Ocean Baking Powder, 1 lb., 4 doz.....	\$0 45
" " " 1 lb., 5 doz.....	0 90
" " " 1 lb., 3 doz.....	1 25
Borax, 1 lb. packages, 4 doz.....	0 40
Cornstarch, 40 pks. in a case.....	0 78
Freight paid 5 p.c. 10 days.	

MAGIC BAKING POWDER



Cases.	Sizes.	Per doz.
6 doz.....	5c.	\$0 40
4 ".....	4-oz.	0 60
4 ".....	6 ".....	0 75
4 ".....	8 ".....	0 85
4 ".....	12 ".....	1 10
4 ".....	16 ".....	1 65
4 ".....	20 ".....	1 70
1 ".....	2 1/2 lb.	4 10
1 ".....	5 lb.	7 30
1 ".....	6 oz.	Per case \$4 55
1 ".....	12 ".....	
1 ".....	16 ".....	

ROYAL BAKING POWDER.

Sizes.	Per Doz.
Royal-Dime.....	\$0 85
" 1 lb.....	1 40
" 6 oz.....	1 95
" 1 lb.....	2 55
" 2 oz.....	3 85
" 1 lb.....	4 90
" 3 lb.....	13 60
" 5 lb.....	22 35

Barrels—When packed in barrels one per cent. discount will be allowed.

CLEVELAND'S BAKING POWDER.

Sizes.	Per Doz.
Cleveland's-Dime.....	\$0 93
" 1 lb.....	1 33
" 6 oz.....	1 90
" 1 lb.....	2 45
" 2 oz.....	3 70
" 1 lb.....	4 65
" 3 lb.....	13 20
" 5 lb.....	21 65

Barrels—When packed in barrels one per cent. discount will be allowed.

T. KINNEAR & CO.

Crown Brand—

1-lb. tins, 2 doz. in case.....	\$1 20
1-lb. " 2 " ".....	0 80
1-lb. " 4 " ".....	0 45

ST. GEORGE'S BAKING POWDER.

Trial size, packed 6 doz. in case.....	Per doz.
4-oz.	\$0 90
6-oz.	1 35
8-oz.	1 80
10-oz.	2 35
12-oz.	3 55
16-oz.	4 55
32-oz.	8 50

Terms net 30 days.

Blue.

Keen's Oxford, per lb.....	\$0 17
" in 10-box lots or case.....	0 16
Gillett's Mammoth, 1/2 gross box.....	3 00
Wright's "Cervus," in squares, per lb.....	0 16
" " in bags, per gross.....	1 25
" " in paper boxes.....	0 10

According to size.....

JAMES' DOME BLACK LEAD.

Per gross.	
5a size.....	\$3 40
2a size.....	2 50

Cereals.

Wheat OS, 2-lb. pkgs., per pkg.....	0 08
" " 7-lb. cotton bags, per bag.....	"

Chocolates and Cocoas.

THE COWAN CO., LIMITED.

Cocoa—

Perfection, 1-lb., per doz.....	\$2 40
" 1/2 lb. ".....	1 25
" 10c. size ".....	0 90
" 5-lb. tins per lb.....	0 37
Soluble, No. 1, 5 and 10-lb. tins, per lb.....	0 20
" No. 2, 5 and 10-lb. tins.....	0 18

Special quotations for coa in bbls., kegs, etc.

Chocolate—

Queen's Dessert, 1/2's and 1/4's per lb.....	\$0 40
Vanilla, 1/2's.....	3 35
Parisian 8s, per lb.....	0 30

The following sweetened for household purposes:

Royal Navy, 1/2's and 1/4's, per lb.....	\$0 30
Diamond, ".....	0 25
Special Diamond, 1/2's, ".....	0 22
" 6's, ".....	0 22
" 8's, ".....	0 30

The following unsweetened:

Perfection, 1/2's, per lb.....	0 30
" 1/4's, ".....	0 30
Flat cakes, per lb.....	0 30

ICINGS FOR CAKE—

Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. pkgs., per doz.....	0 90
Chocolate, white, pink, lemon, orange, almond, maple and coconut cream, in 1-lb. boxes, per doz.....	1 75

CONFECTIONS—

Per doz.	
Cream bars, 60 in box, per box.....	1 80
" 6 in box, per doz. boxes.....	2 25
Chocolate ginger, per lb.....	0 30
" 1/2 lbs., per doz.....	2 25
Crystallized " 1/2's, per doz. boxes.....	2 25
Vanilla chocolate wafers, No. 1, 5 lb. boxes, per lb.....	0 30
Nonpareil wafers, No. 2, 5 lb. boxes, per lb.....	0 25
Milk chocolate, 36 in box, per box.....	1 35
" 36 in box, per doz. cakes.....	0 35

FRY'S.

Chocolate—

Caracolas, 1/2's, 6-lb. boxes.....	\$0 42
Vanilla, 1/2's.....	0 42
"Gold Medal," sweet, 1/2's, 6-lb. boxes.....	0 25
Pure, unsweetened, 1/2's, 6-lb. boxes.....	0 42
Fry's "Diamond," 1/2's, 14-lb. boxes.....	0 24
Fry's "Monogram," 1/2's, 14-lb. boxes.....	0 24

Cocoa—

Per doz.	
Concentrated, 1/2's, 1 doz. in box.....	2 40
" 1-lb. ".....	4 50
" 1-lb. ".....	8 25
Homoeopathic, 1/2's, 14-lb. boxes.....	"
" 1/2's, 12 lb. boxes.....	"

EPPS'S.

Agents, C. E. Colson & Son, Montreal.

In 1/2 and 1-lb. tins, 14-lb. boxes, per lb.....	0 35
Smaller quantities.....	0 37

BENSCHER'S COCOA

A. F. MacLaren, Imperial Cheese Co., Limited, Agents, Toronto.

10c. tins, 4 doz. to case..... per doz., \$.....	2 90
1/2 " " " " ".....	2 40
1 " " " " ".....	4 75
1 " " " " ".....	9 00

JOHN P. MOTT & CO.'S.

R. S. McIndoe, Agent, Toronto.
J. A. Taylor, Montreal.
Jos. E. Huxley, Winnipeg.
Standard Brokerage Co., Vancouver, B.C.

Per

Elite, 1/2's (for cooking).....	\$0 32
Prepared cocoa, 1/2's.....	0 30
Prepared 1/4's.....	0 28
Mott's breakfast cocoa, 1/2's.....	0 40
" " " 1/4's.....	0 38
" No. 1 chocolate, 1/2's.....	0 32
" Navy " 1/2's.....	0 28
" Vanilla sticks, per gross.....	1 00
" Diamond chocolate, 1/2's.....	0 24
" Confectioner's chocolate, 2-lb. to 0 31	
" Sweet Chocolate liquors, 2-lb. to 0 35	

WALTER BAKER & CO., LIMITED.

Per lb.

Premium No. 1 chocolate, 1/2 and 1-lb. cakes.....	\$0 38
Breakfast cocoa, 1/2, 1 and 5-lb tins.....	0 44
German sweet chocolate, 1/2 and 1-lb. cakes, 6-lb. boxes.....	0 28
Caracas sweet chocolate, 1-lb. cakes, 6-lb. boxes.....	0 35
Auto sweet chocolate, 1-6-lb. cakes, 3 and 6 lb. boxes.....	0 35
Vanilla sweet chocolate, 1-6-lb. cakes, 6-lb. tins.....	0 47
Soluble chocolate (hot or cold soda) 1-lb. tins.....	0 42
Cracked cocoa, 1-lb. pkgs., 5-lb. bags.....	0 34
Caracas tablets, 100 bundles, tied 5s, per box.....	3 00

The above quotations are f.o.b. Montreal.

WALTER M. LOWNEY CO.

Canadian Branch, 165-171 William St. Montreal.

Breakfast cocoa—	Per lb.
5-lb. screw top cans, 10 cans in case, 40c.	
12-lb. boxes, 6 boxes in case, 1-lb. tins, 40c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 40c.	
6-lb. boxes, 12 boxes in case, 1-5-lb. tins, 41c.	
6-lb. boxes, 12 boxes in case.....	45

Sweet chocolate powder—

5-lb. tins, 10 tins in case.....	30c.
12-lb. boxes, 6 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 30c.	
6-lb. boxes, 12 boxes in case, 1-lb. tins, 32c.	

Premium chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 33c.	
6-lb. boxes, 12 boxes in case, 1-lb. pkgs., 34c.	

Milk chocolate—

50 5-cent pieces to box, per box.....	\$1.65
---------------------------------------	--------

Vanilla sweet chocolate—

100 2-cent. pieces in box.....	\$1.25
6-lb. boxes, 12 boxes in case, 1-lb. tins.....	28c.
6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	27c.

Diamond sweet chocolate—

6-lb. boxes, 12 boxes in case, 1-lb. pkgs.....	24c.
12-lb. boxes, 6 boxes in case, 1-lb. pkgs.....	24c.
6-lb. " 12 " ".....	24c.

Gold Medal chocolate powder—

5-lb. tins, 10 tins in case.....	38c.
10-lb. tins, 10 tins in case.....	35c.

XXXX chocolate powder

5-lb. tins, 10 tins in case.....	32c.
10-lb. tins, 10 tins in case.....	30c.

TOBLER'S MILK CHOCOLATE.

5c. sticks, per box (40 sticks).....	1 50
10c. tablets or croquettes (20).....	1 50
20c. " (20).....	2 42

Condensed Milk.

BORDEN'S CONDENSED MILK CO.

Wm. H. Dunn, Agent, Montreal & Toronto.

Cases.	Doz.
"Eagle" brand (4 doz.).....	\$6 00 \$1 50
"Gold Seal" brand (4 doz.).....	5 00 1 25
"Challenge" brand (4 doz.).....	4 00 1 00

Evaporated cream—

"Peerless" brand evap. cream.....	4 75 1 20
hotel size.....	4 90 2 45



TRURO CONDENSED MILK CO., LIMITED.

"Jersey" brand evaporated cream per case (4 doz.).....	\$4 65
"Reindeer" brand per case (4 doz.).....	5 60



Coffee.

THOS. LITTON

1 lb. tins, ground or whole.....	0 40	0 30
----------------------------------	------	------

JAMES TURNER & CO.

Per lb.	
Mocha.....	\$0 23
Damascus.....	0 28
Cairo.....	0 20
Sirdar.....	0 17
Old Dutch Rio.....	0 13

E. D. MARCHEAU, Montreal.

"Old Crow" Java.....	\$0 25
" Mocha.....	0 27
"Condor" Java.....	0 30
Arabian, Mocha.....	0 30
15-year-old Mandheling Java and hand-picked Mocha.....	0 50
1-lb. fancy tins choice pure coffee, 48 tins per case.....	0 30
Madam Huot's coffee, 1-lb. tins.....	0 32
" " 2-lb. tins.....	0 32
100 lb. delivered in Ontario and Quebec.....	0
Rio No. 1.....	45c.
Condor I, 40-lb. boxes.....	42c.
" II, 40-lb. boxes.....	37c.
" III, 80-lb. boxes.....	36c.
" IV, 80-lb. boxes.....	36c.

THOMAS WOOD & CO.

"Gilt Edge" in 1 lb. tins.....	\$0 33
" " in 2 lb. ".....	0 32
Canadian Souvenir, 1 lb. fancy lithographed canisters.....	0 30

PATTERSON'S "CAMP" COFFEE ESSENCE

Agents, Rose & Laflamme, Montreal and Toronto.	
5 oz. bottles, 4 doz. per doz.....	1 75
10 " " " " ".....	3 00
Rep. quarts, 1 " ".....	6 50
Imp. " 1 " ".....	9 00

Cheese.



Imperial—Large size jars..... per doz.	\$8 25
Medium size jars.....	4 50
Small size jars.....	2 40
Individual size jars.....	1 00
Imperial holder—Large size.....	18 00
Medium size.....	17 00
Small size.....	12 00
Roquefort—Large size.....	1 40
Small size.....	2 40

Coupon Books—Allison's.

For sale in Canada by The Eby Blain Jo Limited, Toronto. C. O. Beauchemin & Fils, Montreal.

\$1, \$2, \$3, \$5, \$10 and \$20 books.	Un- num- bered.	Covers and Coupons numbered.
In lots of less than 100 books, 1 kind assorted.....	4c.	4 1/2c.
100 to 500 books.....	3 1/2c.	4c.
100 to 1,000 books.....	3c.	4c.

Allison's Coupon Pass Book.

00 to \$30 books.....	3 cents each
00 books.....	4 " "
10 00 ".....	5 " "
15 00 ".....	6 " "
20 00 ".....	7 " "
25 00 ".....	8 " "

A Guarantee that is Worth Something

RISING SUN  **SUN**
SUN **&** **PASTE**
STOVE POLISH  **STOVE POLISH**
IN CAKES **IN TINS**

is printed and packed in every box of SUN PASTE Stove Polish. Our guarantee stands at par because all you have to do is to notify us if any of our SUN PASTE is found defective in any way and we do the rest. It is no surprise to us, however, that so many thousands of store-keepers are selling our SUN PASTE year in and year out with never a defective tin. We make the goods right. That is the kind of Paste Polish you find it worth while to push.

MORSE BROS., Props. - Canton, Mass., U.S.A.

STORAGE

Have you room to take care of your SPRING IMPORTATIONS? If not, store in our FIREPROOF WAREHOUSE and distribute direct to your many customers.

FREE OR IN BOND

Allow us to act as your transshipping and customs agent. You will receive prompt attention from the

TERMINAL WAREHOUSE & CARTAGE CO., LTD.

14-38 Grey Nun Street, MONTREAL



BORDEN'S BRANDS

have through merit held the confidence of the dealer and consumer for **50 Years.**

"EAGLE BRAND"
Condensed Milk

and

"PEERLESS BRAND"
Evaporated Cream

are your best references with the housekeeper.

WILLIAM H. DUNN, Montreal and Toronto

Scott, Bathgate & Co., Winnipeg, Man.

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

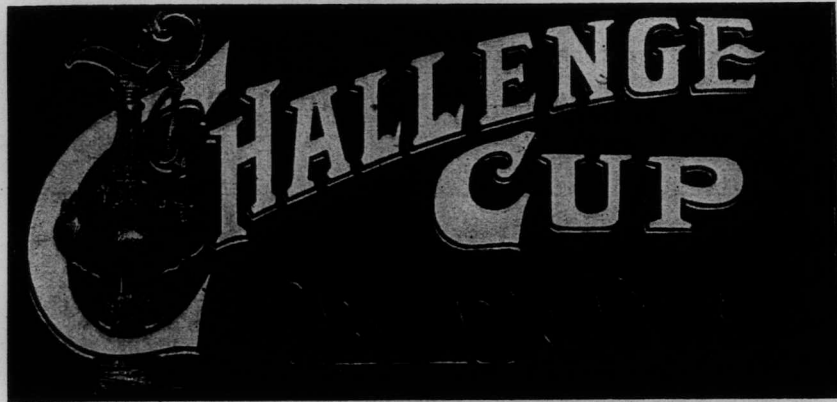


(Unsweetened)

Ex
 LAPORTE,
 "Vita" Pasteuriz
 Bottles 1-oz.,
 " 2 "
 " 4 "
 " 20 "
 " 20 "
 Will
 50 10c
 three
 Inf
 Robinson's paten
 " "
 " "
 Jam
 BATH'S WHOL
 Agents, Rose &
 1-lb. glass jar, scr
 T.
 Compound Fruit
 12-oz. glass jars, 3
 2-lb. tins, 2 doz. i
 5 and 7-lb. tin pa
 crate
 7 and 14-lb. wood
 30-lb. wood pails
 Compound Fruit
 7-oz. glass jars, 3
 7-lb. tins, 2 doz. i
 5 and 14-lb. wood
 30-lb. wood pails..
 Home Made Jam
 1-lb. glass jars (1
 3oz.
 5, 7, 14 and 30-lb.
 THE N. K. FAIR
 LAB.

WM. BRAID & CO., Importers of **TEAS, COFFEES and SPICES**

DO YOU WANT A LEADER?



Something special to offer your customers? If so

Challenge Cup Tea

is what you are looking for. Once used it will be used again, and every new Tea customer means another customer for all your lines.

Packed in 1/2 and 1-lb. air-tight lead packages, in 3, 5 and 10-lb. fancy tins; also in 50-lb. Hfcts.

WRITE FOR SAMPLES

WM. BRAID & CO., Vancouver, B.C. BRAID'S BEST COFFEE and CHALLENGE CUP TEA ARE THE BEST.

Extract of Beef.
LAPORTE, MARTIN & CIE, LTD.
"Vita" Pasteurized Extract of Beef.
Bottles 1-oz., case of 2 doz \$3 20
" 2 " " 1 " 3 00
" 4 " " 1 " 4 50
" 20 " " 1 " 4 75
" 20 " " 1 " 9 00

Fly Pads.
Wilson's Fly Pads, in boxes of 50 10c. packets, \$3 per box, or three boxes for \$8.40.

Infants' Food.
Robinson's patent barley 1-lb. tins ... \$1 25
" " " 1-lb. tins ... 2 25
" " " groats 1-lb. tins ... 1 25
" " " 1-lb. tins ... 2 25

Jams and Jellies.
BATGER'S WHOLE FRUIT STRAWBERRY JAM
Agents, Rose & Lafamme, Montreal and Toronto.
1-lb. glass jar, screw top, 4 doz., per doz 2 20

T. UFFON & CO.
Compound Fruit Jams—
12-oz. glass jars, 2 doz. in case, per doz. \$1 00
2-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 7-lb. tin pails, 3 and 9 pails in crate, per lb. 0 07
7 and 14-lb. wood pails, per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2
Compound Fruit Jellies—
7-oz. glass jars, 2 doz. in case, per doz. 1 00
7-lb. tins, 2 doz. in case, per lb. 0 07 1/2
5 and 14-lb. wood pails, 6 pails in crate per lb. 0 07
30-lb. wood pails, per lb. 0 06 1/2
Home Made Jams—absolutely pure—
1-lb. glass jars (16-oz. gem) 2 doz. in case, per doz. \$1 80
5, 7, 14 and 30-lb. pails, per lb. 0 09 0 12

Lard.
THE N. K. FAIRBANK CO. BOAR'S HEAD LARD COMPOUND.



Tierces \$0 10 1/2
1-bbls. 0 11 1/2
Tubs, 60 lbs. 0 11 1/2
Pails 2 28

Licorice.
NATIONAL LICORICE CO.
5-lb. boxes, wood or paper... per lb. \$0 40
Fancy boxes (36 or 50 sticks)... per box 1 25
" Ringed" 5-lb. boxes... per lb. 0 40
" Acme" pellets, 5-lb. cans... per can 2 00
" (fancy boxes 40) per box 1 50
Tar licorice and Tolu wafers, 5-lb. cans per can 2 00
Licorice lozenges, 5-lb. glass jars... 1 75
" 30 5-lb. cans 1 50
"Purity" licorice 10 sticks 1 45
" 100 sticks 0 75
Dulce large cent sticks, 100 in box....

Lime Juice.
BATGER'S LIME JUICE CORDIAL.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " 1 85

BATGER'S LEMON SQUASH.
Agents, Rose & Lafamme, Montreal and Toronto.
Quart bottles, 2 doz., per doz 2 90
Pint " 2 " 1 85

Lye (Concentrated).
GILBERT'S PERFUMED. Per case.
1 case of 4 doz. \$3 60
3 cases of 4 doz. \$3 50
5 cases or more 3 40

Mince Meat.
Wetley's condensed, per gross net \$12 00
per case of doz. net 3 00

Mustard.
COLMAN'S OR KERN'S.
D.S.F., 1-lb. tins per doz. \$1 40
" 1-lb. tins 2 50
" 1-lb. tins 5 00
Durham 4-lb. jar per jar. 0 75
" 1-lb. jar 0 25
F.D. 1-lb. tins per doz. 0 85
" 1-lb. tins 1 45

E. D. MARCEAU, Montreal.
"Condor" 12-lb. boxes—
1-lb. tins per lb. \$0 35
" 1-lb. tins 0 35
" 1-lb. tins 0 35
" 1-lb. jars per jar 1 20
" 1-lb. jars 0 85

Old Crow," 12-lb. boxes—
1-lb. tins per lb. 25
" 1-lb. tins 0 23
" 1-lb. tins 0 23 1/2
" 1-lb. jars per jar 0 70
" 1-lb. jars 0 25

Olive Oil.
LAPORTE, MARTIN & CIE, LTD
Minerva Brand—
Minerva, qts. 12's \$5 75
" pts. 24's 6 50
" 1-pts. 24's 4 25

Orange Marmalade.
T. UFFON & CO.
12-oz. glass jars, 2 doz. case, per doz. \$1 00
Home-made, in 1-lb. glass jars " 1 40
In 5 and 7-lb. tins and 7-lb. pails, per lb. 0 07
Golden shred marmalade, 2 doz. case, per doz. 1 75

Sauces.
PATERSON'S WORCESTER SAUCE.
Agents, Rose & Lafamme, Montreal and Toronto.
1-pint bottles, 3 & 6 doz., per doz 0 90
Pint " 3 doz. 1 75

Soda.
NOW BRAND
Case of 1-lb. containing 60 packages per box, \$3 00.
Case of 1-lb. (containing 120 pkgs. per box, \$3 00.
Case of 1-lb. and 1-lb. (containing 30 1-lb. and 60 1-lb. pkgs.) per box, \$3 00.
Case of 50. pkgs. containing 96 pkgs. 1, per box, \$3



MAGIC BRAND. Per case.
No. 1, cases, 60 1-lb. packages \$2 75
No. 2, " 120 1-lb. " 2 75
No. 3, " 30 1-lb. " 2 75
No. 5 Magic soda—cases 100—10-oz. pkgs. 1 case 2 85
5 cases 2 75

Soap and Washing Powders.
GUELPH SOAP CO.
1 case, 5 case.
Royal City Soap (bar) 2 50 2 40
Peerless Soap (bar) 2 50 2 40
Standard Soap (cake) 2 40 2 30
Crystal Soap Chips, per lb. 5c.

A. P. TIPPET & CO., Agents.
Maypole soap, colors per gross \$10 20
" " black 15 20
Oriole soap 10 20
Gloriosa soap 12 00
Straw hat polish 10 20

Starch.
EDWARDSBURG STARCH CO., LIMITED.
Laundry Starches—
No. 1 White or blue, 4-lb. carton. \$0 06 1/2
No. 1 " 3-lb. " 0 06 1/2
Canada laundry 0 05 1/2
Silver gloss, 8-lb. draw-tid boxes. 0 07 1/2
Silver gloss, 8-lb. tin canisters.... 0 07 1/2
Edward's silver gloss, 1-lb. pkg. 0 07 1/2
Kegs silver gloss, large crystal.... 0 05 1/2
Benson's satin, 1-lb. cartons 0 07 1/2
No. 1 white, bbls. and kegs 0 07 1/2
Canada White Gloss, 1-lb. pkg. 0 06
Benson's enamel per box 1 25 to 2 50

Ordinary Starch—
Benson & Co.'s Prepared Corn.... 0 07
Canada Pure Corn 0 06
Rice Starch—
Edwardsburg No. 1 white, 1-lb. car. 0 10

AMERICAN PURE FOOD COMPANY.
Japanese Starch. Case
1 case, 5 doz. \$5 00
5 " " 4 25
Lot 5 cases, freight paid.

COEN STARCH "ROYALTY."
12-oz. case, 4 doz. 0 50
Lot 10 cases, freight paid.

BRANTFORD STARCH WORKS, LIMITED
Ontario and Quebec.
Laundry Starches—
Canada Laundry, boxes of 40-lb. \$0 05 1/2
Acme Gloss Starch—
1-lb. cartons, boxes of 40 lb. 0 50
Finest Quality White Laundry—
3-lb. Canisters, cases of 48 lb. 0 06 1/2
Barrels, 200 lb. 0 05 1/2
Kegs, 100 lb. 0 05 1/2
Lily White Gloss—
1-lb. fancy cartons, cases 30 lb. 0 07 1/2
6-lb. toy trunks, 3 in case 0 07 1/2
6-lb. enameled tin canisters, 3 in case 0 07 1/2
Kegs, 25 crystals, 100 lb. 0 06 1/2
Brantford Gloss—
1-lb. fancy boxes, cases 25 lb. \$0 07 1/2
Canadian Electric Starch—
Boxes of 40 fancy pkgs., per case 2 50
Celluloid Starch—
Boxes of 45 cartons, per case 2 50

Batger & Co.
London, Eng.

Do It Now
Travellers
are out

Before Ordering

**Xmas Crackers,
Stockings,
Fancy Goods,
Wedding Cake
Ornaments,
Etc., Etc.**

Ask for prices
or a showing
of samples.

AGENTS:

Rose & Laflamme
Montreal and Toronto

Some Seasonable Sellers

Cunningham & De Fourier Co.

LONDON, ENG.

Pickles—Small Vegetables and well packed.

Soups in Glass of the very finest quality.

Dried Herbs—Full English strength.

Potted Meats that have the real, true flavor
which the label denotes.

AND MANY OTHER LINES

All Big Sellers with Good Profits

AGENTS

Rose & Laflamme, Montreal - Toronto



**THE
TWENTIETH
CENTURY
FLY-CATCHER**

About 3 ft. of Fly-Catching Space.

BROWN'S FAMOUS CATCH 'EM ALL

1st. FLY COIL

Will catch and hold more Flies to the square inch
than any other Fly-Catching device in the world.

GOOD PROFITS

LARGE SALES

COMPLETE SATISFACTION

Of all Wholesale Houses or direct from

Brown's Fly Coil Co. Bury
Ltd., (Lancs) Eng.

Conserve Your Profits

Claiming all the excellencies under the sun for
our Jams and Jellies would not make them excellent,
and, luckily, shrewd grocers know it.



Shrewd grocers also know
that our

**Jams, Jellies
and
Marmalades**

have proven their superiority
to the next best brand, and
that they are the preferred
preserves amongst particular
housewives. If you know the

reasons for this preference, you know how to

Conserve Your Profits

If not—you ought to know.

The Belleville Fruit & Vinegar Co.

LIMITED

BELLEVILLE, ONT.

CLASSIFIED LIST OF ADVERTISEMENTS. *The Canadian Grocer*

Accountants and Auditors.
Davenport, Pickup & Co., Winnipeg.
Awnings, Tents, Rope, Etc.
Gourock Rope Exporting Co., Montreal.
Tobin Tent & Awning Co., Ottawa.
Baking Powder.
Codville-Georgeson, Ltd., The, Winnipeg.
Gillett, E. W., Co., Toronto.
McLaren's, W. D., Montreal.
National Drug Co., Montreal.
Beer—Non-Alcoholic.
Kops' Breweries, London, S.W.
Biscuits, Confectionery, Gum, Etc.
Bode's Gum Co., Montreal.
Cowan Co., Toronto.
Kingsley Mfg. Co., Cincinnati.
Mansell, Hunt & Catty Co., Montreal.
McLaughlan, Sons & Co., Owen Sound.
Mooney Biscuit & Candy Co., Stratford.
Mott, John P., & Co., Halifax, N.S.
National Licorice Co., Brooklyn, N.Y.
Box Strapping.
Warrington, J. N., Montreal.
Brooms, Brushes and Woodware.
United Factories Ltd., Toronto.
Woods, Walter, & Co., Hamilton.
Canned Goods.
Balfour, Smye & Co., Hamilton.
Canadian Cannery, Hamilton.
Farmers Canning Co., Bloomfield, Ont.
Lakeside Canning Co., Wellington, Ont.
Old Homestead Canning Co., Picon.
Turner, James & Co., Hamilton, Ont.
Cash Sales Books.
Carter-Crume Co., Toronto.
Cheese Cabinets.
Walker Bin and Store Fixture Co., Berlin.
Cigars, Tobaccos, Etc.
American Tobacco Co., Montreal.
Cote, Joseph, Quebec, Que.
Empire Tobacco Co., Montreal.
McDougall, D., & Co., Glasgow, Scot.
Payne, J. Bruce, Granby, Que.
Tuckett, Geo. E. & Son Co., Hamilton.
Warrington, J. N., Montreal.
Cocoas and Chocolates.
Baker, Walter & Co., Dorchester, Mass.
Bears, John, Ltd., Winnipeg.
Cailler's Chocolate, Montreal.
Cowan Co., Toronto.
Dunn, Wm. H., Montreal.
Epps, James, & Co., London, Eng.
Frame-Food Co., London, S.W.
Lowney, Walter M., Co., Boston, Mass.
Mott, John P., & Co., Halifax, N.S.
Nestle's Chocolate, Montreal.
Cocoanut.
Canadian Coconut Co., Montreal.
Computing Scales.
Butt, Wm. J., Winnipeg.
Computing Scale Co., Toronto.
Toledo Computing Scale Co., Hamilton.
Concentrated Lye.
Gillett, E. W., Co., Toronto.
Condensed Milk and Cream.
Borden's—Wm. H. Dunn, Montreal.
Truro Condensed Milk Co., Truro, N.S.
Counter Check Books, Etc.
Carter-Crume Co., Toronto.
Crockery, Glassware and Pottery.
Campbell's, R. Sons, Hamilton.
Toronto Pottery Co., Toronto.
Dairy Produce and Provisions.
Clark, Wm., Montreal.
Dawson Commission Co., Toronto.
Duff & Co., Hamilton, Ont.
Ingersoll Packing Co., Ingersoll, Ont.
Fearman, F. W., Co., Hamilton.
MacLaren Imperial Cheese Co., Toronto

O'Mara, Joseph, Palmerston.
Park, Blackwell Co., Toronto.
Power, B. J., Halifax, N.S.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., & Co., Toronto.
Delivery Wagons.
Abbott, H. G., & Co., London, Ont.
Ewart, J. A., Toronto.
Egg Trays.
Star Egg Carrier & Tray Mfg. Co.
Rochester, N. Y.
Financial Institutions & Insurance.
Bradstreet Co.
Fish.
Atlantic Fish Co., Halifax, N.S.
Bickle, J. W., & Greening, Hamilton.
Connors Bros., Black's Harbor, N.B.
Loggie, W. S. & Co., Chatham, N.B.
McWilliam & Everist, Toronto.
Millman, W. H., & Sons, Toronto.
Windsor, J. W., Montreal.
Flavoring Extracts.
Capstan Mfg. Co., Toronto.
Fly Coil.
Brown's Fly Coil Co., Bury, Lancs, Eng.
Foreign Importers.
Colbeck, Henry, Newcastle-on-Tyne, Eng.
Doughty, A. C., & Co., London, Eng.
Gregson, W. C., & Co., Liverpool, Eng.
MacDonald, Gordon & Co., London, Eng.
Methven, James, London, Eng.
Scott, David, & Co., Liverpool, Eng.
Fruits—Dried, Green, and Nuts.
Belleville Fruit & Vinegar Co., Belleville.
Davidson & Hay, Toronto.
Dawson Commission Co., Toronto.
Fisher, Frederick, & Sons, London, Eng.
Gillard, W. H., & Co., Hamilton, Ont.
Kinross, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Montreal Fruit Exchange, Montreal.
McWilliam & Everist, Toronto.
Ratray, D., & Son, Montreal.
Robinson, O. E., Ingersoll.
Smith, E. D., Winona, Ont.
Stringer, W. B., & Co., Toronto.
Tippet, A. P., & Co., Montreal.
Turner, James, & Co., Hamilton.
Walker, Hugh, & Son, Guelph.
White & Co., Toronto.
Gelatine.
Cox, J. & G., Edinburgh, Scotland.
Nicholson & Brock, Toronto.
Grain, Flours and Cereals, Seeds.
Alexander Milling Co., Ltd., Brandon.
Battle Creek Toasted Corn Flake Co.,
London, Ont.
Greig, Robert, Co., Toronto.
Kirauc, Nap. G., & Co., Quebec.
Leitch Bros, Oak Lake, Man.
Nicholson & Bain, Winnipeg.
Nicholson & Brock, Toronto.
Tanguay, Alf. T., & Co., Quebec.
Western Canada Flour Mills Co., Toronto
Woodstock Cereal Co., Woodstock, Ont.
Grocers—Wholesale.
Balfour, Smye & Co., Hamilton.
Ozo Co., Montreal.
Codville-Georgeson Co., Winnipeg.
Eby, Blain Co., Toronto.
Eckardt, H. P., & Co., Toronto.
Galbraith, Wm., & Son, Montreal.
Gillard, W. H., & Co., Hamilton.
Kinross, Thos., & Co., Toronto.
Lucas, Steele & Bristol, Hamilton.
Mathewson's Sons, Montreal.
Turner, James, & Co., Hamilton.
Warren Bros., Toronto.

Grocers' Grinding and Packing Machinery.
Olea Mfg. Co., Philadelphia, Pa.
Enterprise Mfg. Co., Philadelphia, Pa.
Fisher, A. D., Co., Toronto.
Modern Canner Co., St. Jacobs, Ont.
Sprague Canning Machinery Co., Chicago
Infants' Foods.
Keen, Robinson & Co., London, Eng.
Interior and Exterior Store Fixtures.
Walker Bin & Store Fixture Co., Berlin.
Jams, Jellies, Etc.
Batger—Rose & Lafamme, Montreal.
Windsor, J. W., Montreal.
Goodwillie's—Rose & Lafamme, Montreal
Smith, E. D., Winona, Ont.
Ozo Co., Montreal.
Upton, Thos., & Co., Hamilton.
Wagstaffe Limited, Hamilton, Ont.
Manufacturers' Agents, Brokers and Commission Merchants.
Adam, Geo., & Co., Winnipeg, Man.
Adamson, J. E., Montreal.
Anderson, Powis & Co., Toronto.
Ashley & Lightcap, Winnipeg.
Carman, Escott Co., Winnipeg, Man.
Dawson Commission Co., Toronto.
Dunn, Wm. H., Montreal and Toronto.
Fontanel, Leon, Montreal.
Gorham, J. W., & Co., Halifax, N.S.
H. meymann, Haultain & Co., Regina.
Holmes, W. G., & Co., Calgary, Alta.
Hughes, A. J., Montreal.
Jarvis, C. E., & Co., Vancouver, B.C.
Kyle & Hooper, Toronto.
Lambe, W. G. A., & Co., Toronto.
McFarlane & Field, Hamilton, Ont.
MacLaren Imperial Cheese Co., Toronto
Millman, W. H., & Sons, Toronto.
Nicholson & Bain, Winnipeg.
Rutherford, Marshall & Co., Toronto.
Ryan, Wm., Co., Toronto.
Shallcross, Macaulay & Co., Victoria and
Vancouver, B.C.
Standard Brokerage Co., Vancouver
Scott, Bathgate, & Co., Winnipeg.
Tew, Richard & Co., Toronto.
Thompson, G. B., Winnipeg, Man.
Tippet, A. P., & Co., Montreal.
Warren, G. C., Regina, Sask.
Watson, Stuart, Winnipeg, Man.
Watson, Andrew, Montreal.
Matches.
Improved Match Co., Montreal.
Mince Meat.
Capstan Mfg. Co., Toronto.
Clark, Wm., Montreal.
Fearman, F. W., Co., Montreal
Lytle, T. A., Co., Toronto.
Nicholson & Brock, Toronto.
Wagstaffes, Limited, Hamilton.
Wetley J. H., St. Catharines.
Office Supplies.
Business Systems Ltd., Toronto.
Crain, Rolla L., Co., Ottawa.
Patent Medicines.
Mathieu, J. L., Co., Sherbrooke, Que.
Pass Books, Etc.
Allison Coupon Co., Indianapolis, Ind.
Pickles, Sauces, Relishes, Etc.
Capstan Mfg. Co., Toronto.
Douglas J. M., & Co., Montreal.
Gillard & Co., Walthamston, London,
N.E.
Ozo Co., Montreal.
Hudson, Hebert & Cie, Montreal
Paterson's—Rose & Lafamme, Montreal

Taylor & Pringle, Owen Sound, Ont.
Poison, Rat.
Common Sense Mfg. Co., Toronto.
Polishes—Metal.
Majestic Polishes, Ltd., Toronto.
Oskey, John, & Sons, London, Eng.
Polishes—Shoes.
Dalley, F. F., Co., Ltd., Hamilton, Ont.
Whitemore Bros. & Co., Cambridge, Mass.
Polishes—Stove.
Nickel Plate Polish Co., Chicago.
Morse Bros., Canton, Mass.
Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal
Hillock, John, & Co., Ltd., Toronto.
Salt.
Canadian Salt Co., Windsor, Ont.
Empire Salt Co., Sarnia, Ont.
Mason & Hickey, Winnipeg, Man.
Toronto Salt Works, Toronto.
Verret, Stewart & Co., Montreal.
Soap.
Canadian Castile Soap Co., Berlin, Ont.
Darling & Brady, Montreal.
Guelph Soap Co., Guelph, O. t.
Royal Crown Limited, Winnipeg, Man.
St. Croix Soap Mfg. Co., St. Stephen, N.B.
Taylor, John, & Co., Toronto.
Soda—Baking.
Church & Dwight, Montreal.
Starch.
Edwardsburg Starch Co., Cardinal, Ont.
St. Lawrence Starch Co., Port Credit,
Montreal.
Storage and Warehouses.
Terminal Warehouse & Cartage Co.,
Montreal.
Sugars, Syrups and Molasses.
Canada Sugar Refining Co., Montreal.
Dominion Molasses Co., Halifax, N.S.
Edwardsburg Starch Co., Cardinal, Ont.
Lucas, Steele & Bristol, Hamilton.
"Sugars" Limited, Montreal.
Tippet, A. P., & Co., Montreal.
Wallaceburg Sugar Co., Wallaceburg, Ont.
Teas, Coffees, and Spices.
Balfour, Smye & Co., Hamilton.
Braid, Wm., & Co., Vancouver, B.C.
Branson & Co., Ltd., London, Eng.
Ceylon Tea Traders' Ass'n.
Codville-Georgeson Co., Winnipeg
Ewing, S. H. & Sons, Montreal.
Gillard, W. H., & Co., Hamilton.
Greig, Robt. Co., Toronto.
Japan Tea Traders' Ass'n.
Lipton, Thos., New York.
Minto Bros., Toronto.
Paterson, R., & Sons, Glasgow, Scot.
Salada Tea Co., Toronto and Montreal.
Symington, T., Edinburgh, Scot.
Truro Condensed Milk Co., Truro, N.S.
Turner, James, & Co., Hamilton.
Warren, G. C., Regina, Sask.
Wood, Thos., & Co., Montreal.
Vinegar and Cider.
Belleville Fruit and Vinegar Co., Belleville
Furnell, Webb & Co., Bristol, Eng.
White, Cottell & Co., London, S.E.
Washing Compound.
Choullou, C. A., Montreal.
Gillett, E. W., Co., Toronto.
Winn & Holland, Montreal.
**Wrapping Paper, Paper Bags,
Twine, Wood Disks, Etc.**
Canada Paper Co., Toronto.
Douglas & Ratcliff, Toronto
Yeast.
Gillett, E. W., Co., Toronto.

INDEX TO ADVERTISERS.

Abbott, H. G., & Co. 18
Adam, Geo. & Co. 2
Adamson, J. T., & Co. 2
Alexander Milling Co. 50
Allan, Robt., Co. 2
Allison Coupon Co. 56
American Tobacco Co. 67
Anderson, Powis & Co. 2
Atlantic Fish Companies 57
Balfour, Smye & Co. 17
Battle Creek Toasted Corn Flake Co. 48
Bartlett, Wm., & Son 24
Belleville Fruit and Vinegar Co. 71
Bloomfield Packing Co. 71
Bode's Gum Co. 48
Borden's Condensed Milk Co. 68
Bradstreet's 4
Braid, Wm., & Co. 19
Brown's Fly Coil 71
Bryce, Chas. C., Co. 49
Bunnell & Lindsay 4
Cailler's Chocolate 51
Camp Coffee 26
Campbell's, R. Sons inside back cover
Canada Paper Co. 4
Canada Sugar Refining Co. 18
Canadian Cannery 43
Canadian Castile Soap Co., Ltd. 65
Canadian Coconut Co. 22
Canadian Salt Co. 10
Capstan Manufacturing Co. 22
Carman, Escott Co. 53
Carter-Crume Co. 65
Cereal Limited 17
Chase & Sanborn 20
Chouillou, C. A., & Co. 11
Clark, W. 46
Codville-Georgeson Co. 43
Colbeck, Henry 4
Coles Manufacturing Co. 64
Colson, E. C. & Son inside front cover
Common Sense Mfg. Co. 4
Computing Scale Co. 65
Connors Bros. 63
Cote, Joseph 61
Cowan Co. 51
Cox, J. & G. 49
Crain, Rolla L., Co. 59
Dalley, The F. F., Co., Limited 21

Darling & Brady 13
Davenport, Pickup & Co. 48
Davidson & Hay 22
Dawson Commission Co. 55
Doughty, A. C., & Co. 4
Douglas J. M., & Co. 53
Douglas & Ratcliff 48
Duff, John, & Son 53
Eby, Blain Co. 3
Edwardsburg Starch outside front cover
Empire Tobacco Co. 67
Essex Canning Co. 21
Estabrooks, T. H. 19
Ewing, S. H., & Sons 16
Fairbank, N. K., Co. 21
Fearman, F. W., Co. 44
Fisher, A. D., Co. 65
Fisher, Frederick & Sons 54
Fontanel, Leon 43
Frame-Food Co. 51
Galbraith, Wm., & Son 26
Gillard & Co. 52
Gillard, W. H., & Co. 22
Gillett, E. W., Co., Ltd. 13
Gorham, J. W., & Co. 2
Gourock Rope Work Export Co. 21
Gray, Young & Spaulding 48
Gregson, W. C., & Co. 4
Greig, Robt., & Co. 4
Greening, Thos. B. 7
Hamilton Cotton Co. 43
Hillock, John, & Co. 65
Honeyman, Haultain Co. 2
Hughes, A. J. 2
Improved Match Co. outside back cover
Jarvis, C. E., & Co. 4
Jones & Swan 2
Kingsley Mfg. Co. 55
Kinross, Thos., & Co. 19
Kirauc, Nap. G., & Co. 45
Kops' Breweries 46
Lakeside Canning Co. 26
Lambe, W. G. A. 2
Lamont-Corliss Co. 54
Lipton, Thos. 15
Loggie, W. S., & Co. 56
Lowney, Walter M., & Co. 50
Lucas, Steele & Bristol outside back cover

Lytle, T. A., Co. 11
MacDonald, Gordon & Co. 4
McDougall, D., & Co. 61
McFall, A. A. 48
McFarlane & Field 2
McLaren's Cooks' Friend Baking
Powder inside back cover
McLaughlan & Sons Co. 49
McWilliam & Everist 54
Magor, Frank outside front cover
Manitoba Canning Co. 53
Maple Tree Producers' Association 50
Marshall, James 4
Mason & Hickey 22
Mathewson's Sons 25
Mathieu, J. L., Co. 24
Methven, J., Sons & Co. 4
Mitchell H. W. 4
Modern Canner Co. 21
Montreal Fruit Exchange 61
Montreal Grocery Clerks' Ass'n 14
Montreal Packing Co. 44
Mooney Biscuit and Candy Co. 49
Morse Bros. 68
Mott, John P., & Co. 51
National Licorice Co. 8
National Drug Co. 19
Nestle's Chocolate 53
Nicholson & Bain 47
Nickel Plate Stove Polish Co. 13
Oskey, John, & Sons inside back cover
Oakville Basket Co. 24
Ocean Mills 4
O.K. Sauce 9
Old Homestead Canning Co. 6
O'Mara, Joseph 47
Ozo Co. 59
Park, Blackwell Co. 44
Paterson, R., & Sons 25
Patrick, W. G., & Co. 2
Payne, J. Bruce 67
Power, B. H. 46
Ratray, D., & Sons 15
Robinson, O. E. & Co. 55
Rose & Lafamme 8, 71
Royal Baking Powder Co. 41
Rowat & Co. 53
Rutherford, Marshall & Co. 46

Ryan, Wm., Co. 44
"Salada" Tea Co. 11
Scott, David, & Co. 4
Shallcross, Macaulay & Co. 4
Sherbrooke Cigar Co. 62
Smith, E. D. 7
Smith & Schipper 48
Snowdon, Forbes & Co. 17
Sprague Canning Machinery Co. 48
St. Charles Condensing Co. 42
St. Croix Soap Co. 52
Stimpson Computing Scale Co. 46
Stringer, W. B., & Co. 55
Standard Brokeage Co. 18
Stuart, Watson & Co. 4
"Sugars" Limited 57
Symington T., & Co. 19
Taylor & Pringle Co. 49
Terminal Warehouse and Cartage Co. 68
Tew, Richard & Co. 2
Thompson, G. B. 4
Thompson, Arthur P., & Co. 27
Toledo Computing Scale Co. 47
Toronto Pottery Co. inside back cover
Toronto Salt Works 46
Truro Condensed Milk Co., Limited 47
Tuckett, Geo. E., & Son Co. 60
Turner, James, & Co. 57
United Factories, Ltd. 63
Verret, Stewart Co. 56
Wagstaffe Limited 26
Walker, Hugh, & Son 61
Walker Bin & Store Fixture Co. 64
Wallaceburg Sugar Co. 17
Warrington, J. N. 15
Warren Bros. 2
Warren, G. C. 55
Watson, Andrew 55
Watson, Boyd & Co. 19
Western Canada Flour Mills Co. 50
Wetley, J. H. outside back cover
White & Co. 55
White, Cottell & Co. 27
Wilson, Archdale 46
Winn & Holland outside back cover
Wiseman, R. B., Co. 22
Woodstock Cereal Co. 48
Wood, Thos., & Co. 70
Woods, Walter, & Co. 46

WARNING!

Crescent



Brand

SODA-CRYSTALS (WASHING SODA)

Foreign Soda Crystals—and some of English manufacture—are being extensively offered for sale in this country which are grossly adulterated with Glauber-Salts (Sulphate of Soda), a cheap product which is not only entirely useless for washing purposes, but is even likely to injure the fabrics with which it comes in contact. The Adulterated Soda-Crystals, although nominally lower in price than BRUNNER MOND'S PURE SODA CRYSTALS, are in reality much dearer owing to the large quantity of useless and injurious matter which they contain.

BRUNNER, MOND & CO., LIMITED
WINN & HOLLAND, Agents
MONTREAL

Wethey's Mince Meat

(In Cartons)

has been recognized as the standard of Canadian excellence for a quarter of a century.

PURE

WHOLESOME

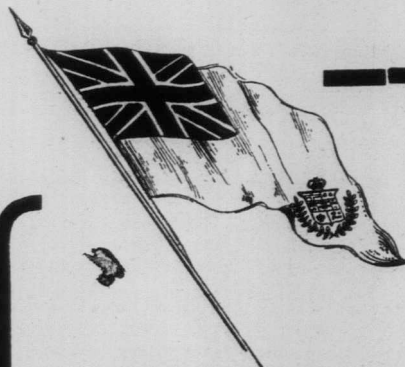
RICH

"ONE TRY SATISFIES"

If your jobber cannot give it to you please write us direct.

J. H. WETHEY, LIMITED

ST. CATHARINES, - - CANADA



Empire Brand

"A new broom sweeps clean"

The sweeping quality of a broom is a good thing, but it is of little value if it can only be applied to a New broom. What we claim for

OUR BROOMS

is not only their clean sweeping qualities when new but the lasting value of their work. They are made of finest broom corn, well bound, strong handles, and proper weight.

We claim them Extra value. It is up to you to test them. Let us hear from you.

USE OUR
4 free telephones
WHEN ORDERING

LUCAS, STEELE & BRISTOL, Hamilton, Ont.